

Featuring Canadian National Exhibition Food Displays

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

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No. 37

The Safest Matches in the World--Eddy's "Silent Fives"

Fire Inspectors and Forest Rangers are mighty careful in recommending an article. There must be something about that article that really deserves their recommendation. It must be Fire Proof either in a protective or preventative way. That's the very reason they heartily endorse the use of Eddy's "Silent Fives." They're a Fire Preventative. No afterglow. Therefore no Fire Menace. Have "Silent Fives" when you're asked for them. They're the Safest Matches in the World--for you and your customers.



Eddy's Fire Pail

Made of our famous Indurated Fibreware. Moulded in one piece.

No Hoops nor Wires to slacken or fall off. Can't rust, shrink or warp.

Made for Fire Use only and its shape insists that it be placed in its rack or on its hook. A few of them placed around your store will give you ample protection and incidentally such a display will make sales.



THE
E. B. EDDY CO.
LIMITED

HULL CANADA



MARKETING O-CEDAR PRODUCTS

WHEN O-Cedar Products were first sold on the Canadian market there were not many retailers willing to try them; but after being continually approached by their wholesalers, the number of O-Cedar Merchants increased until to-day O-Cedar Products are sold in almost every store. This wide-spread distribution makes it easy for the consumer to buy the goods. And the selling of them is made easy for the merchants by the newspaper and other advertising whereby the women are constantly reminded of the advantages of O-Cedar Polish and the O-Cedar Polish Mop.

Effort inevitably finds its reward—and the merchant, who features and displays O-Cedar prominently, is bound to sell more O-Cedar than the man who expects the customer

to ask for it. The goods are asked for; but sales can be greatly increased by suggestion.

To properly market O-Cedar Products, we need both Retailer and Wholesaler. Without either, our products could not have attained the wide distribution and sale they now enjoy.

Thanks to the co-operation of wholesaler and retailer, we are able to keep our factory going at full speed and to employ a steadily-increasing number of Canadian work people.

O-Cedar Products represent the best in workmanship, materials, quality, value and satisfaction. So we know you will continue to get many repeat orders for O-Cedar Products.

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE

TORONTO

The logo for O-Cedar Polish is presented within a dark, curved banner. The word "O-Cedar" is written in a large, white, serif font, with the "O" being significantly larger than the other letters. Below "O-Cedar", the word "Polish" is written in a smaller, white, serif font. The banner has a decorative, slightly wavy bottom edge.

**O-Cedar
Polish**

Have a Stock on Hand For the Fall Demand

Mr. Grocer—the “fall” buying season is at hand. Now is the time to stock up well with Borden Quality Products.

There is always a larger demand for Borden's Reindeer Coffee and Cocoa during the fall. Order your



supply at once and get up an attractive window display.



Borden's Milk Products



The coming “Social” season means increased demand for Borden's quality Condensed Milk—Borden's



—because the excellence of Borden's products is instilled in the mind of every thrifty housewife.

Keep your Borden stocks well displayed this season.

Borden Milk Company, Limited

Leaders of Quality
MONTREAL

Branch Office, No. 2 Arcade Bldg.
VANCOUVER, B.C.

UPTON'S PURE JAMS AND MARMALADES



Expert cooks, modern machinery, and choicest ingredients are three of the reasons why Upton's Preserves are given preference by the Canadian housewife.

All fruit is carefully washed and sorted before going to the pans, and no seconds or near firsts are allowed to pass the sorting room.

Our latest recipe book, "New Ways to Use Orange Marmalade," is now ready. Get a supply for distribution to your customers. Also ask for our new price list.

The T. Upton Company, Limited
HAMILTON, CANADA

*Selling
Agents:*

S. H. Moore & Company
TORONTO, ONT.

Rose and Laflamme, Limited
MONTREAL, QUE.

Gaetz & Co.
HALIFAX, N.S.

Schofield & Beer
ST. JOHN, N.B.

P. H. Cowan & Co.
ST. JOHN'S, NFLD.

Scott Bathgate Co. Ltd.
WINNIPEG, MAN.

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

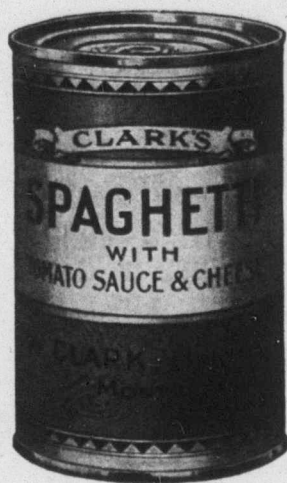
THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S SPAGHETTI

with Tomato Sauce and Cheese



Three
Sizes



Highest grade Spaghetti—the best Canadian Cheese — Selected red ripe fresh picked Tomatoes, plus perfection in cooking. That is why Clark's is the favorite with the public.

This season's pack is now ready.
Order promptly.

W. Clark, Limited

Montreal

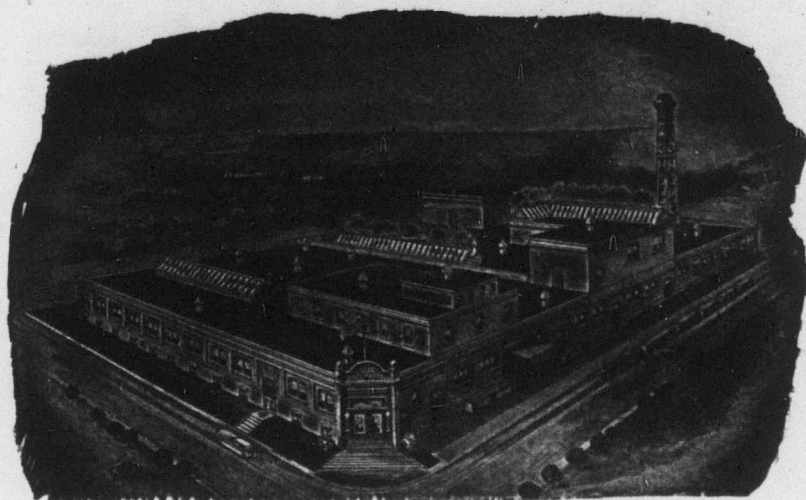


WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



THE MOST UP-TO-DATE CANDIED PEEL AND
CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

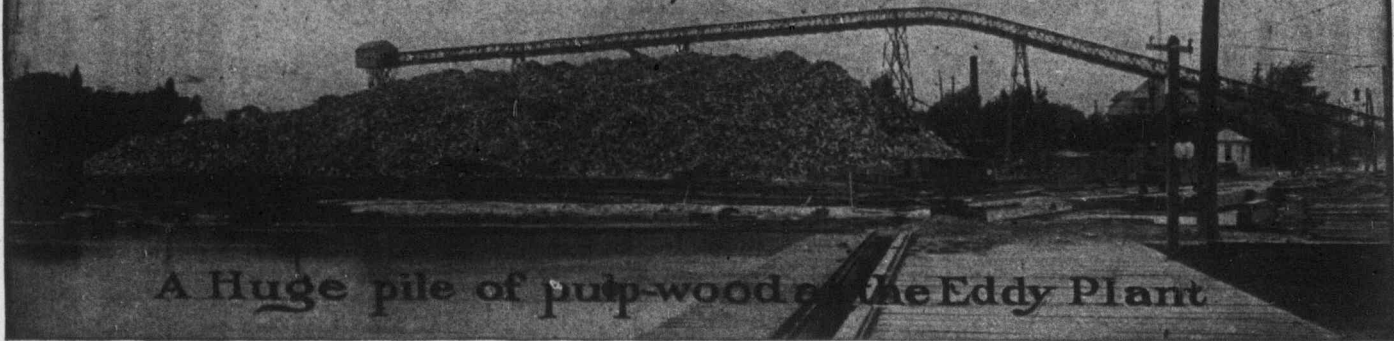
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

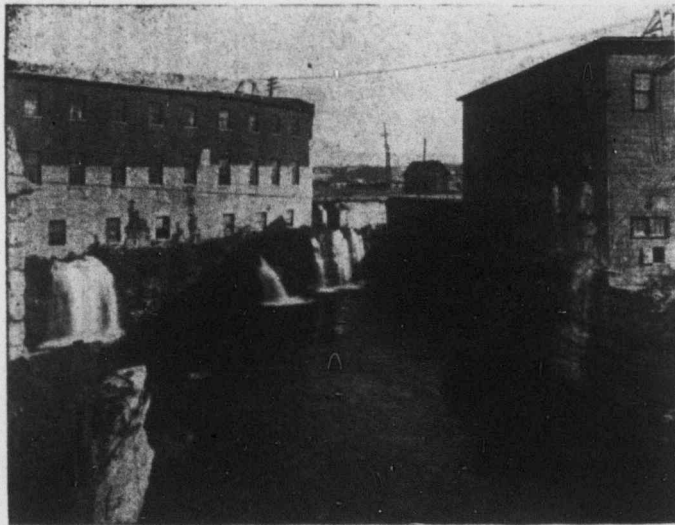
"Every week with the E. B. Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated Sept. 12, 1919

Being No. 51 in the Series



Mysterious River Chasm at Hull Where President Nearly Drowned

THIS picture, taken in the very heart of the E. B. Eddy Company's great plant at Hull, shows the mysterious, bubbling, swirling pool below the power house, which has for many a long year been known as "The Devil's Hole." The water of the river comes thundering into this great chasm in fuming volumes. How it gets out again is an unsolved mystery. No one has ever discovered the outlet. Logs, planks and rubbish from the mills have vanished in this dark, swirling pool, and never have any of them been traced again. There is a story that a horse and wagon went over the edge into "Devil's Hole" and completely disappeared. One man, however, has had the terrible experience of falling into the "Devil's Hole" and lives to tell the tale. That man was George Millen, who is to-day President of the Company. Forty-six years ago this summer, Mr. Millen was carried into the dark, dangerous pool by the bursting of a flume. He went under heavily clad in his big boots and stout clothes. To this hour he remembers how the bubbles passed endlessly before his darkening eyes as he felt himself being sucked down by the relentless current. But he grabbed at a plank, and by a miracle of Heaven it held him till help could be rushed to him. Had he perished that day E. B. Eddy would have lost his right-hand man, and the great plant might never have grown to what it is to-day, for George Millen's inventive skill is behind many of its most profitable marvels of machinery.

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



The Cleanest Store in Town

Your reputation as the cleanest store is worth much to you.

People like to trade in clean stores where merchandise is kept spic-and-span.

Dust repels trade—get rid of dust. Dust *cannot* rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing is a wonderful cleaning, wood-preserving preparation which prevents dust from rising.

STANDARD Floor Dressing

Cleans the surface of wood, linoleum and oil cloth thoroughly. One gallon is sufficient for 500-700 square feet of floor space, one application every three or four months will keep floors and shelving clean and prevent dust from rising. Display it on your counter, recommend it to your customers, demonstrate the results by the spotless cleanliness of your own store.

Sold in gallon and four-gallon cans, also half-barrels and barrels.



IMPERIAL OIL LIMITED

Power - Heat Light - Lubrication
Branches in all Cities

ENCOURAGE

Canadian Industries

THE Canadian consuming public is asked to encourage Canadian Industries by buying and using only Canadian-made products.

The Egg-O Baking Powder Co., Limited, is an out-and-out Canadian concern making a real Baking Powder.

It is financed by Canadian capital and the profits stay in Canada.

It is free from foreign control, in no way connected or associated with the Trust.

It is a real Canadian company making a quality product for Canadians.

We are glad to say Canadians are appreciating this. Our business in 1918 in Ontario alone was 21 (twenty-one) times what it was in 1915.

Three
WHY? Real
Reasons

The consumers are getting value for their money.

The dealers are getting our co-operation and a good profit.

The jobbers are getting a square deal.

We are giving REAL SERVICE.



Egg-O is carried in stock by all jobbers

Egg-O Baking Powder Co., Limited

HAMILTON

CANADA

1919 Season Pack of Canned Salmon Now Ready

Cover your requirements now

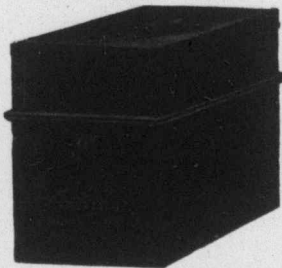
*Our
Reliable Brands*

- "Hallbest"
(Small) Red Sockeye
- "Hallfancy"
Red Spring
- "Hallred"
Red Blueback



*Our
Reliable Brands*

- "Hallchoice"
Red Cohoe
- "Hallpink"
Northern Pink
- "Hallchum"
Choicest Fresh Chum



MR. GROCER!

Are Your Accounts
Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same.

**SECURITY ENVELOPE
FILE-CHECK SYSTEM**

29 Ontario Street STRATFORD, Ont.
Copyrighted.

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



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

Canada Food Board License No. 4-517.



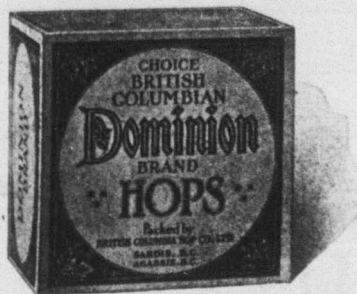
HOPS

In Quarter and Half Pound Full and Short Weight Packages

**BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

New Crop Sun-Maid Raisins

Retail grocers are advised to order immediate stocks of Sun-Maid Raisins—Seeded, Seedless and Clusters. The new crop will be ready soon. The demand is very heavy because of the need for low-priced foods of high nutrition. Order from your jobber.

SUN-MAID RAISINS

Three varieties:

Sun-Maid Seeded (seeds removed)

Sun-Maid Seedless (grown without seeds)

Sun-Maid Clusters (on the stem)



We advertise the Sun-Maid package continuously. Display it and get your share of the business.

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

DESICCATED COCOANUT

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

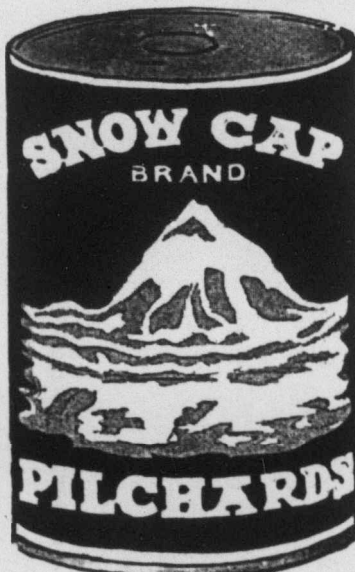
Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

SNOWCAP PILCHARDS



Delectable
and

Dainty

Hand

Packed

BY

The Nootka
Packing Co., Ltd.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

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



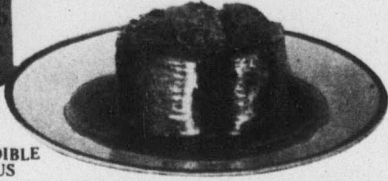
ALBATROSS PILCHARDS

are SCALED — NO SCALES
TRIMMED --- NO FINS NOR TAILS
CLEANED --- NO ROE NOR ENTRAILS

That's what you can tell your customers
when recommending them.

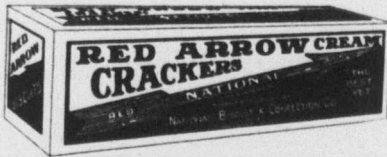
Clayoquot Sound Canning Co., Ltd.
VICTORIA, B.C.

EVERY MORSEL EDIBLE
AND DELICIOUS



A NATIONAL
SUCCESS

RED ARROW BRAND BISCUITS



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

REPEATS

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, 1/2lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.



WE APPRECIATE FRIENDLY HELP

No advertising to the public is good unless the
grocer helps.

We thank the dealers who find an inter-
est in QUAKER BRAND GOODS.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

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

VICTORIA - VANCOUVER.

KELLEY-CLARKE CO.
VANCOUVER, B.C.

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

PETER LUND & COMPANY
MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory

Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

M. DESBRISAY & CO.

Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

B.C. Market?

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

Little Bros. Ltd.
VANCOUVER

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

FOR REPRESENTATION
in B. C.

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

SAY YOU SAW IT IN
CANADIAN GROCER



MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.

WINNIPEG, MAN.

Correspondence Solicited

Wholesale Grocery Brokers
Commission Merchants

410 Chamber of Commerce, Winnipeg

Personal attention given to all business entrusted
to us.

Correspondence Solicited. Established here 1900.

GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

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

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

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

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

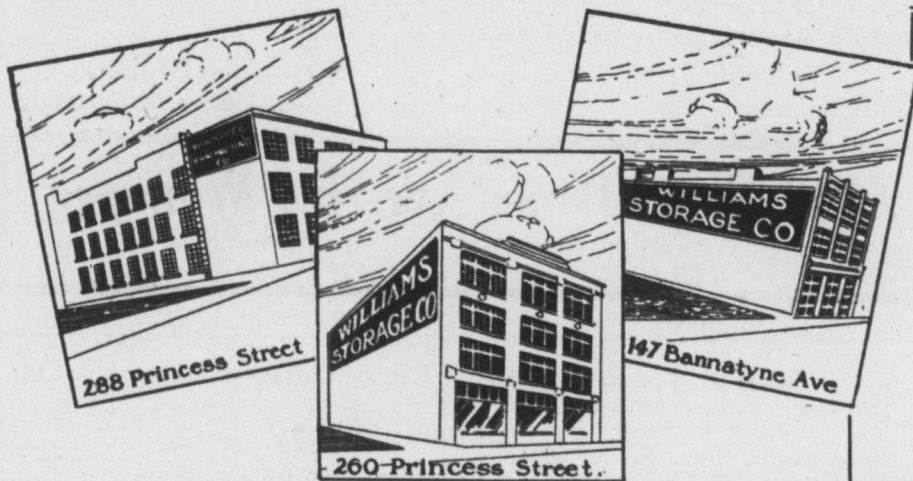
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

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 Bannatync Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.
Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

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

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

Calgary Cartage & Storage Co., Ltd.

WAREHOUSING and DISTRIBUTING
OUR SPECIALTY

Office: 304, 11th Ave. East
CALGARY, ALBERTA

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

EL ROI-TAN PERFECT CIGAR

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of
SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,
through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY
SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

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

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

As you want to please ALL your customers sell them

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

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

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

We Want Agencies for
FOOD PRODUCTS
For Prince Edward Island
BEST REFERENCES
J. C. Carragher Company
Charlottetown, P.E.I.

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

LET CANADIAN GROCER
Sell It For You

Dominion Spring Clothes Pins



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

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

BROOMS!
BROOMS
BROOMS
BROOMS



Only the best material used.
See our traveller or write us direct.

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

Announcing

A NEW LINE OF GOODS TO THE TRADE

After years of experimenting we have succeeded in manufacturing the under-mentioned products, which by test have proven to be superior to any such line on the market.

- REX CEDAR OIL
- REX FLOOR WAX
- REX FURNITURE CREAM
- REX WASHING COMPOUND

These products are ready sellers and show big profits.

THE REX CHEMICAL Co.

20 St. James St., Montreal

We will appoint Agents for the Provinces of QUEBEC, NOVA SCOTIA, NEW BRUNSWICK

Western Agents:

McDonald & Adams
Winnipeg

King & Southcot
Vancouver

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans

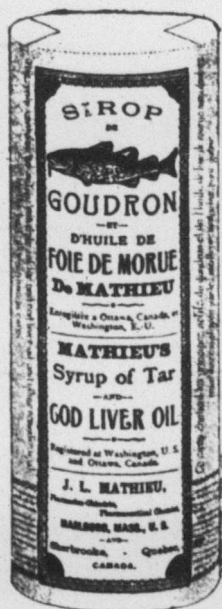


60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped. Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly. Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada



The change of season means a big demand for a reliable cough medicine.

The building power and strengthening qualities of Cod Liver Oil are recognized by physicians the world over, and the healing and soothing power of syrup of tar is unsurpassed for the cure of obstinate colds.

MATHIEU'S SURUP OF TAR and COD LIVER OIL

Not only cures the cold, but strengthens the system. Your customers will thank you for handling it. Good profits will reward you. Write us to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC



Furnivall's

When good grocers everywhere stock and recommend Furnivall's Fine Fruit Pure Jams it is evident that Furnivall quality appeals to discerning buyers.

The profit on Furnivall sales is attractive.

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License No. 14-167

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

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

W.M. SIMPSON (MANCHESTER) LTD.
The Garden Factory, URMSTON, MANCHESTER

Selling Agents Wanted
We are open to appoint as selling agents throughout Canada leading distributing firms without a competitive line. Give full particulars in first application.

"LEMOCREME" IS Real LEMON-CHEESE
with the old-time "home-made" smack about it.

The perfection of "LEMOCREME" is the reward of considerable patience, experiment, skill and care. The freshness, purity and exact condition of every ingredient have to be ensured. The mixing must be scientifically correct, whilst the boiling calls for absolute precision to preserve the flavour and fully develop the food values.

The Cream of Curds
Lemo creme
It is sure to be pure
if it is



JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
 Maritime Provinces and Western Canada

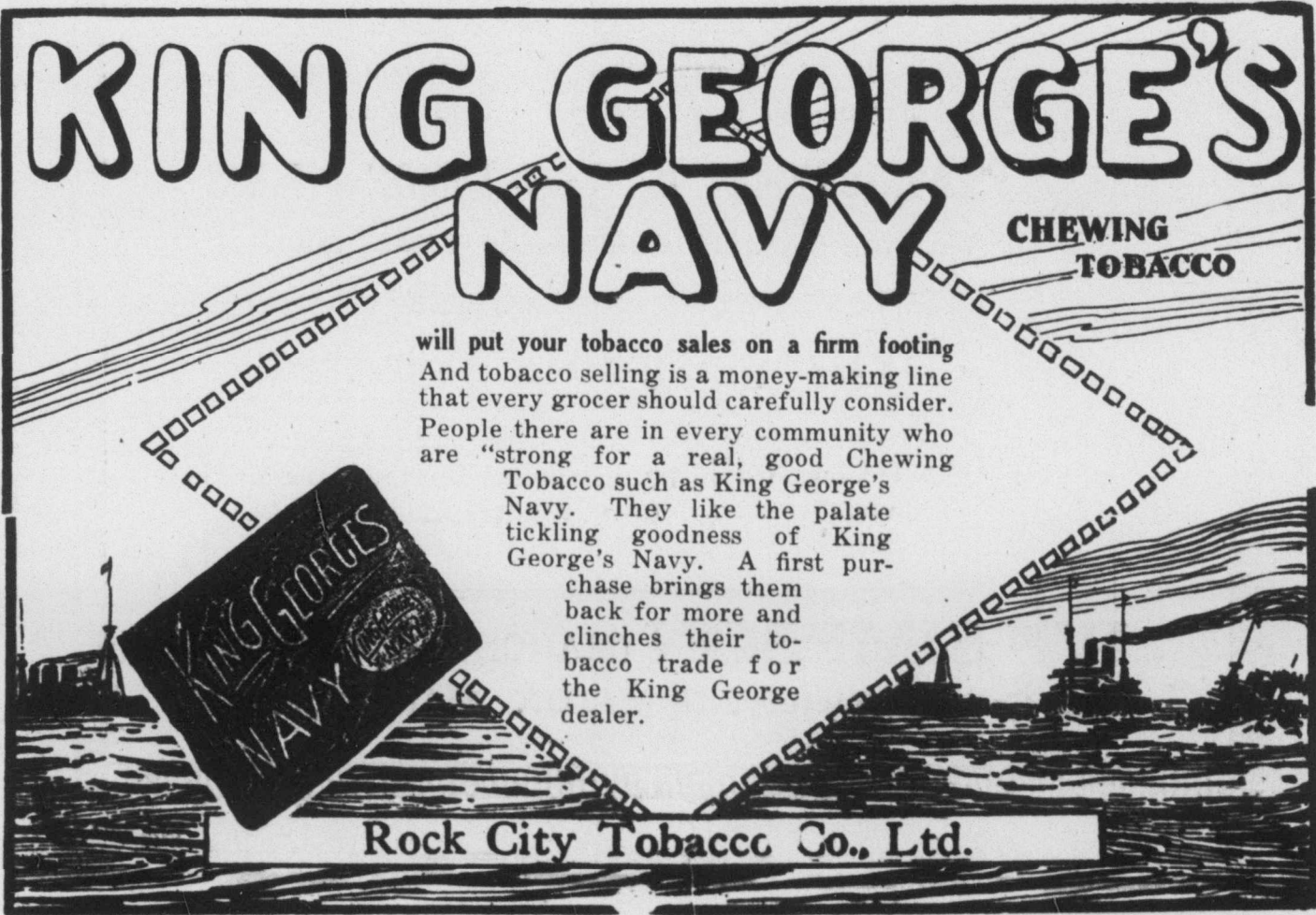
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S
NAVY **CHEWING TOBACCO**

will put your tobacco sales on a firm footing
 And tobacco selling is a money-making line
 that every grocer should carefully consider.
 People there are in every community who
 are "strong for a real, good Chewing
 Tobacco such as King George's
 Navy. They like the palate
 tickling goodness of King
 George's Navy. A first pur-
 chase brings them
 back for more and
 clinches their to-
 bacco trade for
 the King George
 dealer.



Rock City Tobacco Co., Ltd.



—VICTORY— EXHIBITION

Royal Agricultural Hall

LONDON, N.

September 20th to 26th

FOR THE

GROCERY AND ALLIED TRADES

Canadian visitors will receive a hearty welcome
from the Exhibitors.

Any particulars required can be had on application to
H. S. Rogers, Royal Agricultural Hall, Islington,
LONDON, N. 1, ENGLAND

What Do You Suggest—

as are lief from the bookkeeping troubles?



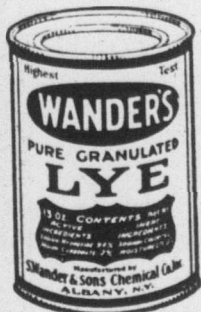
Do you have some worries yourself? If so there is real relief in a *McCaskey System*—it's guaranteed to do the work, and do it well—it's a silent partner for your business—it does bookkeeping without books.



235-245 Carlaw Avenue

COUNTER CHECK BOOKS **McCaskey Systems, Toronto**

HANDY SNAP TOP



A LYE that is TRUE

Sanitary **WANDER'S** Products

SUMMER IS THE TIME
WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE
SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

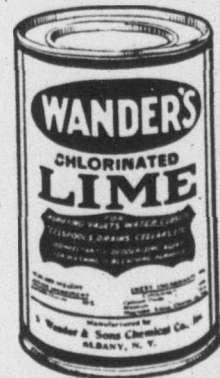
S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs. Bleaches



CHOCOLATTA

"MADE IN A MINUTE"

Your business is built through the satisfaction given to your customers. CHOCOLATTA, a scientific preparation composed of pure chocolate, milk and sugar, will in this way prove to be a real business builder for you.

Write for our attractive prices

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO, ONT.

When in Doubt Try the "Want Ad" Page

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

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO



*Whatever you do,
eat Krumbles
W. K. Kellogg*

NATURE puts plenty of body-building, strength-making elements into wheat. Nature makes wheat taste good, so that we will eat it and get its benefits.

"Whatever you do, eat Krumbles," has a definite meaning. We use all the wheat grain for Krumbles. We grind it, we cook it, we shred it, we toast it—

And we better it with a flavor that makes it doubly good.

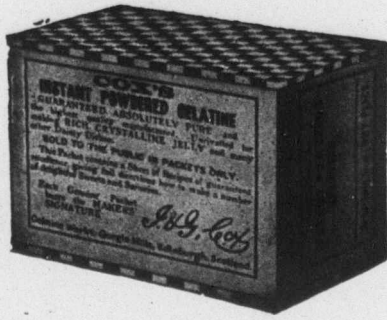
A lawyer, for example, like all men whose work is largely indoors and calls for much mental activity, needs just such a food as Krumbles. Easily digested, nourishing, it helps keep you fit and fine.

The National advertising now appearing in the Daily Papers will create a demand for Kellogg's Krumbles—the only Krumbles made. Be prepared for it.

Krumbles is made in the same kitchens as Kellogg's Toasted Corn Flakes.

KELLOGG TOASTED CORN FLAKE CO.
Battle Creek, Michigan Toronto, Canada





Made Under
the British
Flag

Sold in All
Parts of the
World

COX'S

Instant Powdered

GELATINE

*The Gelatine for the British Empire
Manufactured under the British Flag*

COX'S is most quickly prepared of any Gelatine.
COX'S is of undoubted purity and uniformity.
COX'S is unique, inimitable and a certain seller.
COX'S is the climax in the manufacturing of Gelatine.

Manufactured in the splendidly equipped Laboratory of

Messrs J. & G. Cox, Limited, Edinburgh, Scotland

For Sale by Leading Grocers Everywhere

Teese & Perss
Manitoba

Canadian Agents:
Arthur P. Tippet Co.
Montreal - Toronto

Marlin & Robertson, Ltd
Vancouver

We have the following

Canned Sea Foods

on spot for prompt shipment:

Clams, Clam Chowder, Finnan Haddie, Kippered Herring, Mackerel, Lobsters, Lobster Butter, Paste, Oysters, etc.

Alligator Brand Shrimp

We will have a carload of wet pack Florida Shrimp arriving in about a month's time, freshly packed, 5¾ oz. net weight—and are now booking orders for delivery on arrival.

Prices and samples gladly furnished on application.

J. W. Windsor, Limited

Montreal, Que.

Good tea---good value---good advertising---good feeling between the trade and ourselves. With all



the factors for success right, it's only natural that Red Rose Tea has reached its dominant position.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton



MCLAREN'S INVINCIBLE Window Trimming Contest

Every Grocer and Clerk HAS AN EQUAL CHANCE

Every Village, Town and City MAY COMPETE DURING

August, September and October

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

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

RULES:

- 1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.
- 2—The window must contain at least four McLaren's Invincible line, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.
- 3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.

- 4—Displays to appear during the month of August, September and October, and must remain on display for at least one week. Contest closes October 31st.

- 5—Every contestant must procure a photograph and mail to McLaren's, Limited, Hamilton, so as to reach us not later than November 10th, 1919.

- 6—"Canadian Grocer" and a leading Toronto window trimming expert will act as judges.

Your entry coupon should be mailed at once to

MCLAREN'S LIMITED

Hamilton, Ontario

McLaren's Limited, Hamilton.
 I agree to enter the window trimming contest according to the rules given



CUSTOMER confidence in the goodness of Robinson's "Patent" Groats and Robinson's "Patent" Barley is convincingly expressed by the widespread demand for these two quality products.

Keep your Robinson's stock replenished.

MAGOR, SON & CO., LIMITED

191 St. Paul. St. W., Montreal

30 Church St., Toronto

(Canadian Agents)

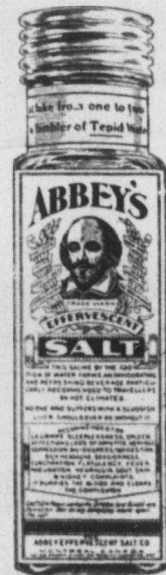
Abbey's EFFERVESCENT
SALT
 Makes Life
WORTH LIVING

GROCERS SELL IT

They sell it right along; sell lots of it and make good money out of this popular specialty.

ABBEY'S SALT is a favorite family Saline to regulate the bowels, sweeten the stomach, relieve Headaches and Neuralgia, correct Indigestion, neutralize an acid condition of the Kidneys and Bladder, and act as a gentle and effective tonic on the entire system.

Our widespread advertising is making new customers everywhere.



THE ABBEY EFFERVESCENT SALT CO.

MONTREAL

CANADIAN GROCER

Vol. XXXIII.

TORONTO, SEPTEMBER 12, 1919

No. 37

Retailers Think Sugar Profit Not Enough

Do Not Like Board of Commerce Announcement That Retail Trade Must Sell Sugar at a Profit of a Cent a Pound—Situation is Still Acute in Regard to Supplies

THERE is no improvement in the sugar situation, and, in fact, the shortage is more acute in the past ten days than it has been yet. A. C. Pyke, secretary of the Wholesale Grocers' Association, told CANADIAN GROCER that the wholesalers were using every effort to secure sufficient supplies to meet requirements, and were urging the Government to allot them in Ontario a fair share. The situation in the West, it appears, was worse than it is in this section, consequently the urgent need for quick action in Western Canada. There were approximately

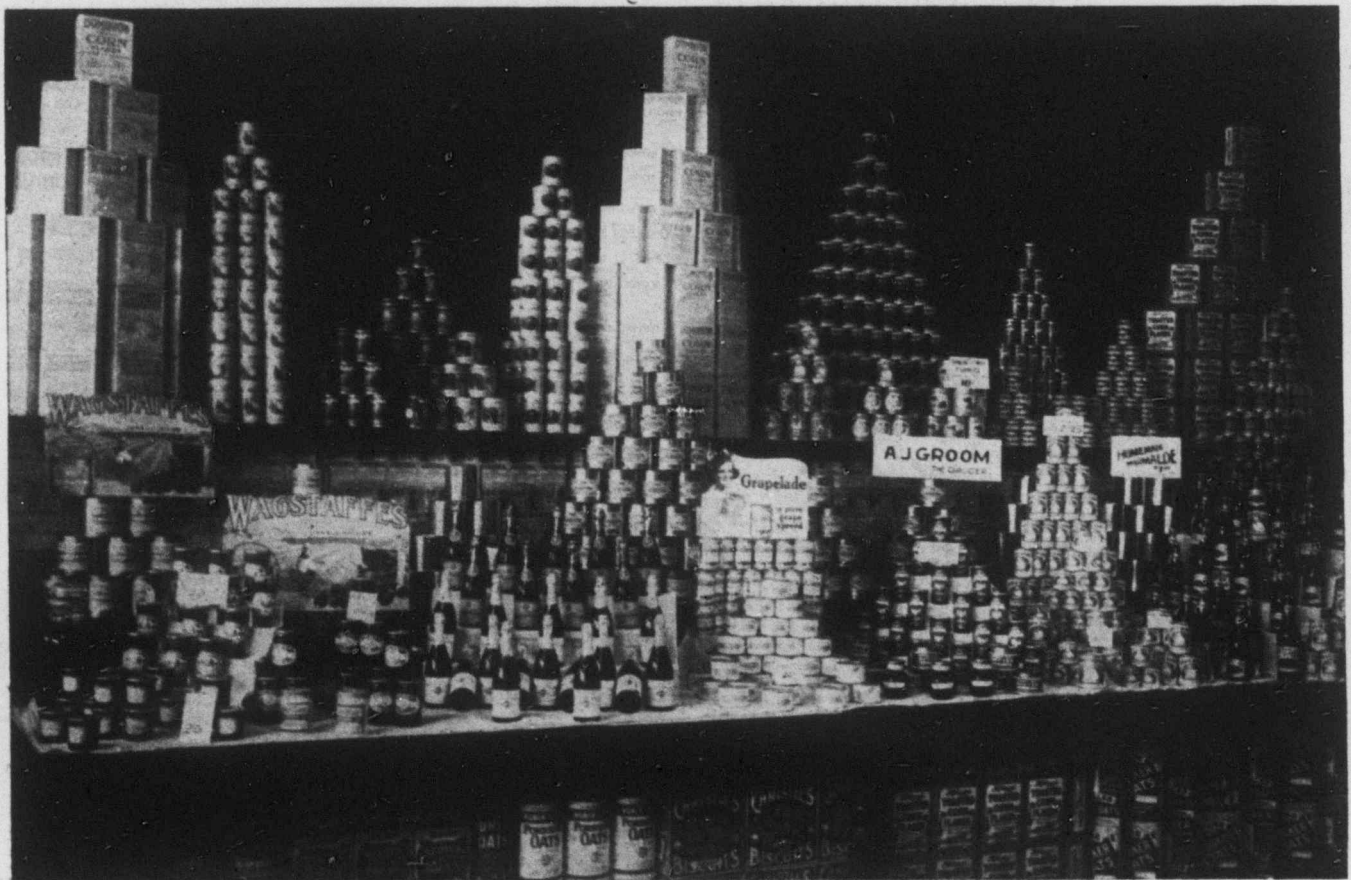
150,000 tons of Cuban raws received in Montreal this week, and the St. Lawrence is starting to refine again. Mr. Pyke thought that with the present receipts of raws, the situation ought to be easier in ten days' time. There should be no hoarding of sugar, and if grocers will only give out a few pounds to each customer, sufficient to carry them along, a few days at a time, there will be plenty for all.

Speaking of the recent announcement of the Board of Commerce that the wholesale grocer should only have 5 per cent. profit, Mr. Pyke stated that five

per cent. was all that the wholesalers had had now for some time past. He was glad that the Board of Commerce had recognized that five per cent. was justified as the lowest possible working basis.

Retail Profit Not Enough

Retailers were not slow in expressing disagreement with the Board's action in only allowing them one cent per pound as profit on sugar. "Every laboring man is getting higher wages," stated D. W. Clark, Avenue Road, Toronto, "but the grocer is having greatly increased ex-



A splendid interior displayed in the A. J. Groom Store, Guelph, Ont. Mr. Groom has joined with C. T. Hicks Another former Guelph Retailer in the manufacturers agency and expect to dis pose of his store shortly.

penditures, and his profits are being made smaller. If we are only to have a cent a pound on sugar, then we had best cut it out altogether, and let someone else sell it. With the price of things now, a grocer cannot make anything out of sugar on a one cent margin."

H. J. Reeve, manager of Michie's store, King street, Toronto, told CANADIAN GROCER that sugar was sold very close at any time, and with a limit of a cent a pound profit, it would not be a very profitable line to carry. The cost of delivery is such an expenditure nowadays that a cent a pound margin would not allow much profit for the grocer. In Mr. Reeve's opinion, it was not a good working basis.

"It is impossible to handle sugar profitably on that basis," Donald McLean, retail grocer at 299 Roncesvalles avenue, Toronto, told CANADIAN GROCER, when he was asked for his opinion. "One cent a pound profit only permits around 8 per cent. to the retailer, and a grocer must have 15 per cent., at least, in order to do business. The handling of sugar is much more expensive. Bags are three times as much as they used to be, and delivery costs a good deal more. If that is the basis on which the retailer must sell sugar, it would be much better for the refiners to do the distributing."

Regulations Governing Canned Fruit and Vegetable Imports

An Interpretation of the Rules in Regard to the Import of Canned and Evaporated Fruit and Vegetables and Similar Products

IN view of the fact that there has been some uncertainty in regard to the law pertaining to the import of canned and evaporated fruits and vegetables, F. Torrance, of the Veterinary General's Department, under whose direction such matters come, has issued the following statement relative to the question:

"All canned and evaporated fruits and vegetables and fruit and vegetable products imported into Canada must be equal in quality to similar goods packed in Canada, said standard of quality to be that described in the regulations published in the Canada Gazette Supplement dated June 22, 1918, together with any subsequent rulings which may be issued from time to time.

Declaration of Quality

"Canned or evaporated fruits and vegetables or fruit and vegetable products may be imported into Canada up to but not after April 1, 1920, without declaration of quality as described in the regulations, provided only that they are equal to, or better than 'Standard Quality' as defined therein.

"On the other hand, goods which will not grade equal to the Canadian grade of 'Standard Quality' must have marked on the label in plain type, not less than

COST OF HANDLING A POUND OF SUGAR

A New Hampshire country grocer submits the following interesting analysis of the cost of handling a pound of sugar:—

I sold sugar at 15 cents.

Cost 9½ by barrel.

Waste in 1 lb., ½.

Bag and twine, 1 cent.

Store expenses, rent, light, 4.8, 5 per cent taxes, etc.—10½ cents cost.

Time of waiting on customers and putting up, 4 minutes. At the regular rate of wages a carman gets, or plumber, carpenter or like trade, 1 cent a minute—4 cents; a total of 14½ cents.

How can I live?

How can my clerk live on less?

In Binghamton, New York, a grocer was arrested for charging 15 cents a pound for sugar, yet the New Hampshire man makes out there is not much in it for him at this price. The fact is sugar is sold on a margin so small that the dealer could not get by unless he had other articles to sell at larger percentage of profit. In other words, a slight profit on certain goods is balanced by a larger profit on others, so that the general average is sufficient to cover all costs and yield the merchants the profit which alone would warrant his continuing in business.—New Bedford Standard.

three-eighths (¾) of an inch in height, the words 'Seconds' or 'Second Quality.' (The words sub-standard or any similar words will not be accepted.)

"In all cases where other quality than

'Standard Quality' is claimed the goods must meet the Canadian grading for such quality.

"For all fruits the syrup used in packing must be named in terms of 'Heavy Syrup,' 'Light Syrup,' 'Packed in Water' or 'Pie Fruit,' and must be of equal quality to syrups described for similar goods as given in the regulations.

Concession on Naming Syrups

"Up to, but not after April 1, 1920, canned fruits may be imported into Canada without declaration of syrup in the foregoing terms provided the degree balling of the syrup in which the fruit is packed is declared on the label in plain type not less than one-quarter (¼) of an inch in height, thus:

"Packed in syrup, 55 degrees balling.

"All imports of canned and evaporated fruits and vegetables and fruit and vegetable products must be accompanied by a Customs declaration as shown on page 3 of Canada Gazette, June 22, 1918.

"Importers will note that this declaration states that the containers and packages show thereon the true name and address of the manufacturer, that the description of the contents is true and correct and conforms to the requirements as set forth in the appendices of the regulations made under the Meat and Canned Foods Act of the Dominion of Canada. This does not permit the use of jobbers' labels on imported goods.

"If importers will advise this department on receipt of a foreign shipment we will endeavor to have one of our inspectors take samples from the shipment and forward same for examination.

"On and after September 4, any of the aforementioned goods imported into Canada which do not meet with the requirements of the regulations as set forth will be detained where found and will either be returned to the country of origin or otherwise dealt with in such manner as may be found to be expedient manner as may be found to be expedient."

Teas Are Steadily Advancing

Position of Exchange on Rupee Make It Exceedingly Difficult to Name Prices on Indian and Ceylon Teas

THE market in teas does not tend any lower, although dealers are able to offer teas to the trade at prices little above those that have been ruling for some time past. Importers can hardly buy Indian teas at all because of the situation in exchange. The current rate of exchange on the rupee is 1s. 10½d., as compared with normal exchange at 1s. 4d. On top of the present rate bankers are charging 12 per cent. premium for negotiations, or in other words, they do not want to sell exchange at all. Consequently it is very hard for buyers of teas to do business. Quotations on Indians and Ceylons are so subject to the course of exchange that it is almost impossible to name any prices on them. Values are very high, and

there is nothing to indicate any easier levels for some time to come. A tea importer told CANADIAN GROCER that for Java teas that were 40 cents two months ago these are to-day costing 46 cents to import. Stocks of teas held in Canada are showing rapid declines, and the trade is well advised to buy while it may, of teas at present figures. With new teas being bought at abnormal prices, the spot market is bound to reflect the stronger situation at an early date.

The tendency in coffees is easier, but this does not apply to mild coffees. They are in scarce supply, and are hard to get. Brazil coffees are more plentiful, and the market sentiment in them is towards lower levels.

Hold Carriers Responsible For Safety of Goods

Important Case in Superior Court at Montreal Places the Burden of Assuring the Safety of Goods Once Delivered to Carter or the Carrier Company, Whether Receipt Has Been Signed or No

AN interesting and important decision was handed down recently by Mr. Justice MacLennan in the Superior Court at Montreal recently, when he decided in the case of Greenshields, Ltd., against the Canadian Northern Railway that once the driver of the railway company received the goods on his waggon they were in his charge, and whether he had signed a receipt for them or no he was responsible for their safety.

This case had a very definite and important bearing on all shippers, and places a strong burden of responsibility upon all carrier companies to safeguard the goods handled.

In his judgment Justice MacLennan required the Canadian Northern Railway Company to pay to Greenshields, Limited, Montreal, the sum of \$1,564.43, representing the full value of six cases of goods which were stolen from the company defendant's sleigh after being placed thereon in January, 1918.

The Details of the Case

The Canadian Northern Company sent a team of horses and sleigh to Greenshields' premises on Craig street to collect twelve cases of goods for shipment to Drumheller, in Alberta. The sleigh was standing in the warehouse yard, and after six cases had been loaded, the teamster went into the warehouse. When he came out, the horses, sleigh and goods had disappeared. Afterwards horses and sleigh were found, but the goods were never traced. Greenshields, Limited, in their action alleged that the carriers were liable to make good the loss.

Plea of No Avail

The company defendant contested the claims, submitting that as the contract and bill of lading had not been signed plaintiffs had not entrusted the goods to the carter or the company in whose employ he was; that the team and goods were on plaintiff's private property at the time they were stolen and in that circumstance it was plaintiff's duty to procure the protection necessary for the safety of the goods; that at the time the goods were stolen the carter had been invited into the premises to assist plaintiff's employees; that the disappearance of the team and goods was due to the fault and negligence of plaintiffs and their employees and the carter and defendants could not be legally held responsible.

Facilitated the Theft

Justice MacLennan dismissed the plea on the grounds that: "The defendants' carter, in leaving the goods in question unguarded facilitated the theft, and the loss was therefore entirely due to his fault and negligence. The carter was the agent of the company defendant

duly authorized to receive the six cases of goods on behalf of defendant and was authorized to sign and execute a bill of lading for the carriage of the goods in question by defendants. Nothing further remained to be done by plaintiffs or their employees with respect to the six cases of goods after they had been

delivered to the teamster and placed upon the sleigh in his charge. The delivery of the goods to the teamster was complete delivery to defendants for the carriage of the goods to their destination. The theft and loss of the goods was due wholly to the negligence of the teamster in the work for which he was employed and defendants are responsible therefor."

The goods were of the proved value of \$1,564.43 and the judge said the plaintiffs were entitled to recover this amount from defendants.

Judgment was accordingly rendered for plaintiffs for the amount named and the costs of the action.

New Southern Rices Being Offered

Prices Will Be High, But Lower Than Japanese Rices—Fancy Carolina Rices Will Have to Sell to the Trade at 20 Cents

NEW crop Southern rices are ready for delivery, and should be available for this market very soon now. They will greatly relieve the situation as the supplies of rices have been very short for some time past. There is a very heavy crop of Southern rices this year, but the fact that Oriental rices will be very scarce will create an enormous demand for Southern rices from European markets as well as on this continent, consequently prices will be very high, and one wholesale grocer this week intimated to CANADIAN GROCER that a shipment of Carolina rick and Litster, Barrie, Ont., told CANA-

have to sell at 20 cents per pound. Offerings of rice in the South at the present time are fairly plentiful. This Carolina rice that will sell to the trade at 20 cents is of exceptionally fine quality, as are practically all the samples that are shown from the South. The Japanese rices will not be plentiful this year and the Southern rices are being quoted 1½ cents per pound lower than the Oriental goods. A miller in Vancouver, wiring a jobber here, offers only one car of Japanese rice, and it would cost the jobber 16¼ cents per pound laid down here. Blue rose Southern rice is quoted at 14½ cents on the same basis.

Small Ad Sold Car of Sugar

"I CERTAINLY think it pays a grocer to advertise," Mr. Merrick of Merrick and Litster, Barrie, Ont. told

CANADIAN GROCER. This firm advertises in the paper of the town, and he believes it brings great results. "I sold a car of sugar in three weeks, and that was before the rush of preserving season began," he stated. "I advertised sugar alone, selling 100 pounds for \$10.75. One of the best features of this special sale of sugar, is the fact that the people who came in here to buy sugar, and who had not previously been our customers, are still coming, and we are selling them a great many other things. This firm disposed of this sugar in the above time, which not only stimulated their business, but they were able to do this, in spite of the strong opposition of the Farmers' clubs in the district, who are bringing in sugar by the carlots, and selling it to the farmers at wholesale prices. The sale of this sugar was an absolutely cash transaction, no credit being extended, and the quick turnover made it a profitable transaction."

MERRICK & LITSTER

SUGAR

Conditions indicate there will be no cheaper sugar for this preserving season, with a possible shortage, when the demand is greatest.

Remember the difficulty last season in securing sugar when you wanted it, and get your supply early.

We unloaded a car of sugar last week and will deliver to any part of the town.

GRANULATED SUGAR
\$10.75 per hundred.

Cash with order or on delivery.

MERRICK & LITSTER

Ottawa Pure Food Show a Feature of the Central Canada Exhibition

This Year's Exhibit Outstrips All Former Efforts—Is Claimed to be the Biggest Show of Its Kind on the Continent

OTTAWA, Sept. 8.—(Special).—An outstanding feature of the Central Canada Exhibition of this year is the Pure Food Show, which reflects great credit on the Ottawa Retail Grocers' Association. No admission is charged, and liberal samples are distributed.

The first show of the kind held here was in 1908. It was held in the annex of Howick Hall, and thirty-four exhibitors took space. It attracted a great deal of attention, but came to an untimely end, as on the last night of the fair the members of a comic opera troupe raided the place, wrecked the booths and carried off the exhibits.

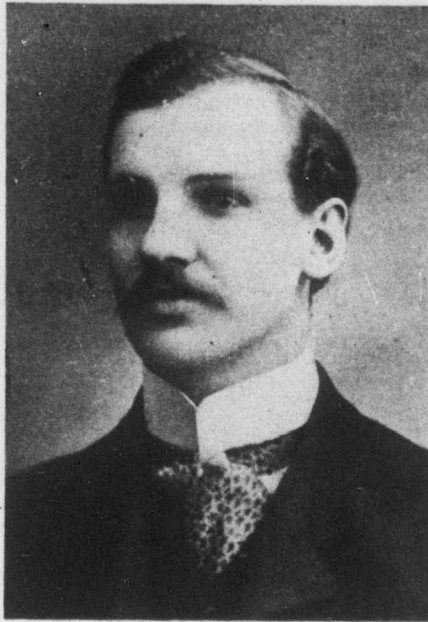
Nothing more was done until 1915, when, through the enterprise of Alex. Phillips, the president, and T. W. Collins, the secretary of the Retail Grocers' Association, the project was revived. This time 64 exhibitors took space. It was a pronounced success in every way, the directors of the exhibition showing their appreciation by tendering a dinner to the grocers.

Biggest Show in America

This year there is being held what is claimed to be the biggest and best pure food show ever held in America. B. G. Crabtree, the Elgin street grocer and president of the Ottawa Retail Grocers' Association, is president of the Ottawa Pure Food Show, and has devoted all his characteristic energy towards making it a success. There are nearly one hundred exhibitors who have taken booths, and R. Clarke Cummings, who carries on the business established by his father at Cummings' Bridge seventy years ago, is in charge of the details. Another live wire interested in the show is A. G. Johnson, manager of the A. P. Johnson Company of Bronson Avenue, who was secretary of the Retail Grocers when the first show was held in 1908, and is now treasurer of the Retail Merchants' Association for Eastern Ontario.

Others actively interested are A. S. Moreland, who has been chairman for the past two years; George H. Stoate, a member of the committee; Thomas Bowman, one of the trustees of the Retail Grocers; Frank Burgess, chairman of the executive; and A. T. Phillips, chairman of the Board of Trustees. T. M. Collins, who was associated with Mr. Phillips in starting the show five years ago, is still as keen as ever about the idea.

The show is another example of the way in which the Retail Grocers of Ottawa work together in any project for their mutual benefit and for the education of the public.



B. G. Crabtree, President of the Ottawa Retail Grocers' Association.

AN OLD FRIEND

"Why it's just like meeting an old friend," said Kirk L. Perry to-day, as he espied a copy of CANADIAN GROCER on the buyers' desk at Kelly Douglas, Ltd., Vancouver. "Thirty-three years ago, when the MacLean's first launched this trade paper, I was with my uncle, Mr. Blain, of Eby-Blain, in Toronto." Mr. Perry now works out of San Francisco for the Cresco Co., of New York, "but CANADIAN GROCER and I grew up together," said Mr. Perry.

Enormous Demand For Raisins

THE enormous demand for California raisins this year will exceed all previous business, according to advices received by importers in Toronto. Only fifty per cent. of the bookings have been so far confirmed. Inquiry from Europe and the British Isles is already of a very extensive character, and it is this heavy export demand that is going to render the market very strong. Indications point to a big crop, but it will be more than taken care of by the excessive business that is now being booked. The fact that only 50 per cent. of the orders have been confirmed is sufficient evidence as to what the requirements will be. The agitation that is at present going on in the United States for investigation into the high cost of living, in an effort to bring down prices, is influencing the situation in raisins and makes it pretty hard to say

DECEPTIVE ADVERTISING DISCONTINUED

Detroit Papers Decide to Discontinue a Certain Type of Advertising That Appears to be Fraudulent in Design

"Sugar, 3 cents a pound"—advertisements headed in this manner will not be published by Detroit newspapers again, as a result of an investigation by H. C. Dart, secretary of the Better Business Bureau, of that city, according to a bulletin from the Associated Advertising Clubs of the World.

Curious to know how someone else could undersell Detroit grocers, Mr. Dart bought one of those sample "bargain sale" offers from a Chicago grocery mail order house, and compared the statements in the advertisement with the facts. He found:

1. That the prices which the advertisement said were being obtained by local grocers were untrue. No such prices were asked.

2. That the qualities described in the advertisement were exaggerated except where standard products were mentioned, in which, of course, only the name of the product was used.

3. That the statement that Detroit people could save money was untrue.

In connection with the third finding, Mr. Dart showed that when the price of a sample order was added to the express charges, the price of the order was 70 cents higher than the total price asked by the highest-priced Detroit grocer consulted, and \$1 higher than the lowest-priced Detroit grocer.

TIME KILLING LEGISLATION

Exportation of sugar would be prohibited for two years under a bill introduced recently in the United States Congress by Representative Elliott. He said wholesalers were giving as a reason for failing to fill orders for sugar retailers the necessity for filling export demand.

just what the opening price will be. But as far as demand goes, the heavy requirements listed from the various markets that are endeavoring to buy, do not warrant lower prices than last year. As one broker stated, nobody expects the market to open at anything but higher figures than prevailed at the opening a year ago. It is not likely that there will be any great quantities of Spanish raisins reach this country this year, and furthermore the prices on the same would be almost prohibitive, discouraging sale of them on any large scale. Present stocks among wholesale houses are not large, but in certain varieties are sufficient to meet the demand.

There are both Grecian and Australian currants on the market now, and the two are quoted at the same figure to the retail trade.

Improvement Likely in Sugar Delivery

Release of Raws Will Improve Situation Soon — Some Refiners Again Melting — If Consumer is Reasonable and Trade Careful, Situation Will Soon Be Better

SEPTEMBER 10.—“If the people will use more yellow sugars and keep their heads; if the wholesaler and the retailer will exercise care in distribution, the sugar situation will be much better in a short time.”

This expression of a large Montreal refiner, made this week to CANADIAN GROCER is of much interest at the moment when there is such an insistent demand for sugar and while there has been little diminution of the difficulties, the prospect is brighter and there should be a steady improvement from now on in the supplies available for canning and other needs.

During the past week raw sugars have reached Montreal and are now being melted. Several ship cargoes, it is stated, are on their way down the St. Lawrence and should be here within a few days. From this time forward it is expected that there will be a more or less uninterrupted supply of the necessary raws to relieve the shortage created recently.

“For ordinary domestic use the brown sugar should be used and this will leave the granulated sugars for preserving purposes,” was a further remark of this informant. “We have been doing all possible to supply the jobbers, if they will exercise the same care in passing out to the retailers and they to the consumer there will be less difficulties than there have been.”

Jobbers Hopeful

Enquiry by CANADIAN GROCER from the wholesale jobbers reveals the situation as being somewhat better this week. No dealer gets the allotment of sugar that he desires but he is being supplied with a certain amount. With the present improvement in sight there is a strong possibility that the consumer will get, from week to week, a fair share of what sugars are refined. Patience and co-operation will go far, and they must be exercised on all sides.

Price tendencies are upward. It has transpired, as already referred to in the columns of CANADIAN GROCER, that the refineries have had to pay more money for raw sugar of late. The export trade that was available helped to afford so large a market that the production costs were more or less controlled. Whether it will be possible to keep prices where they are is hard to say; one refiner has already advanced prices to \$11 per cwt., indicating that new shipments of the raw material have cost more money.

Education Necessary

The grocer can be of great assistance, one refiner thinks, if he will deal out such supplies as he receives, impartially.

This is in his own interest as well as that of the whole situation, for the indiscriminate handing out of supplies will result in a hurried shortage for the grocer who thus reduces his stock; he will be unable to replace it.

Education is essential all down the line at the present time. If housewives will use as much yellow sugar as possible and plan carefully they will assist materially in reducing the burden resting upon refiners generally. It is a time for all elements concerned to work in the broadest spirit of co-operation.

B. C. RETAILERS IN CONVENTION

Vancouver, Sept. 10.—Big British Columbia retail merchants' convention closed Tuesday night. All branches in the province were represented. The visiting delegates were guests of the Vancouver branch at luncheon Monday noon, the guests of the Rotarians at Vancouver Hotel to-day at noon. Sightseeing and visits through local factories were features of the entertainment. A full account of the proceedings will be in next week's issue.

RESTRICTION OF IMPORTS OF SARDINES AND SALMON WITHDRAWN

Export and import restrictions have now been removed from both canned

salmon and sardines; so that there is practically nothing of importance now on the license list with the exception of sugar. They can, therefore, now be dealt in without a license.

RICE SCARCITY CAUSES RIOTS IN CHINA

Rice riots of serious dimensions have been occurring in Hongkong as a result of scarcity and high price of the national food.

Police were forced to use guns to intimidate rioters who looted many rice stores, according to news received here to-day.

The price of rice has soared to unprecedented levels. The Government is distributing rice and has lowered the price in an attempt to alleviate the situation.

SWEET POTATO CROP PROSPECTS

The United States Department of Agriculture's weekly market review states that “The yield of sweet potatoes promises to be excellent in Alabama, fine in New Jersey, good in Delaware, average in Illinois, satisfactory in Indiana and Louisiana, fair in North Carolina; it has been damaged by too much rain in Mississippi; according to field agents of the Bureau of Crop Estimates.”

Canadian Credit Men Meet in Montreal

Important Questions Engaging Attention of the Dominion Board — Delegates Are In Session From Coast to Coast

THE Canadian Credit Men's Association is now in session at Montreal, this being the occasion of the fifth annual meeting. Sessions are being held in the Windsor Hotel.

On behalf of the Montreal branch, delegates from the various provinces of the Confederation, and from as far west as British Columbia, and as far east as St. John, N.B., were welcomed by J. Thurston Smith, of Montreal, one of the presidents of the Quebec section.

Among the questions to be considered and discussed are the following:

1. Planks of the Industrial Conference as adopted by the League of Nations. Particular reference will be made to the question of an eight-hour day for Canadian workmen.

2. Consideration of the principle of distribution of commodities in Canada. It is felt that the present method of distribution in Canada is as suitable as can be conceived.

3. Considering the advisability of ap-

pointing committees to consult, confer, and co-operate with the newly-appointed Board of Commerce.

Early discussion on the opening day suggested that the head office of the Credit Men's Association should circularize all Canadian wholesalers outlining the suggestions offered in connection with the formation of a Canadian wholesalers' association.

The following accredited delegates registered on Monday: G. N. Jackson, national president, and Henry Detchon, general manager, Manitoba branch, Winnipeg; R. D. Dinning and A. L. McWilliams, British Columbia branch, Vancouver; W. E. Skitch and Frank L. Freeze, Alberta branch, Calgary; J. L. Hilton, Moose Jaw, M. Geddes, Saskatchewan branch, Regina; Thos. W. Learie, A. S. Crighton, Ontario branch, Toronto; Thurston Smith and L. Moriarty, Quebec branch, Montreal; E. Milton Smith and Thomas Somerville, Maritime branch, St. John.

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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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, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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THE WEIGHT OF A PECK

THE Chief Inspector of Weights and Measures, Ottawa, is urging that potatoes and similar vegetables should be sold by weight instead of by measure. He points out that a bag of potatoes must represent a definite weight, whereas, the peck measure that is so frequently used in selling potatoes in small quantities is liable to be from three to five pounds short of the required 15 pounds.

We were confident that the retailer, if this contention is correct, was as little aware of it as is the average purchaser. At the same time it would, we believe, be good policy for the merchant to feature the fact that the economical way to buy potatoes is by the bag. Selling by the peck is an unsatisfactory business at the best and if each peck has to be weighed it becomes still more unsatisfactory, as it would entail much more labor to weigh out a peck than to measure it. Better make a virtue of it and urge the wisdom and economy of buying in quantity.

THE RETAIL MERCHANT AND THE LOCAL NEWSPAPER

E. M. TROWERN, Dominion Secretary of the Retail Merchants' Association of Canada, in speaking at Carleton Place recently, stated emphatically: "It is the small town newspaper that is going to save

the country." Mr. Trowern claimed that the large city dailies were so tied up to the departmental stores, and big interests that only through the town newspapers could the people look for fair treatment. "Get behind them," he said, "and don't be afraid to advertise. They depend on you almost wholly for their support."

Whether Mr. Trowern's statements regarding the city papers are correct or not, there is no question of a doubt that his statement regarding the town papers, is beyond question. The town paper is booming the local town, often with all too limited co-operation. On such papers unquestionably rests in a large measure the success of such towns. For that reason if for no other the merchant should support them heartily with his co-operation in the form of advertising. But fortunately, the merchant can do so while at the same time furthering his own interests. The business of the merchant who advertises is sure of growth, with others the growth is problematical. It is good business to help the newspapers, for by so doing the merchant helps himself.

THE CREST OF PRICE REACHED

J. OGDEN ARMOUR, the head of Armour & Company, Chicago, is authority for the statement that the crest of the high cost of living has been reached, and that prices will fall. Mr. Armour is an authority whose judgment is worthy of the most careful consideration. As the head of the large packing plant of Armour & Company, he is in a position to feel the tendencies, that will be influential in forming the business conditions of the coming months.

There seems every reason now to agree with this judgment. Prices have gone so high that there is a wave of popular clamor against all producers and handlers of foodstuffs. Rightly or wrongly there is a very general condemnation, that is resulting in Governmental action in many countries that is a serious menace to many of these businesses. Unquestionably prices will be forced down, whether they have been warranted by conditions or not, for the public is not in a mood to discriminate. But while this appears evident, there is no present indication that these declines will be sharp enough to cause any inconvenience to the retailer. They will be gradual revisions that will mean in the end a return to more normal price levels, but it will not be a change of to-day or to-morrow, but a gradual change of months and even years. This being true the time for speculative buying is past, but the merchant who buys for his reasonable needs is as safe to-day as he was at any period during the upward course of prices.

NEVER get so wrapped up in your own store, your own methods and your own ideas as to lose sight of chances for improvement.



This photo of the main entrance of the Canadian National Exhibition gives some idea of the crowds that thronged the grounds for the whole two weeks.

CANADIAN NATIONAL EXHIBITION GOES OVER MILLION

THE Canadian National Exhibition closed this year the record year of its history. Ever since 1913 the effort has always been to once again reach the million mark, but during the war years it has been impossible to equal the figures of the pre-war record. The Peace Year Exhibition, however, not only equalled the old figures, but far outstripped them, and very nearly reached the objective of a million and a quarter.

It was a really unusual Exhibition in every way. It was opened by His Royal Highness the Prince of Wales amid a scene of enthusiasm that has never been equalled in Toronto, and it carried on in a high tide of enthusiasm through the course of the two weeks, and it closed last Saturday night with a grand total of attendance of 1,201,500.

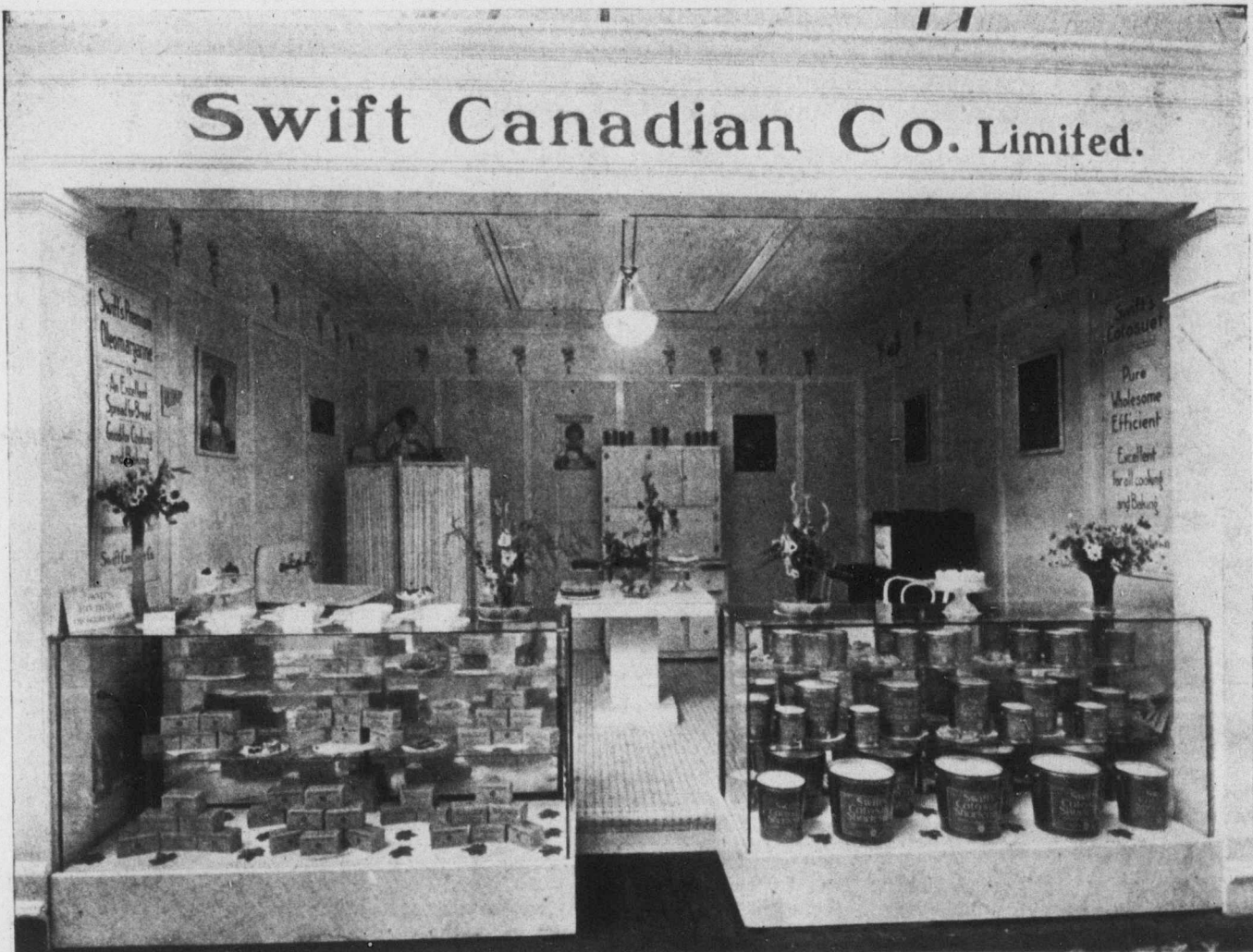
There were many items of peculiar interest this year that helped in a large degree to make the Exhibition an unqualified success. While the war is over, the memory of it is very near, and anything associated with it is of very real interest. The collection of war relics that was brought together at the Exhibition this year were of surprising magnitude and variety. Immense engines of war were everywhere, and visualized to those visiting the Fair more than anything else could have done the magnitude of the great struggle. The war paintings and photographs, too, were also eagerly visited by thousands and hundreds of thousands. The evi-

dences of the onward march of the times were evident everywhere; in the high speed boats on the lake, and in the gathering of aeroplanes of every description, that daily gave exhibitions of flying over the Exhibition grounds. But even more than in these things was the progressive spirit of the times illustrated in the variety and interest of the exhibits themselves. Such a demand was there for space in the various buildings that long before the date of the opening arrived all the available space had been exhausted and a multitude of manufac-

turers were unable to be represented, owing to the lack of facilities for displaying their goods. Never before has the comparatively limited space been made so manifest as it was this year, an ample illustration that business in Canada is flourishing, and that business men are awake to the possibilities of the future, and are preparing in every way possible to cultivate the business that is offering. The success of this year's Exhibition is an indication of the sound condition of Canada and a promise of a still more prosperous future.



The Government Building at the Canadian National Exhibition.



The Model Kitchen in the Manufacturers' Building—Where Swift's Premium Oleomargarine was demonstrated and where the housewife was enabled to see for herself the merits of Cotosuet as a shortening.

SWIFT'S OLEOMARGARINE AND COTOSUET FEATURED IN MANUFACTURERS' BUILDING

ANOTHER attractive exhibit of the Swift Canadian Co., Ltd., was located in a prominent section of the Manufacturers' Building, where Swift's Premium Oleomargarine and Swift's Cotosuet Shortening were exhibited and demonstrated to thousands of Canadian housewives. The booth was arranged in the form of a model kitchen finished in white, while at the front were two silent salesmen in which these products were exhibited in a manner that appealed to the eye.

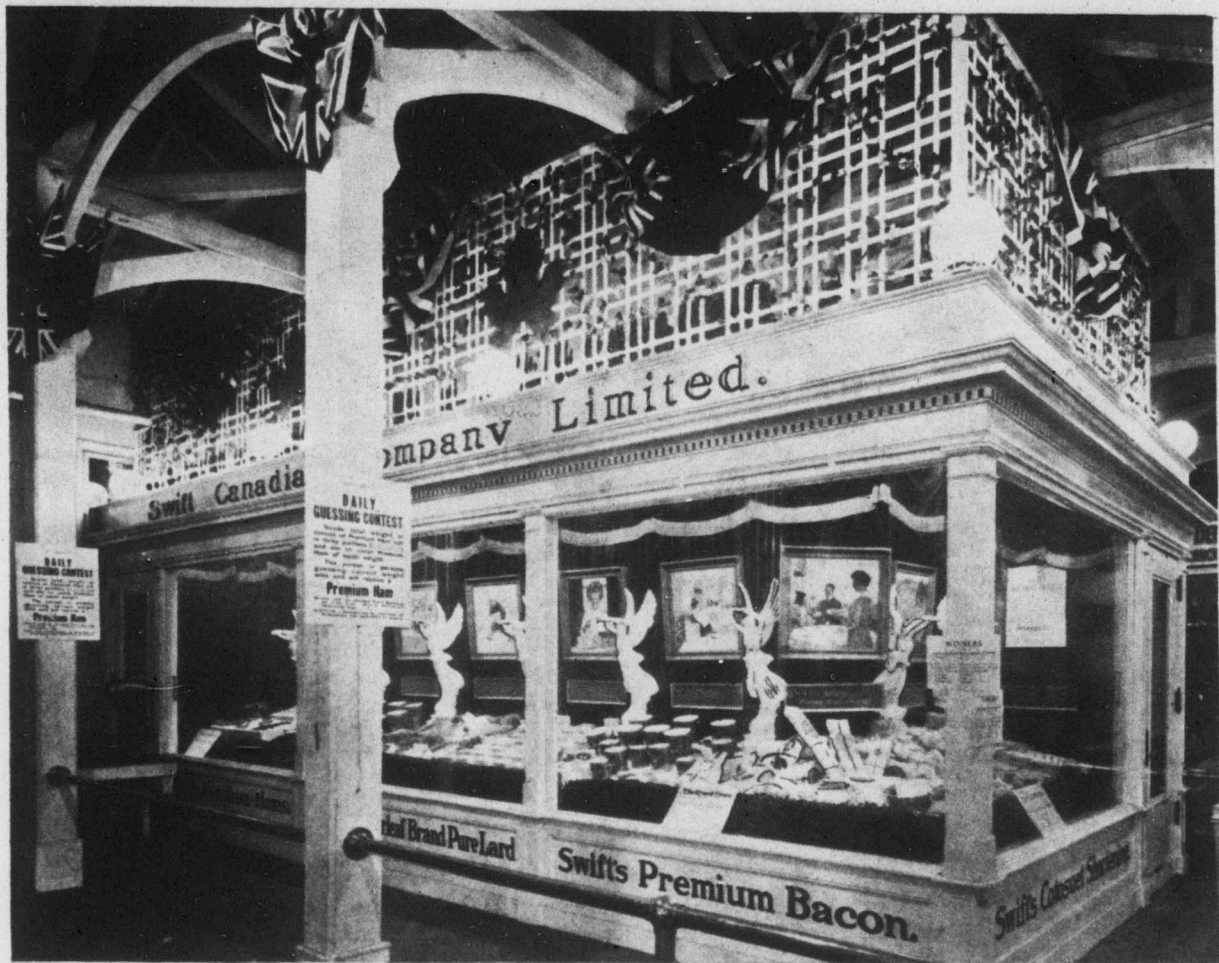
In view of the high price of butter at the present time and the need of the average housewife practising rigid economy in connection with her household expenses, Swift's Premium Oleomargarine came in for more than ordinary attention from visitors to the Exhibition this year. In addition to this admitted factor of economy, the superior merits of this particular brand of Oleomargarine, as a tasty and nutritious spread for bread and every table and kitchen use, were shown in a convincing way to thousands of housewives by actual demonstration. The attendants also emphasized the fact that Swift's Premium Oleomargarine is manufactured

in sanitary establishments under Canadian Government inspection.

The exact ingredients that enter into the manufacture of Swift's Premium Oleomargarine were on display so that the public might see just what it is made from. The items included oleo oil, pressed from rich, nutritious beef fat; neutral, made from the finest leaf fat, wholesome vegetable oil; pure pasteurized milk, choice quality creamery butter and dairy salt. This evidence of the purity and wholesomeness of Swift's Premium Oleomargarine, without a doubt, was the means of winning many new friends for this healthful and economical spread for bread.

Other attendants gave demonstrations on the practical use of Swift's Cotosuet as a shortening. Here, again, the public were able to see for themselves the ideal results to be obtained. Pies, cakes, biscuits, etc., prepared and baked in the model kitchen could not help but convince the thousands of visitors of the value of Swift's Cotosuet as a pure, economical and wholesome shortening.

The splendid publicity given to these lines during the Exhibition and the confidence displayed by the general public in the merits of Swift's Premium Oleomargarine and Swift's Cotosuet Shortening will undoubtedly result in largely increased sales of these products. Dealers should take full advantage of this advertising by featuring Swift's Premium Oleomargarine and Swift's Cotosuet Shortening and make an added drive on the sale of these deservedly popular lines.



The attractive display of the Swift Canadian Company in the Dairy Building drew much attention to the well known "Premium" products.

SWIFT-CANADIAN COMPANY, LIMITED, DISPLAY AT THE CANADIAN NATIONAL EXHIBITION

A GAIN Swift Canadian Co., Limited, gave the Canadian National Exhibition visitor something new in the manner of a food product display, thereby increasing the reputation of their various products which could not but make a lasting impression on those who were fortunate enough to see it.

Two features in the display predominated and brought home a very forceful message to be long remembered by the housewife.

Attractive signs made the announcement that the royal train, carrying H.R.H. the Prince of Wales, was supplied with Premium Hams and Bacon. Other signs in the booth called attention to the public that the royal train was being supplied with fancy and miscellaneous meats.

Anyone fortunate enough to go through the royal train would appreciate the thought, care, planning, and thoroughness of those responsible for the magnificent surroundings of the royal visitor. Everything about the train was the last word in perfection, and any firm which had the privilege and distinction of assisting to bring about such combination of surroundings is to be complimented. In supplying the Royal train with Premium Hams and Bacon, Fancy and Miscellaneous Meats, Swift Canadian Co., Limited, products were selected on account of their quality. It is certainly a tribute to the universal high quality of these products and should still further impress upon the dealers of Canada, as well as their customers, superiority of the product of this firm.

The other feature was educating the housewife to buy Premium Hams "WHOLE." So that the visitor would concentrate on just what the firm was trying to drive home, a daily guessing contest was conducted. The ham

was cut up in three portions, illustrating the national advertising the firm has been running for some time—"Buy a Whole Ham." "Bake the Butt"—"Boil or Fry the Centre Slices"—"Boil the Shank." From five to twenty thousand people guessed daily and no doubt the message has reached the consumer to a greater extent than ever before. The "live wire" dealer will take advantage of this by following up in his locality the good work done by the firm at the Exhibition.

The illustration on this page will show the make-up of the exhibits. Swift's Brookfield Sausage was prominently displayed. The "Winter Bow" in the background will help the consumer remember the product wherever featured by the dealer. Other "Quality" Sausage products were also displayed.

America's Standard—Swift's "Silverleaf" Lard—was attractively displayed. Further comments on this product is unnecessary.

Swift's Cotosuet Shortening and Swift's Premium Oleomargarine—both of these products being featured in other displays.

Swift's Fancy and Miscellaneous Meats created unusual attention and the fact that calf livers, ox tails, sweetbreads, and kidneys were supplied to the royal train gave the consumer something to think about in the way of using more of this product. Recipe booklets on the preparation of these products were distributed to all visitors, and dealers will do well to feature this line.

As usual, there was the magnificent display of produce, poultry, butter, eggs and cheese. The already popular Brookfield Brand was displayed to advantage and the Premium Milk-fed Chickens brought the usual favorable comments.

All told Swift Canadian Co., Limited, out-did all previous efforts in placing their products before visitors of the Canadian National Exhibition and there is not a doubt the visitor this year was more than ever impressed with the quality of Swift Canadian Co., Limited, goods. It is hard for us to imagine how any dealer can successfully cater to his trade without the Swift Canadian Co., Limited, product.

Swift Canadian Company, Ltd., Serves The Royal Train

THE selection of the Swift Canadian Company, Limited, to provide Premium Hams and Bacon—Fancy and Miscellaneous Meats to the Royal Train during the whole stay of the Royal party in Canada is unquestionably one of the greatest honors ever conferred on any Canadian Abattoir. Without doubt those in charge of the arrangements for the comfort and safety of the Royal Visitor spared no effort in seeing, not only that the appointments of the train, that was to be the home of the Royal Party during the visit to the various provinces, provided the maximum of comfort, but that every other provision should be in keeping. The choice of the Swift Canadian Co., Limited, therefore, to supply the products of the table is outstanding evidence that those who had the arrangements were convinced that the products of the Swift Canadian Co., Limited, were the very best obtainable. It was, indeed, a signal honor to have these products that have won such a high reputation in many Canadian homes, receive such an outstanding evidence of approval.

Had the service of the Swift Canadian Co., Limited, to the Royal Train been limited to one locality, the honor, while still an honor, would not have had the far-reaching significance that under the present arrangements it possesses. Under these arrangements the Royal Train, whether in Ontario or in the shadows of the Rocky Mountains, is supplied with all the ham, bacon, and fancy meats by the Swift Canadian Co., Limited, from their various plants.

In Toronto the delivery of these products took on something of a gala nature in accord with the magnificent reception tendered His

Royal Highness, while in that city. The delivery wagon which carried the extensive order of quality meats, from the fine modern plant of the Company at West Toronto, was drawn by a handsome four-horse team of prize-winning grey Percherons. The entire outfits attractively decorated with the Royal colors, traveled through the principal streets of the city en route to the Royal Train at North Toronto station. This festive and ceremonial method of making the delivery stirred up great interest among the citizens of the city as well as thousands of visitors from outside points, who were in for the reception of the Prince, and to attend the Canadian National Exhibition. Suitable signs were prominently displayed on the sides of the wagon, indicating that the goods carried were for delivery of the Royal Train.

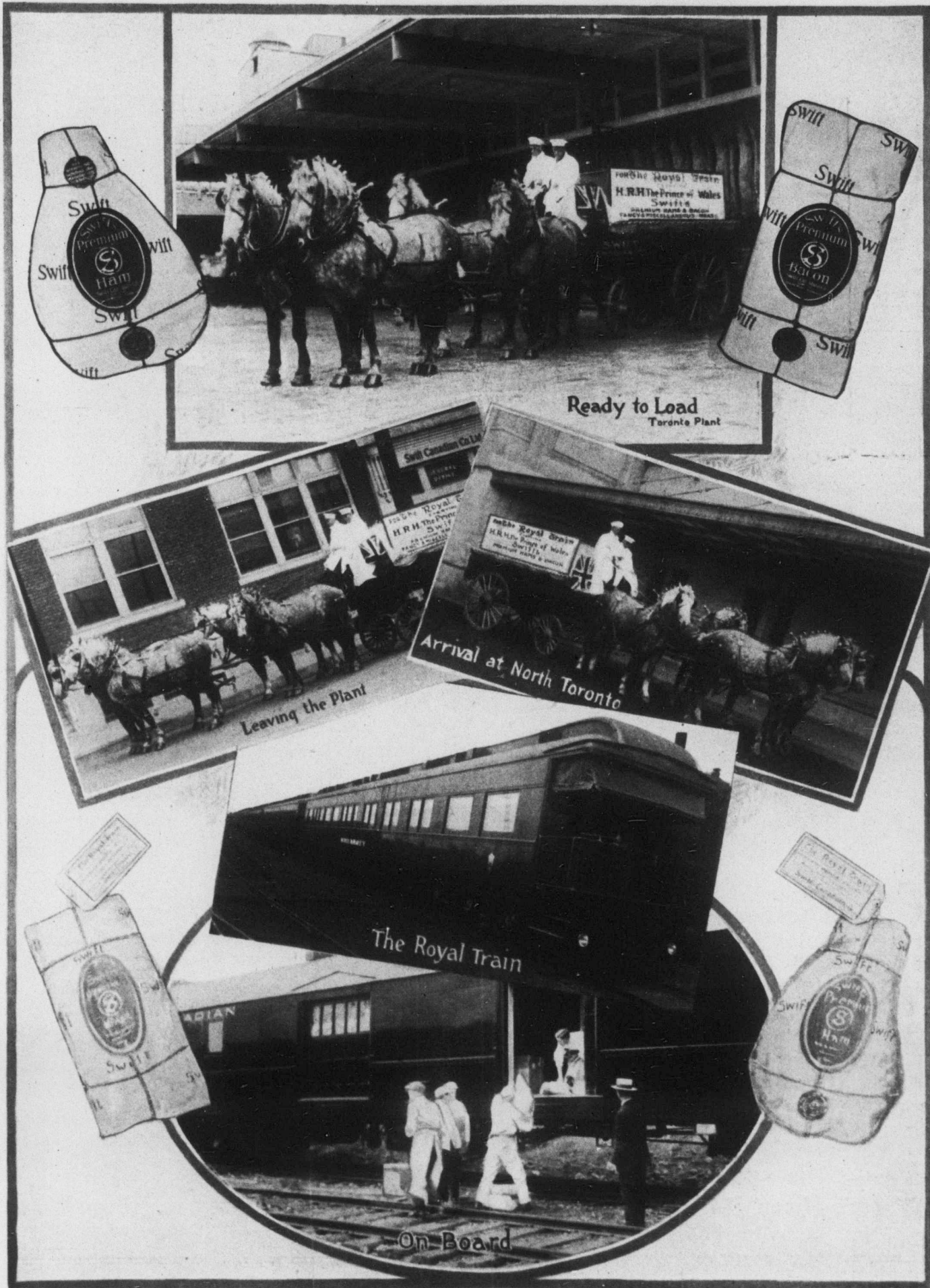
The Swift Canadian Co., Limited, can well feel proud of the honor which is theirs in being selected for this important work of providing the best obtainable for the table of the Prince. It is certainly a striking tribute to the universal high quality of these products and should still further impress upon the dealers of Canada, as well as their customers, the superiority of the products of this firm.

At the present time, when so much of the public interest centres around the Royal visitor, the significance of the choice may well be pointed out by the merchant to his customers. The customer wants the best that can be had and surely nothing but the best would have been chosen in this instance. Here, unquestionably, is a talking point for sales, which dealers can use most effectively to stimulate business in the multitude of products of the Swift Canadian Co., Limited.



Supplying The Royal Train

WITH SWIFT'S PREMIUM HAMS AND BACON—FANCY AND MISCELLANEOUS MEATS



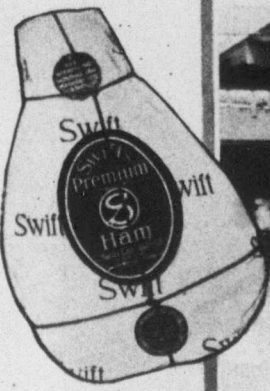
Ready to Load
Toronto Plant

Leaving the Plant

Arrival at North Toronto

The Royal Train

On Board



FEATURING THE BOWES COMPANY LINES



The Bowes Company exhibit under the Grand Stand at the Canadian National Exhibition effectively displayed the many popular lines manufactured by this firm.

THE very pretty booth of Bowes, Ltd., with its decorations of flags and bunting, and its attractive display of the famous Bowes products, was the Mecca for thousands of visitors to the Canadian National Exhibition. Many availed themselves of the opportunity to sample the delectable peanut butter manufactured by this firm. Obliging attendants were most willing in their service rendered the people, and demonstrated intelligently the merits of the two chief products of the company. Bowes' peanut butter is manufactured

from a blending of the very best peanuts, and is absolutely free from grit and rancidity. It represents the perfect article of its kind. It won new friends at the Canadian National, and it was quite evident from its increasing popularity that many retailers will in the future be requested to supply their customers with Bowes' peanut butter.

Bowes' high grade mincemeat came in for much attention. Pies made from it were on display, and inspection of the product was invited. It is manufactured from the very best fruits obtainable,

and from Bowes' own special formula, a perfect blending of the finest ingredients. It has long since established an enviable name for top quality, and is absolutely among the finest on the market.

Noticed in the exhibit were other lines carried by this firm, Worcestershire sauce, "Kingnut" nut butter, and pure maple syrup. Every opportunity was given the public to sample these products and to learn something of their value as foodstuffs.



Where Double Cream Custard was demonstrated to thousands during the two weeks of the Canadian National Exhibition.

HARRY HORNE'S DOUBLE CREAM CUSTARD

THE Exhibition would have been quite tame this year without that busy exhibit of Harry Horne's Double Cream Custard. Oh, how hungry the children became, and even the grown-ups when they got their eyes on that delicious Double Cream Custard, as it was made up and displayed on the counters of the exhibit!

20,000 souvenir hand bags were passed out to the people to collect their trophies in, and each bag carried quite a catchy ad on this famous Custard. The public have learned to appreciate the real quality of Double Cream Custard, as it is so different to ordinary Custard Powders. It is so creamy, egg-like, delicious in flavor, and above all, so nourishing, and for children, invalids, and in fact all people, it is one of the choicest desserts and most economical that can be obtained.

When once you have tried Harry Horne's Double Cream Custard it is a safe bet you will never be without it. The plain facts of the matter are that no home should be without it—and the price makes it within reach of all.

In connection with this same exhibit, a new product recently introduced by the firm, found its first appearance before the public. This was NU-JELL (the perfect Jelly Powder).

A very striking package it is indeed, and the goods are claimed by the firm to be of a superior quality to ordinary jelly powders, insofar as they have a real fruity flavor, and they make a jelly that is firm and clear. The principle on which Nu-Jell is made is quite different to previous forms of manufacturing jelly powder, and with this new system of production, Nu-Jell should be one of the big successes in the jelly powder field.

Other Double Cream Products were on view at this exhibit and the most interesting one of all was DOUBLE CREAM BAKING POWDER.

The firm claims to have a capacity of two tons daily on a high-grade baking powder, and are making rapid progress with their Double Cream Brand, selling pound tins at \$2.25 doz., 6 oz. tins at \$1.00 doz., and 4 oz. tins at 90c doz. One lady who had tried this baking powder told the attendant at the booth that she used it for the first time the other day and she thought her cake would never stop rising, and she said she has recommended her neighbors on both sides of the fence to use nothing else for baking for perfect results but Horne's "Double Cream Baking Powder." The exhibit was arranged and conducted by Harry Horne, the president of the firm, who is the originator of these famous Double Cream Products.



It will be interesting to those who saw this attractive exhibit to know that the Directors of the Exhibition in considering which was the best exhibit in the Manufacturers' business, decided that for general excellence of display the Wagstaffe booth excelled all others. Those in charge of the booth were informed of this decision on the Friday night preceeding the close of the Exhibition. Considering the many attractive and costly displays in evidence in this building, this decision reflects no small credit upon the Company.

THE GROWING POPULARITY OF WAGSTAFFE PRODUCTS

IF any evidence were needed to prove the growing popularity of Wagstaffe products, the fact that the company will this year ship to France four million pounds of jam, is surely evidence enough. The products of the company have achieved so well deserved a reputation, that they have gained more than a local reputation, and the demand from overseas bids fair to equal before long the home demand.

There was a very attractive exhibit of the company's many lines shown at the Wagstaffe Booth, in the Manufacturers' Building at the Canadian National Exhibition and there were thousands who tasted the various products. There was an especial interest taken in some of the

more recently added lines, that judging from the comments heard bid fair to equal in the public favor the well-known standard lines. Among these newer lines might be mentioned: Pineapple, Marmalade, Bramble Jelly, Preserved Ginger and Ginger Marmalade, Green Fig Marmalade, and Grapefruit Conserve. Judging from the hearty approval of all those who visited the booth, there is certain to be about as big a demand for these lines from the grocer as there has been for the well-known strawberry and raspberry products.

One of the special features of the exhibit was the display of peels. Twelve pound boxes of these peels, orange, citron and lemon, were on display, and some

well-known experts, who examined them, confidently stated that this Canadian product equalled in quality the very best imported article seen on this market. The peels are also sold in an attractive pound box that will certainly be in great demand for the months preceding the holiday season. The box is divided into three compartments for the different varieties of peel, this peel is cut by machinery and wrapped in waxed paper, so that it will keep in good condition until used. The box is a handsome affair in itself and is tied with a red ribbon, that makes it a very attractive package. These packages are to be had at all retailers, and are assured of the very hearty reception, that their fine quality in every way justifies.



Literally thousands stopped for a refreshing cup of tea at the attractive booth of the Red Rose Tea Company during the course of the Exhibition.

A BUSY AND ATTRACTIVE EXHIBIT

AT the Toronto Exhibition a woman was overheard saying: "Let's go to the Red Rose Tea Booth. I'm just dying for a cup of good tea."

Judging from the throngs of people that daily crowded around the Red Rose exhibit and the many thousands of cups of tea served there, it was evident that multitudes of other people also knew where to go to get a cup of good tea.

All these thousands of cups of Red Rose Tea were sold at the rate of 5c per cup.

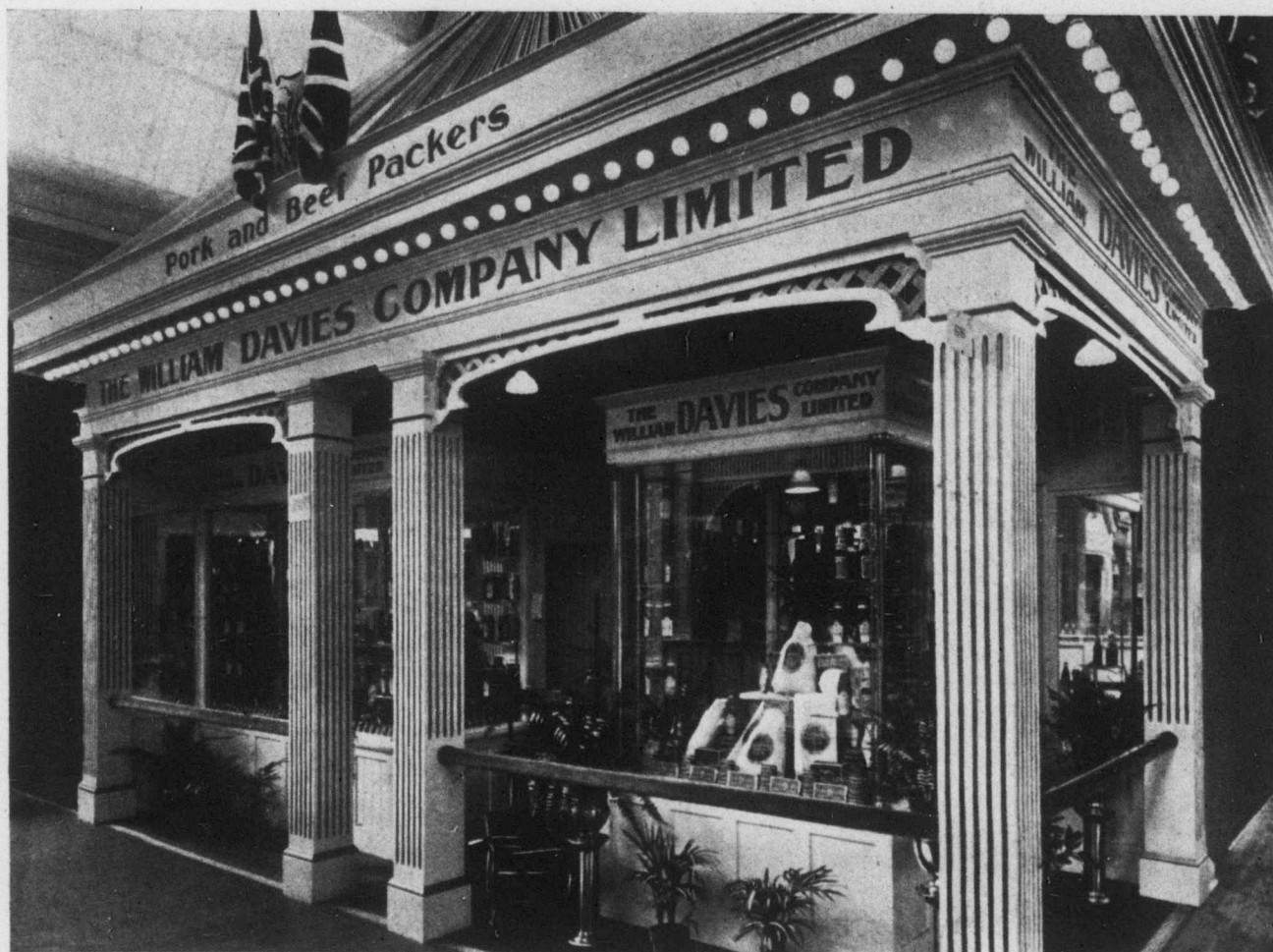
But each purchaser was given a coupon which on presentation to her grocer entitles her to have 5c deducted from the price of a package of Red Rose Tea. Grocers return these coupons to the T. H. Estabrooks Company and are allowed the full 5 cents for each coupon.

These thousands of coupons will be taken to grocery stores by those who enjoyed the delightful flavor and rich strength of Red Rose Tea at the Fair, and who have decided to use it regularly.

You should recommend the Blue Label package, as this was the grade used at their booth.

The grocers who will benefit the most from Red Rose Tea exhibit are those who display Red Rose prominently in their stores and let people know they are redeeming these coupons.

The splendid, attractive Red Rose Tea exhibit and the coupon idea are but two examples that show the willingness of the T. H. Estabrooks Company to assist grocers in every possible way to increase the already great demand for Red Rose Tea.



The William Davies Company exhibit in the Manufacturers Building was as usual one of its show places, and effectively showed how the grocer might feature the Davies line in his own windows.

WILLIAM DAVIES CO., LTD., IN MANUFACTURERS BUILDING

IN the fine array of exhibits in the Manufacturers Building at the Canadian National Exhibition, the William Davies Company was well represented. With the exception of fresh meats and perishable goods, practically all the well-known Davies lines were featured in a model store consisting of two windows or display cases. In these windows were arranged, in a way that could not fail to attract the eye

of the visitor, a complete assortment of Davies' packed meats, pork and beans, wrapped hams, breakfast bacon, "Peerless" shortening and "Peerless" pickles, large fancy bottles of the latter giving a very pleasing feature to the decorative scheme. The entire display was very tastefully arranged, and many a merchant made a mental note of the methods employed in order that he might utilize similar ideas

in his own store. Attractive little souvenirs were given away to the visitors at this booth, in the shape of little circular mirrors, having on the back a picture of H.R.H. the Prince of Wales; also useful bill files for the housewife to use in her kitchen, featuring an advertisement of Davies' pork and beans. Palms and ferns lent a very pleasing touch of freshness to the exhibit.



The artistic display of meat and dairy products shown in the William Davies Company's exhibit in the Dairy Building.

WILLIAM DAVIES COMPANY IN THE DAIRY BUILDING

THE exhibit of the William Davies Company in the Dairy Building at the Canadian National Exhibition this year attracted thousands of visitors daily. The choice array of dressed beef, delicious cooked meats, ham and bacon, pure lard, "Peerless" shortening, sausage, butter, eggs and cheese, all daintily and temptingly laid out on small white tables, was sufficient to tempt everybody. The decorative arrangement of the exhibit called forth many compliments. Rustic boxes of evergreen and ferns formed a pretty frame-work, to which a touch of color was added by clusters of flags and hanging baskets. The exhibit of dressed beef which

formed the background was the product of selected cattle and was much admired by the butchers and the general public. It was an indication of the high-class beef carried by this firm ensuring only the best possible service to the retailer and consumer alike.

In the display of butter a novel feature was a beautiful anchor and lilies made from this product. Tempting cakes, flaky pies and toothsome biscuits demonstrated the merits of "Peerless" shortening.

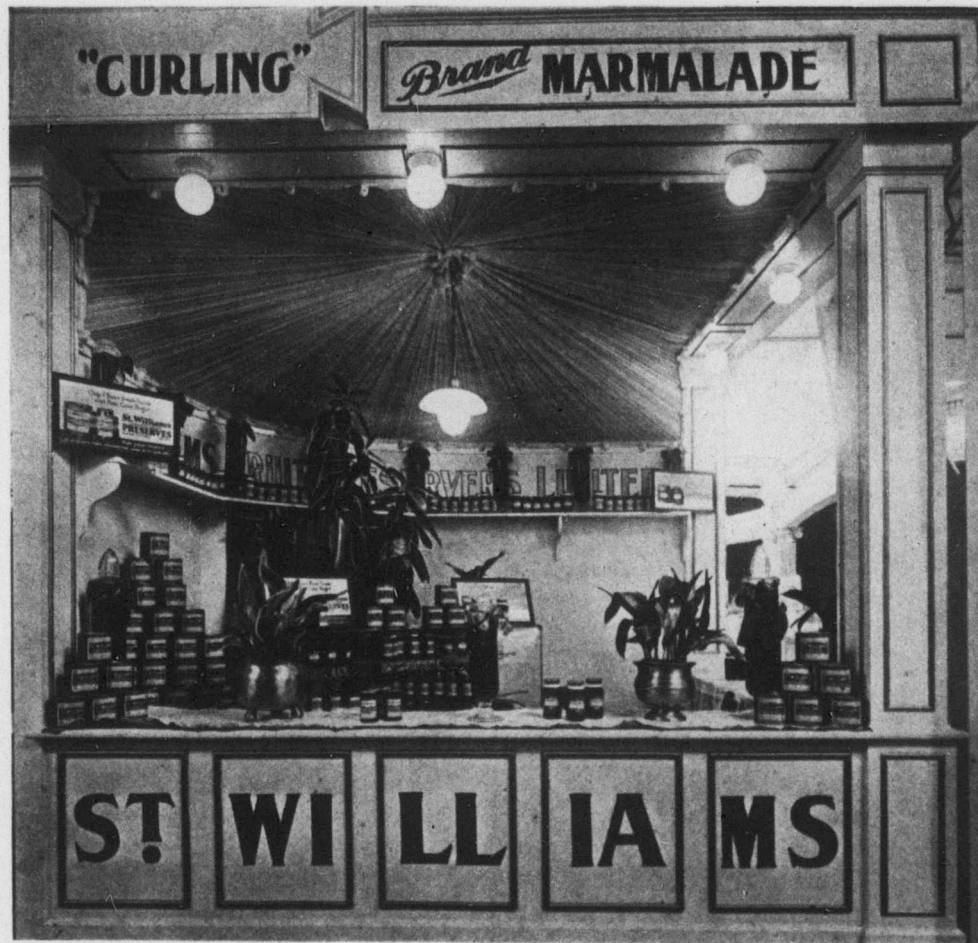
A novel feature of the general display was a bean judging contest for which valuable prizes were offered to those

who could most closely estimate the number of beans in the jar. This proved a great attraction and the booth was continually thronged with visitors anxious to try their luck.

In the display of specially packed eggs in the Government exhibit, the William Davies Company carried off no fewer than five prizes in the commercial class, namely, three firsts, one second, and the sweepstake prize for the highest number of points in this class.

This is another indication of the care and attention given by this firm to the packing of eggs for delivery to their thousands of customers.

A SPLENDID JAM DISPLAY



The bright and pleasing surroundings of the St. Williams jams and "Curling" brand marmalade in the Manufacturers Building of the Canadian National Exhibition, were always the centre of an interested crowd.

ST. WILLIAMS jams and "Curling" Brand Marmalade, manufactured at St. Williams, Ont., and distributed by Maclure and Langley, Limited, manufacturers' agents, Front Street E., Toronto, attracted considerable attention at the Canadian National Exhibition. Occupying a prominent place in the Manufacturers Building, this exhibit was always the centre of an admiring throng. The display of jams and marmalade was one of the finest to be seen, and the splendid reputation already established by St. Williams products

was, if anything, enhanced, if that were possible. Made from only the choicest of fruits and pure cane sugars, they represent a standard, distinctive and unrivalled. Every kind of fruit was there on view, splendidly prepared, delightful to the eye, and worthy of a trial. Several hundreds of retailers from all parts of the country visited the booth during the exhibition. Here they were able to learn something of the actual processes entailed in the making of these jams, and the high quality materials used in the same. The average grocer went

away convinced that he was making no mistake in recommending to his customers St. Williams products.

The booth in itself was a very attractive one, and from the point of vantage in the Manufacturers Building, it was the object of many complimentary remarks. But the prettily arranged exhibit, with its pyramids of the choicest fruits, rich in color and delightful to the eye, was only in keeping with the generally high standard that is maintained by the company turning out these delicious products.



The "Kkovah" Booth in the Manufacturers Building of the Canadian National Exhibition. Here were displayed and demonstrated the many Kkovah products that are finding such general favor with the public.

THE FAMOUS KKOVAH PRODUCTS

THE famous Kkovah preparations, shown in one of the most attractive booths in the Manufacturers Building at the Canadian National Exhibition, won fresh laurels in the way of popularity this year. Hundreds of people daily sampled these wonderful products, and it is no exaggeration to say that five out of six people who tasted the delicious custard made from a Kkovah preparation, went home with a tin of it. It was served with strawberry jam, combining a dessert, both tasty and nourishing. Kkovah custard requires no eggs. It may be made almost instantaneously, and only requires the addition of milk and sugar. One fifteen cent tin makes four pints of custard, and it can be made thick or thin as the person desires. It is splendid for custard pie, and so easily prepared than even a child could do it.

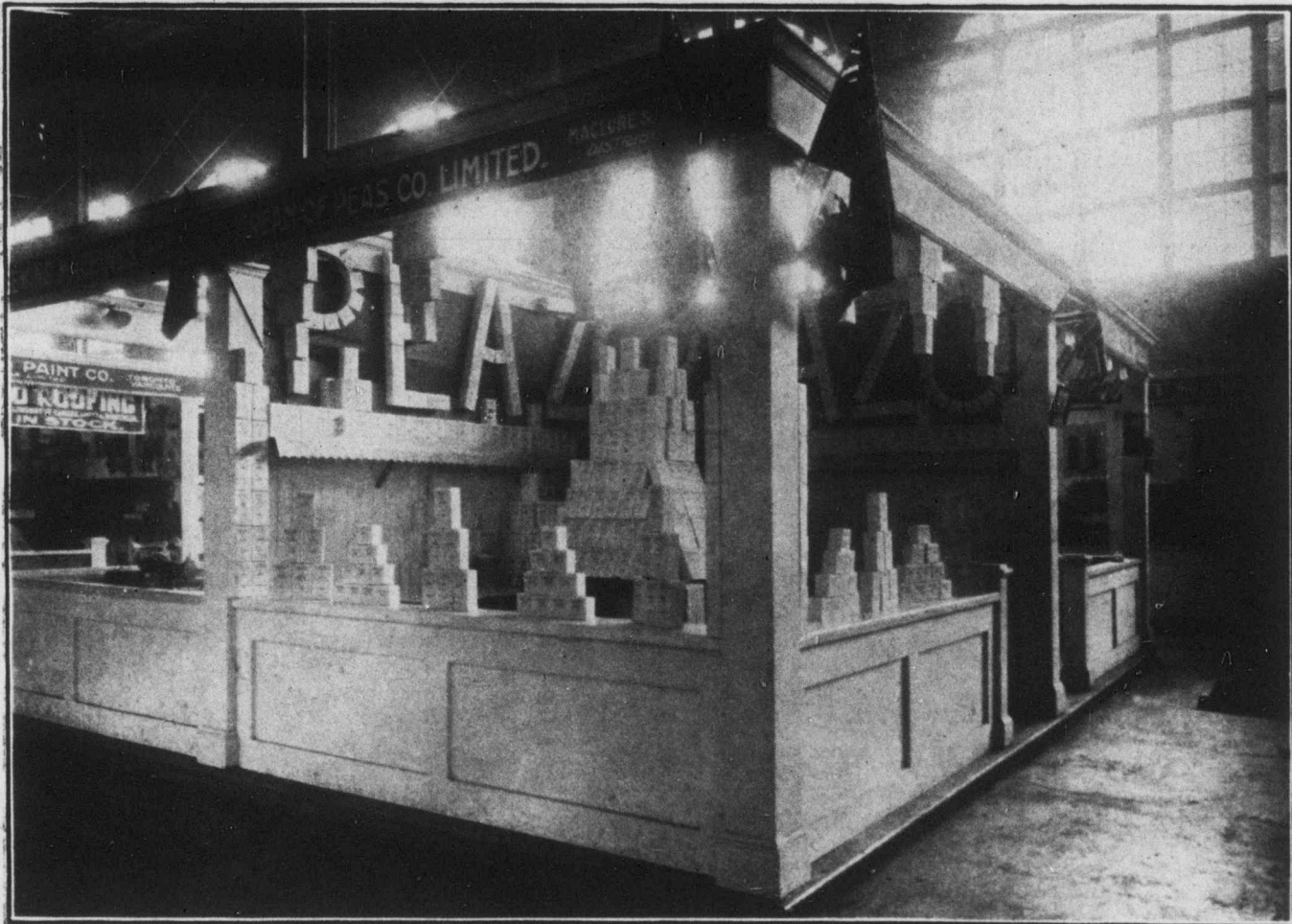
Kkovah health salts continues to outclass all other products of its kind in point of sales. They are absolutely unbeatable, both as health salts or as a refreshing beverage taken each day, in order to keep the body "fit." Sales are assuming enormous figures, and the manufacturers are straining every facility in order to keep up with the orders. This is practically impossible, as orders are behind, so great is the inquiry for Kkovah Health Salts. They are a product in a class by themselves, and it appears no other will do.

Visitors to the Exhibition were invited to have a glass of Kkovah lemonade, always cold, and so refreshing. Kkovah granular lemonade makes a delightful beverage in almost less time than it takes to say it. No sugar is required in

the preparation. It only needs water and there you have a glass of lemonade that it bound to please the most fastidious.

Kkovah egg substitutes is another product that renders a trying household problem one of the easiest to solve. In these days when eggs are so high in price, it comes as a blessing to many people. Wonderful results have followed its use, and in the cooking of cakes and pastry it accomplishes all that is desired.

The Kkovah exhibit, showing the products of Sutcliffe and Bingham, Ltd., of Manchester, Eng., and which are now being manufactured in Toronto, was in charge of Mr. Reed and a most capable staff of assistants. The Canadian distributors for Kkovah products are Maclure and Langley, Ltd., Front St. East, Toronto.



The Cream of Peas Company Booth under the Grand Stand, where thousands of people tasted the delicious and readily prepared soup made from Peazo.

THE CREAM OF PEAS COMPANY'S EXHIBIT

ONE of the demonstrations in the exhibits under the Grand Stand at the Canadian National Exhibition was the introduction to the Canadian public of "Peazo," manufactured by the Cream of Peas Co., Ltd., of Belleville, Ont., and of which Maclure and Langley, Front Street East, Toronto, are the Canadian distributors. "Peazo" is a new product just recently come on the market, and, judging from the inquiries made about it at the Exhibition, it is going to be a household word from this time on. It is a "minute" pea soup, that is, it is prepared in the shortest possible time, a factor to be reckoned with in these days. The product repre-

sents the pure cream of the pea, manufactured by special process. Two tablespoons of "Peazo" dissolved in half a cup of cold stock, and to which is added one quart of boiling stock, then properly seasoned, and you have a quart of delicious pea soup. With milk used instead of stock, a richer, more nutritious soup is the result. "Peazo" is also splendid for the thickening of gravies, and will improve all kinds of soups. It is also used extensively as a breakfast food, prepared with milk. Thousands of people sampled this appetizing product at the Exhibition, and went away satisfied that in "Peazo" they had something that was

absolutely unbeatable. Its easy preparation appealed to the housewives, and the fact that it is so nutritious solves one of many household problems that arise in the daily preparation of meals.

The exhibit itself was an attractive one. Arranged in pyramids were hundreds of "Peazo" cartons, and this display alone was sufficient to attract thousands of visitors. Courteous attendants served "Peazo," and explained intelligently the merits of the product. Many grocers were among those who sampled this article, and went away determined to carry it in the future.

"Kkovah" Products

St. Williams Jams
 Curling Marmalade
 Cream of Peas "Peazo"
 Nobility Confectionery
 Rockland Chocolate

(Quebec and Maritime Provinces)

Hyslop's Blended Jams
 Jeyes' Disinfectant Fluids
 Armour's Coffee Essence
 Armour's Worcester Sauce
 Consolidated Wafer Co.'s
 Ice Cream, Cones and Wafers
 Craven's Pastilles and Gums

Here's a list of popular "Rapid Sellers" that you can't afford to be without.

Stock up, Mr. Grocer, with the seasonable goods listed that will be in big demand.

In many of the above lines we are still having difficulty filling orders. It would be wise to get your order in early.

A WORD TO MANUFACTURERS

If you have a quality line that you want marketed in Canada, get in touch with us. Our reputation for making big sellers out of quality goods is your guarantee.

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg



A glimpse of the Lipton booth at the Canadian National Exhibition. This booth was the centre of intensive and appreciative crowds during the whole two weeks of the Exhibition.

LIPTON'S BOOTH A CENTRE OF INTEREST

LIPTON'S teas, coffees, cocoa and jellies were once more prime favorites at the Toronto Exhibition this year. The reputation of Lipton lines is one that is unrivalled, and the popularity of the Lipton tea, coffee and cocoa was amply evidenced by the throngs of people who gathered each day to partake of the delicious beverages sold. Souvenirs, in the shape of very pretty calendars for the balance of this year, were given away to the visitors.

Tea drinkers all over the world have long since discovered the merits of Lipton teas. "Direct from the tea garden to the teapot," they represent a uniform blend, and a standard of excellence.

Sir Thomas J. Lipton is the only tea man who grows his own teas on his own plantations. He blends and packs his own teas in such a manner as to guarantee the highest quality obtainable. The Lipton tea and cocoa estates in Ceylon are the finest in the world and include thousands of acres. These teas are splendidly packed in sealed cartons, a fact that is appreciated by the retail trade, and which greatly facilitates handling.

Lipton coffee is characterized by a special blend, put up in air-tight containers. It is in demand everywhere, and represents the last word in a really delicious drink. Lipton's coffee proved

a great favorite with the visitors at the exhibition, and the quantity consumed numbered thousands of cups.

There was also a constant inquiry for cocoa. Lipton's instant cocoa having already gained a place of pre-eminence with the buying public. It is well known for its purity and its economical value. It is also quickly prepared, a fact rendering its trade name most applicable.

If crowds mean anything—the throngs continually gathered at the Lipton booth testified to the popularity of the products packed by this reliable, solid, substantial firm.



The Booth of the Hooton Chocolate Company in the Manufacturers Building was a centre of interest for children and grown ups alike.

A STORY-BOOK THAT FEATURES CHOCOLATES

ONE of the most appreciated little gifts that the myriads of visitors to the Canadian National Exhibition carried away with them were the tastefully gotten up booklet issued by the Hooton Chocolate Company, the first of a series of bedtime stories to be issued from time to time by the company. It told the story of Snappy and Happy, the black and brown bears, and even in the excitement of the various sights of the Exhibition a multitude of little folk were to be seen poring over its pages, and manifestly agreeing heartily with its contention that the way to ring up children was by the use of "kindness, commonsense and chocolate." The book was issued as a graceful tribute to commemorate the visit of the Prince of Wales.

From the attractive booth in the Manufacturers' Building thousands of packages of the firm's "tulip buds" were also given away, to the delight of young folks and grown-ups alike. All kinds of chocolates are sold by the firm and they were displayed to the best possible advantage.

Among the many visitors to the Hooton Chocolate Company booth were a large number of grocers and confectioners, many of whom expressed their appreciation of the company's products, and the way in which they were cooperating with the retailer in building sales. Indeed, from the expressions of opinion heard about the booth there could be no doubt of the very strong hold the

various products of the company are obtaining over the Canadian-buying public. So strong is this feeling becoming that the merchant may well pin his faith to these quality products, that in addition to their other manifold high qualities have a reputation for maintaining their freshness longer than the products of many competing firms. While the delightful qualities of these chocolate confections stand out pre-eminently, the company has not failed to lay stress on the importance of their products as a food, and as such they have a universal appeal. Unquestionably the two weeks' exhibit will be a large factor in still further stimulating the sale of these valuable products.



The Booth of the Teco Company, whose products—well known in the United States—Are now being manufactured in Canada.

“TECO” PANCAKE FLOUR A CENTRE OF INTEREST

THE demonstration of “Teco” pancake flour, under the Grand Stand at the Canadian National Exhibition, the first of its kind held at the Toronto Fair, was attended with great success. At all times during the period of the fair, the booth was thronged with visitors, anxious to sample some of the delicious pancakes that were being made and served right on the spot. Thousands of orders were taken, delivery to be made by the purchaser’s own grocer.

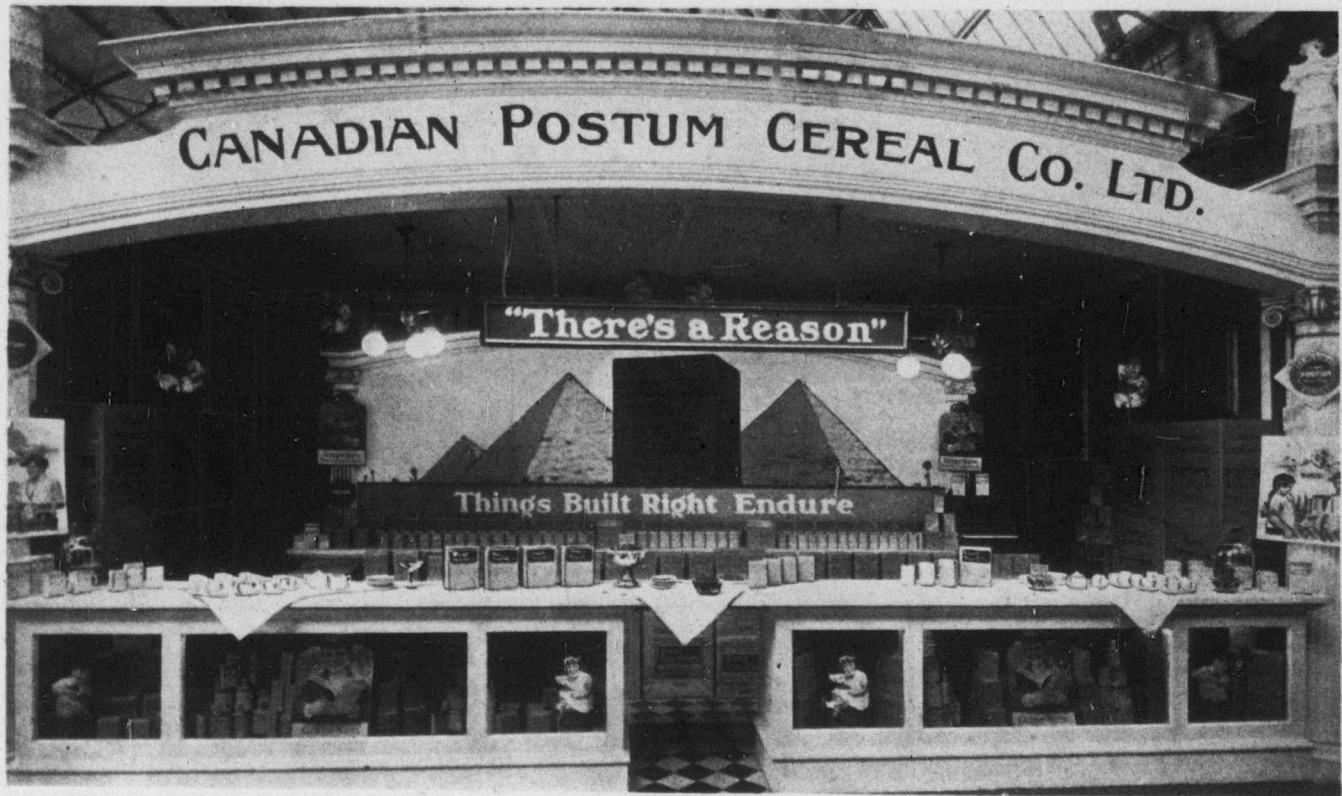
“Teco” pancake flour is now a Canadian product. It is manufactured by the Teco Co., Ltd., with plant at Belleville, Ont. The present concern is the Ekenberg Co. of Cortland, N.Y., who originally manufactured only milk products. Eight years ago the Ekenberg

Co. endeavored to induce pancake manufacturers to use malted buttermilk in their products. They were not successful. Consequently they began manufacturing Teco pancake flour themselves, and their operations have now assumed wonderful proportions. At the present time, the Ekenberg Co. is one of the largest pancake manufacturers in the United States, and since introducing Teco to Canada three years ago, the growth of business has been so phenomenal as to necessitate the building of a factory here. It will now be possible to sell the goods at a lower figure than ever before.

“Teco” represents the ideal pancake flour. It contains the necessary milk in dry form, that is, the malted buttermilk, reduced to a powder by the fam-

ous Ekenberg process. It is only necessary to add cold water to Teco, and the cakes are ready for the griddle. A full one pound package of Teco produces about forty good sized cakes, with a delicious, appetite-teasing taste. The malted buttermilk in them adds to their nutritive value and makes them more easily digestible. Boards of Health endorse Teco.

The Canadian factory at Belleville will soon be operating at full capacity, and the manager of the concern is L. M. Burkhardt, formerly of Cortland, N.Y. Mr. Burkhardt was in charge of the exhibit at the Fair. His courteous staff served hundreds daily, and explained intelligently the preparation of “Teco.”



The ever popular display of the Canadian Postum Cereal Company in the Manufacturers Building, at the Canadian National Exhibition.

THE POSTUM CEREAL LINES

JUST twice as much business as in 1918 was the word at the booth of the Canadian Postum Cereal Co. in the Manufacturers Building at the Canadian National Exhibition, Toronto. The three lines of the company were served to the public. Delicious cups of Postum were given to thousands who attended the Exhibition and who called at the very attractive booth of the Canadian Postum Co. New friends were made for this delightful drink, and, judging from the enormously increased sales, Postum has established itself for all time to come with the Canadian public. Words of commendation and praise were heard on all sides for this invigorating beverage, and the fact that it contains qualities of

a most nutritious nature, and yet nothing of an injurious character, recommends it to the average person. One only had to try a cup of this refreshing beverage to realize that it was all that the demonstrators were claiming for it.

Post Toasties, too, had a tremendous "run," and it was with difficulty that sufficient stock could be kept to supply the ever-increasing demand. Sales mounted into hundreds of packages, and the popular favor with which this breakfast food has been acclaimed by the people of this Dominion was proved beyond all doubt at the Canadian National Exhibition this year. Of a high standard of food value, appealing to the taste, conveniently prepared, economical in

value, it is an instant favorite wherever it has been given a trial. The sales at the exhibit this year are significant, inasmuch as they indicate the demand that will exist for Post Toasties, and should be sufficient incentive to the retail trade to stock them on a scale equal to all requirements.

Grape Nuts continue to grow in popularity, and this product, too, was a ready sale at the company's booth. The value of eating Grape Nuts as a breakfast food and the many other ways in which the product may be used were clearly demonstrated. With each sale of any one of the three lines of the company, a sample of the other two was given to the purchaser.



The Scotch Snack exhibit under the Grand Stand at the Canadian National Exhibition, was visited by many. It was evident that "the herring through the hole" was a familiar sight to most of those who visited this section of the Exhibition.

THE HERRING THROUGH THE HOLE

THE "herring through the hole" trade mark was prominently displayed among the exhibits under the Grand Stand at the Canadian National Exhibition this year. It was the first time that a popular demonstration of the Argyll Bute products was shown, and it is no exaggeration to say that Scotch Snack and Scotch boneless herring made new friends with the Canadian public. The booth in its gay colors of the tartan plaid was thronged at all times by visitors anxious to sample the delicious sandwiches that were served to the public. Many tried them for the first time, but after doing so went away with a tumbler of this choice sandwich preparation.

The decorative scheme as carried out in the Scotch Snack display was one of the prettiest seen in this section of the Exhibition. The arrangement was unique, and many were the complimentary remarks passed upon it. Of course tartan plaid formed the principal color. Against a background of white, a panel effect,

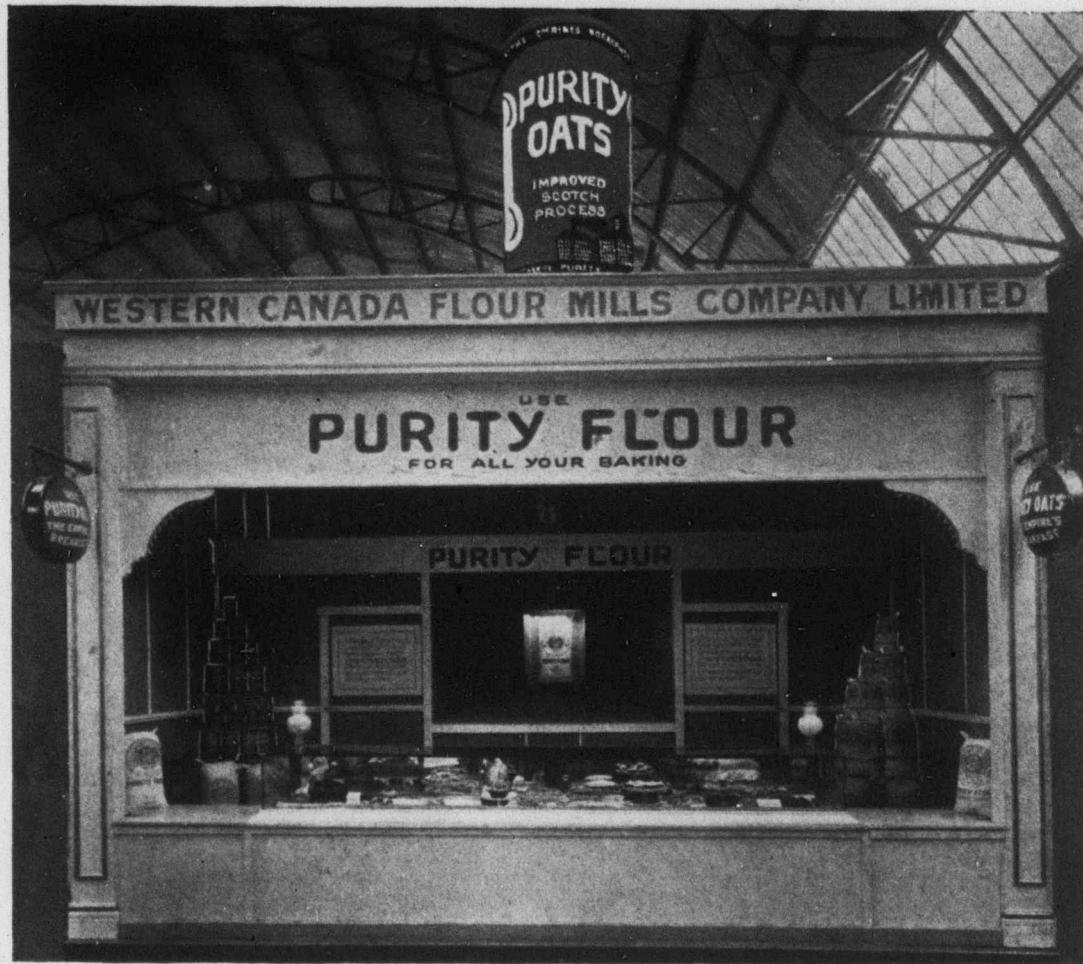
with border of the plaid, in the centre of which "the herring through the hole" trade mark stood out prominently, made an extremely attractive exhibit.

That Scotch Snack and Scotch boneless herring are winning a lasting place, and building up an enviable reputation with the people of both Canada and the United States, is a fact that has been proved by the immense and ever-growing demand that is springing up in all parts, for these products. The past summer saw a tremendous "run" on these lines, and the Toronto Exhibition did much to introduce Scotch Snack and the boneless herring to thousands of people from outlying districts. These products have entered the Canadian market to stay, and the inroads that are being made in the United States eclipses all expectations. The American people are keen about it, and already big business has been booked in that country.

Scotch Snack is prepared from the pure flesh of the herring. There are no bones

or offal in the preparation and no heads or tails. It is a blending of the purest ingredients. The Scotch boneless herring is put up in attractive jars, containing one pound, and also in ten pound boxes. The exhibit was in charge of the manager, W. A. Owen, who oversees the distribution and production of the products. Much credit for the success of these comparatively new products is due to W. A. Owen, who has supervised their production since they first came on the market.

Mr. Owen is very anxious to open a plant to manufacture in the United States. The business is assuming such proportions as to render such a move necessary. He intends going into the matter thoroughly at the conclusion of the exhibition with the proprietor, G. S. Sargent, whose efforts have been untiring in bringing the Argyll Bute Co. to the success that it now is. Many large orders with the retail trade were booked by Mr. Owen and his staff at the exhibition.



The Purity Flour Booth where the merits of Purity Flour and Purity Oats were tellingly demonstrated.

WESTERN CANADA FLOUR CO. HELPS THE RETAILER

THERE are many milling companies that sell flour to the retailer who believe that their service ends when the flour is delivered at the store. In this respect the Western Canada Flour Mills Company, manufacturers of Purity Flour and Purity Oats, differs from many of its competitors. Their exhibit at the Canadian National Exhibition this year in keeping with the aggressive policy of helping the retailer that they have always adopted, is aimed to interest the housewife in the quality of the products and the variety of uses to which they are adapted. By so interesting the public in "Purity" products the company is doing much to aid the merchant in making actual sales.

There are some special points that are being brought out very forcibly by those in charge of the exhibit, notably the fact that Purity Flour is a general purpose flour that may be used for bread, pies, cakes, pastry, and in fact for every baking need, so that the housewife is not faced with the necessity of always having two varieties of flour in the house.

As a demonstration of this important fact, the attractive glass showcase that forms the front of the display exhibits a wide variety of cakes, pies, bread, buns, and dainty confectionery, all made with "Purity" Flour.

If further corroboration were needed it might well be noted that the bread, buns and pies that took first prize at the Ex-

hibition were all baked with Purity Flour. That is unprejudiced evidence that could hardly be bettered.

Purity Oats maintained the same high standard. Most people are familiar with the disagreeable prevalence of oat hulls that are present in so many of even the better grades of oats. Purity Rolled Oats are milled with such care that all hulls are absolutely eliminated. This is a real reason for the claim that Purity Oats are the best on the market.

The "Purity" booth in the Manufacturers' Building was in itself a centre of interest. A simple treatment of blue and white served to bring into high relief the word "Purity" that is fittingly used to typify the company's products.



The Acme of Scale and Slicer Equipment. The goods displayed were all of Canadian manufacture and those who saw the exhibit agreed that they could not well be beaten anywhere.

THE LAST WORD IN SLICERS

REPRESENTING the last word in slicers, was the electric slicing machine displayed in the exhibit of the Canada Scale and Slicer Company, in the Industrial Building at the Canadian National Exhibition. The display attracted hundreds of people daily, many retail grocers and butchers attending and investigating the merits of the scales and slicers that are turned out by this concern. The scales and slicers manufactured by this company constitute absolutely Canadian-made articles. They are made at the plant of the company at Bowmanville, Ont., and the stock is all held by Canadian people. In this period of reconstruction it is well to remember this fact, and particularly when the very latest and most reliable models in scales and slicers are turned out. Demonstrations of the slicers were given constantly and all parts and workings of the same were courteously explained by the sales manager, Thos. Ferguson, who was in charge.

The Toronto slicer, the premier production of the company, is in a class by itself, and the average grocer and butcher contemplating installing a slicer will do well to investigate the merits of the "Toronto." It constitutes the best in the world. All the fittings are of solid monel metal, which will never tarnish or wear off, and has all the latest contrivances, contributing to economical and convenient service. It runs on rods and rests upon a pedestal. It has a ball-bearing automatic grinder, a device for removing the rind, and a large end-clutch that can be quickly attached for cutting up ends, rendering waste impossible. The saving of this device alone will pay for the machine. An automatic sharpening contrivance is one of the features that makes this slicer particularly attractive. It has two corundum stones, one to grind and the other to clean up any burr. The electric attachment for this slicer represents the most modern of its kind, and is absolutely the only one on the market.

The "Queen City" slicer as manufactured by this company is the ideal slicer for the small grocery store. It sells cheaper, and with few exceptions performs the work of the larger one. It has no rindling device, but is otherwise very complete.

The scales as shown in the exhibit are the two pound, three pound, ten pound, and twenty pound. The twenty pound scale represents the latest model, with the platform directly in front of the chart, and not at the side. The "Toronto" scale is absolutely the best on the market, and it is dust proof, because all its working parts are enclosed. It is finished in rich gold and azure blue, and the correct article for the grocer or butcher.

The mechanical organization of the company embraces the cleverest mechanics. Long experience and a thorough knowledge of the line, together with special up-to-date labor-saving machinery, enable the Canada Scale and Slicer Co. to offer a superior machine within reach of all. The Toronto office of the company is at 482 College Street.



The display of Aromints at the Canadian National Exhibition was one of the first moves in an extensive campaign to introduce this product already popular across the line to the Canadian public. Judging from the interests shown in the Aromint booth, it should not be a difficult task.

"AROMINTS" COME TO CANADA

YES, "Aromints" have come to Canada, and they have won instant favor. This was particularly exemplified at the Canadian National Exhibition, where thousands of people sampled the original mints. "Aromints" come in five flavors: cinnamon, peppermint, cloves, licorice and wintergreen. For some years "Aromints" have been selling on a tremendous scale in the United States, but now this palate-pleasing candy con-

fection is manufactured in Canada at 107-109 Duke Street, Toronto. By the way the public and the retailers of Canada have taken to "Aromints," it is quite evident their fame has preceded them, as the Canadian factory is already taxed to the limit to keep up with the demand. Grocers who are not already selling "Aromints" should order a sample assortment now and display them on the counter. It will mean extra sales and will allow a better

margin of profit than is secured on most grocery lines. The demonstration at the "Aromint" Exhibit at the Toronto Exhibition fires the opening gun of a big advertising campaign which will produce sales for you if you are handling this tasty confection—the after dinner tid-bit that is gaining first place in public favor in Canada. Canadian sales agents are Oliver-Lee, Limited, 95-97 King Street East, Toronto, Ont.



The model surroundings in which the superior quality of Easifirst Shortening was demonstrated to the interested housewife.

A TRIUMPH FOR "EASIFIRST"

MORE orders for "Easifirst" on opening day this year, than during the entire first week of the exhibition a year ago, characterized the phenomenal business carried on at the booth of Gunns, Ltd., in the Manufacturers' building at the Canadian National Exhibition. It was another great triumph for "Easifirst," the shortening product that is produced by this firm, and which is increasing by leaps and bounds its favor in the market for such lines. Ever-widening its popularity, it ranks high in the opinions of all who have tried it. Judging from the gathering at all times around the exhibit the young ladies in

charge of the demonstration had a busy fortnight. The tempting pies and cakes that were prepared, where all could witness the operations, were sufficient to incite the curiosity of the thousands of women who passed through the Manufacturers' Building. All who stopped to hear what the demonstrators had to say for "Easifirst" went away apparently convinced, judging from the way the orders flowed in, to be later filled by the retail grocer with which the customer did business.

You were informed that "Easifirst" took the place of butter and lard in the

art of cooking, and 13 or 14 ounces of "Easifirst" will replace a pound of butter or lard. This fact alone from the standpoint of economy was sufficient, at a time like this, to induce the uninitiated to try the product, and having once tried it, those who recommend it have no fear but that there will be repeat orders. The large turnover in each day of the fair is sufficient guarantee of its reliability, and retailers will do well to always have a stock of it on hand to meet the increased inquiry that is bound to be the outcome of this year's exhibit at the Canadian National.



The Gunns, Limited, Booth in the Dairy Building of the Canadian National Exhibition, which gives some idea of the very attractive display which was so universally admired by those who visited the building.

GUNNS, LIMITED, FAMOUS PRODUCTS

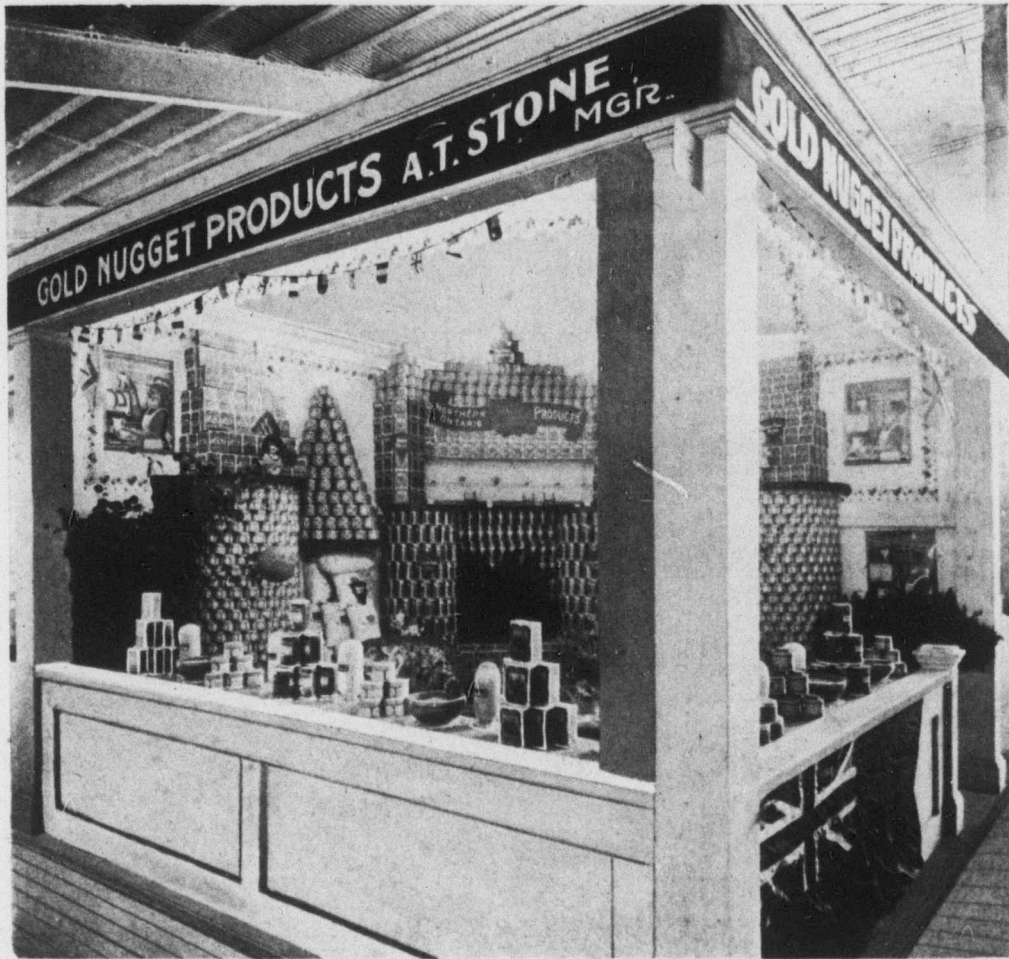
A GREAT ox's head in butter, and a little pig imaged in lard, greeted the eye from the corner of the Dairy Building at the Canadian National Exhibition, occupied by Gunns, Ltd., and commanded inspection of a very fine display of the many lines of meats and produce that constitute the output of this firm. Heavy, large sides of beef that hung from the rear walls of the enclosure, had been specially grown and fattened for the exhibition, and were the product of Western Ontario farms. This beef represented the highest point of perfection, and as prepared by Gunns, Ltd., is always in great demand. A year ago one of the largest department stores in the city greatly increased its sales in the butcher section by disposing of last

year's exhibit of similar beef, and this year another retailer controlling a chain of stores throughout the city will handle the exhibition beef. This beef on display is just a sample of the splendid and high grade "cuts" that are carried by this firm throughout the year. Only the best is in their coolers, and here the retailer is assured of good service with only top quality goods on sale.

A novel guessing contest was one of the striking features of Gunns' exhibit this year. Three jars of peas stood in the window, the first one represented the capacity in cattle of the plant for three months, the second jar the number of hogs that could be butchered in the same length of time, and the third one the quarterly capacity of the factory in

sheep and lambs. The prizes consisted of hams, sides of bacon, a dozen tins of pork and beans, and a ten pound pail of "Easifirst." Poultry specially prepared and the choicest cooked meats of every kind were all so arranged as to attract attention, and many were the remarks of favorable comment that were heard on every side.

The scheme of decoration was also the subject of unstinted praise. It was carried out with the colors of red, white and blue predominating, and a large portrait of H.R.H. the Prince of Wales occupied a prominent place. In one corner of the exhibit stood the British bulldog on guard between two stalwart rifles in an attitude of protection of the Union Jack.



The Home of the Nugget lines, one of centres of interest in the Exhibits under the Grand Stand.

A WONDERFUL DISCOVERY

GOLD Nugget products were prominent in the displays under the Grand Stand at the Canadian National Exhibition, and many of the famous articles were introduced to the public, who, having tried some of the first productions of the company and liked them, were anxious to see the new lines. Gold Nugget hand cleaner won instant favor with the people. It represents the last word in a cleanser for the mechanic or the toiler mid dirt and grime of the worst sort. It is splendid to use after the motorist has been working and cleaning his automobile, and yet it can be applied to the most delicate hands without fear of injury. It has a delightful odor, fragrant and refreshing. Gold Nugget dry hand cleaner is another line that suggested itself to the approval of the people. In washing one's hands it

is only necessary to dip the hands in water and then apply the dry cleaner. The results are astonishing, and it makes an ideal preparation for use in offices, hotels and railway trains.

Then there was the famous Gold Nugget cleanser that is fast becoming one of the biggest sellers on the Canadian market. Its popularity is established, but the dimensions of its renown are widening. Gold Nugget cleanser is becoming a household word.

Poultry grit, chick grit, and bird grit were favorites with the poultry and bird fanciers. One of the features of the exhibit was the lovely collection of beautiful canaries that occupied a prominent place in the attractive arrangements. Goldfish, too, were swimming about in their tank, cleaning their gills of all

slime and impurities with Gold Nugget gold fish sand.

Pumice, coarse and fine, is now manufactured by the Gold Nugget people and will be appreciated by the public. It formerly was brought from Germany, but the Canadian product is capturing the market in this country. All Gold Nugget products were the objects of much attention from the retailers who visited the exhibit from all parts of the country, and who could see the enviable reputation that they have made with the people. The grocer who does not stock them is failing in his effort to please co-worker customers.

A. I. Stone, discoverer, and A. E. Fisher, co-worker, were in charge of the exhibit.



The big booth of the W. A. Freeman Company, Limited, in the Process Building, had many novelties in equipment to show the trade.

W. A. FREEMAN'S EQUIPMENT EXHIBIT

THE grocery, butcher and confectionery fixture supply exhibit of the W. A. Freeman Co., Limited, in the Industrial Building presented many practical suggestions to the merchant who is anxious to increase his business.

The features of this splendid exhibit were the Freeman ice box, the Ultimate refrigerator counter, and the Dosi system of displaying foodstuffs under sanitary plate glass.

All Freeman's refrigerators are substantially constructed. They are made to give the maximum service. All hardware used in their manufacture is made and assembled under the specifications and inspection of company officials, so that buyers are protected in so far as materials and workmanship are concerned.

The centre warm air flue is one of the main points in connection with the Freeman ice refrigerator. This warm air flue forms a natural passage for any warm air or moisture arising in the

centre of the refrigerator from incoming stock and conveys it with the least possible resistance to the warm air ducts at the sides of the ice chamber, owing to the fact that this latter is properly insulated. Every progressive merchant knows that efficient refrigeration depends almost entirely on the circulation effect of the air and any interference with this circulation means loss of efficiency in the refrigeration.

Freeman's Ultimate refrigerator counter is a most important piece of equipment for the grocery store with a meat department. Merchants who are using this counter report it has been the means of developing their sales considerably. It enables the dealer to show his different lines of meats in a sanitary manner under glass in the proper temperature. It is a big money maker for any merchant who installs one.

The W. A. Freeman Co., Ltd., showed for the first time the Dosi show-cases for counters. This is a new method of displaying goods and one that is bound to come to the front very rapidly. One

grocer who has installed the Dosi system claims a very rapid development in sales of goods from the counter. The Dosi show-cases are made in all sizes to fit any counter. The goods are put into them from the rear and cannot be handled by customers. No dust or dirt can contaminate the goods. All the glass display stands are made of clear plate and nothing to obstruct a perfect view. They provide a most modern, sanitary and attractive method of not only counter displays, but of window displays as well.

The head office of the W. A. Freeman Co., Limited, is Hamilton, Ont. Merchants who did not see this exhibit at the Canadian National Exhibition should get in touch with this firm at once for prices and full particulars on Freeman's ice boxes, refrigeration counters, Dosi show-cases, as well as different kinds of shelving, office furniture, paper bags, wrapping paper, twine, slicing machines, butcher blocks, vegetable display stands, coffee mills, meat cutters, bone cutters, etc.

Pascall's Confectionery Exhibit

A very attractive exhibit of Pascall's English Confectionery and novelties in the Manufacturers' Building at the C. N. E. was a big and welcome surprise to all who visited the Exhibition.

This exhibit was arranged and conducted by Harry Horne, who is the Ontario representative of the firm of Jas. Pascalls, Ltd., of London, England

As embargoes have been on English confectionery during the war, it is only recently that Pascall's confectionery has again been obtainable, and up to the present time, only in small lots. The Harry Horne Co., Ltd., have shipments arriving of Pascall's famous Barley Sugar, and are open to accept orders for this.

Other lines will be imported for sale as soon as the markets on the other side warrant it; and as conditions permit. The Harry Horne Co., of Toronto, will have stocks on spot of all such lines as will meet the demand of the public.



Peek Frean's Biscuits

Thousands of people would have been disappointed with this year's exhibition, had they not had the pleasure of visiting an exhibit of their old familiar brand of biscuits, those of Peek Frean & Co., of London, England. You would hear the people remark as they looked over the various varieties of P. F. Biscuits, "My word, but this does seem like old times"; and the next question was: "Where can we buy them?" The answer was, that these celebrated biscuits have just started to come back on the market, and in the course of a few months' time they will have the pleasure of again satisfying their longing for those biscuits that are superb in every manner to ordinary biscuits.

Mr. Harry Horne was responsible for the arrangement and conduct of this exhibit, and The Harry Horne Co., Ltd., state that they have stocks rolling forward from the factory at London, England, and will shortly be in a position to supply the trade again with these celebrated P. F. English Biscuits. A very large shipment of P. F. Shortcake is now en route to Toronto, and all orders from merchants will be filled in their turn on arrival of the shipment.



There are many ideas on window and interior display to be secured from the illustrations in this Exhibition Section. Merchants keeping a display file should be sure to include this section in it.



Here is where Domestic Shortening was demonstrated to thousands of women visitors at the Canadian National Exhibition.



H. A. Products' exhibit in the Dairy Building. The guessing contest on the weight of the white steer and the giving away of the H. A. caps were two of the features.



This exhibit of toilet soaps and perfumes made by John Taylor & Co., attracted large crowds and certainly will help the retailer to sell these high-quality products.



A view of the main entrance to the Canadian National Exhibition grounds at foot of Dufferin Street showing crowds arriving.

NEEDED—A FOOD BUILDING

NO visitor at the Canadian National Exhibition could have failed to be struck by the way in which the exhibits of food products and allied lines predominated in most of the buildings. Barring the buildings set apart for definite exhibits, such as the Transportation and Horticultural Buildings, unquestionably the bulk of the space was occupied by food products. Moreover, it was these products that unquestionably were of the most interest to the various visitors at the Fair. Thousands of people strolled through the Transportation Building to take a fleeting glance at the cars that they knew perfectly well could never be more to them than a mere exhibit, but the real interest of these thousands centred in those buildings that displayed the food products that they were accustomed to use, or that they well might use. It was around the food booths that the crowds gathered most readily, and around them that they stayed the longest. They are products of interest to everyone.

With the gradual growth of the Canadian National Exhibition there has been a tendency to outgrow the buildings that a few years ago were more than adequate to meet the needs of the exhibitors. This year, long before the date of opening, applications for space had to be refused. There is evidence here of the need for increased accommodation.

More than that there is a growing feeling that the time has come for a more systematic arrangement of exhibits. The visitor to the Exhibition should not have to search over two or three buildings to find the exhibit for which he sought. It is evident that the Manufacturers' Building is hopelessly inadequate to house the thousand and one products of manufacture. The exhibits that naturally belong there have been crowded into less pretentious quarters under the Grand Stand. This is disconcerting to the public, who not unnaturally expect to find some system of orderly arrangement in the exhibits.

Surely the time has come when with the growth of the Exhibition and the pyramiding of exhibitors of food products that some special consideration should be vouchsafed them. It is time that some special building should be provided that would be adequate for the display of all those food manufacturers who are eager to display their products.

In talking to a large number of manufacturers regarding an editorial that appeared in CANADIAN GROCER some two weeks ago on this subject, it was discovered that there was a unanimous opinion in favor of this proposal to gather the food products into one building. This question has grown to be of such importance that all possible pressure should be brought to bear on the Exhibition officials to see that something of this kind is done before next year's Exhibition.



An interesting view of the lake front, where speedboat trials and aeroplanes exhibits kept up a perpetual interest.

CURRENT NEWS OF THE WEEK

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

QUEBEC

Jas. A. Planche, East Angus, is dead. A. H. Beaulieu, general merchant, St. Elizabeth, has sold to Louis Sylvestre.

Miles Grant, of the N. K. Fairbank Co., Ltd., Montreal, is taking his vacation.

W. C. McGee of Kearney Bros., wholesale teas, has been laid up for a few days through illness.

Zepherin Hebert, President Hudon, Hebert & Co., Ltee, Montreal, is away to Hot Springs with his family.

H. Stirling, manager of The Canadian Feed Manufacturing Co., Ltd., Fort William, was in Montreal last week.

Mr. Genest of Hudon, Hebert & Co., Ltee, sales staff, has returned after two weeks' holiday in the mountains.

The marriage took place on Wednesday of this week, in Montreal, of M. F. Keegan, city traveller for the Cowan Co., to Miss Anderson, also of Montreal.

Elzear Harvey & Company have obtained a charter as general merchants in St. Joseph D'Alma.

G. C. Duncan, office manager of the Cowan Company, Montreal branch, was absent from the city on a trip down the Saguenay, last week.

W. H. Halford, managing director of the Meiji Trading Co., Ltd., Montreal, was in New York for about ten days and visited Ontario points on his return to Montreal last week.

The Cowan Company's special exhibits at the Quebec and Sherbrooke Expositions, this year, were made under the supervision of A. E. Cox, Quebec representative. Mr. Cox reports the Quebec fair, in particular, one of the best yet held.

The C. H. Sirois Co., Montreal, have been appointed Montreal district representatives for the following firms: MacKay C., West Toronto; Alpha Chemical Co., Ltd., Kitchener; Drummondville Match Co.; Dr. Clark Celery Farms Ltd., Brockville.

ONTARIO

Frank Blowey, grocer, Chedoke, has suffered loss by fire.

Jos. Dillon, general merchant, Bothwell, Ont., is dead.

Mrs. A. E. Hodge, grocer, Hamilton, has sold to Davidge & Powell.

A. S. Marlatt, grocer, Hamilton, has sold to Hales & Hodgans.

E. Teeter, Hamilton, has sold to Walter Wilkins.

ONTARIO BUSINESS CHANGES

John McDonald, grocer, Hamilton, has sold out.

Chas. Etheridge, grocer, Hamilton, has sold out.

DEATH OF E. T. CARR

Assistant Sales Manager Cereal Department Quaker Oats Co., Passes Away Quite Suddenly

Ed. T. Carr, who has been assistant sales manager for some years of the cereal department of the Quaker Oats Co., Peterborough, died suddenly last week. Mr. Carr was the first employee of the Quaker Oats Co. in Peterborough, and has been with the firm for 16 years. He suffered from an attack of appendicitis which eventually caused his death



The Late ED. T. CARR.
Assistant Sales Manager of the Quaker Oats Company of Peterborough, who died recently.

on Wednesday of last week. The funeral was held on Friday. Mr. Carr was only 35 years old. His rapid progress in the past with the Quaker Oats Co., where he began at the age of 19, indicated a still brighter future for him. He had many friends all over Ontario as well as in Peterborough, who will regret very much to hear of his sudden passing. He was familiarly known by his associates around the office as "Eddie," as well as by many others in the city in which he lived. It is, of course, in the plant of the Quaker Oats Co. and among the outside representatives of the firm where he will be missed the most.

J. E. Tress, Toronto, has sold to Andrew Bros.

E. J. Simpson, grocer, Orillia, is selling out.

I. B. Marshall, grocer and meats, Toronto, is selling out.

Geo. S. Boose, grocer, Hamilton, has sold to J. MacKiel.

Chas. Hawkins, grocer, Windsor, has sold to the Trading Company.

Geo. E. Connor, grocer, Hamilton, has sold to D. Bacon.

L. LaBane, grocer, Oakville, Ont., has sold to S. M. Campbell.

Isaac B. Paisley, grocer, Toronto, has been succeeded by E. A. Fobert.

J. J. Bondy, groceries and meats, Windsor, has sold to Everett Sanderson.

W. Stoner, general merchant, Frome, has sold to W. M. Silcox.

Owen Mahew, general merchant, Longtinville, has been succeeded by J. O. Clement.

R. A. Corbett has bought the grocery business formerly operated by Mrs. T. A. Elliott on Main street, Smith's Falls.

J. Mitchell has sold his grocery at the corner of Hurontario and Third Sts., Collingwood, to H. Munro & Son, who took possession recently.

SAD DEATH OF LITTLE CHILD

Norman, the young son of Alex. Fedy, merchant of Mildmay, Ont., met with a peculiar death by drowning in a pail of vinegar.

The child, who was only a year and a half old, was left alone in the kitchen for only a few minutes and during the mother's absence the little tot, who was just beginning to walk, crawled up to a pail of vinegar that was in the room, fell into it and was drowned.

CIVIL SERVANTS MAY EXTEND CO-OPERATIVE BUYING PLAN

Provided that they are successful in obtaining cheaper coal on a co-operative basis, the Civil Servants' Federation of Manitoba will purchase other necessities in the same manner, Mr. A. McNish, secretary, said to-day. A committee consisting of H. Hurd, T. Powers and H. Carry are now obtaining quotations on coal and will report at a meeting to be held Friday evening.

PRESENTATION TO H. P. ECKARDT EMPLOYEE

J. O. Elton, who has been connected with H. P. Eckardt and Co., wholesale grocers, Toronto, for some years, and latterly as buyer, has severed his connection with that firm, and, after a holiday, will enter the business of H. S. Moore and Co., grocery brokers, Toronto. On Saturday last Mr. Elton was handsomely remembered by the management and employees of H. P. Eckardt & Co. He was presented with a chair, bookcase, and double reading table, as a mark of appreciation of the valuable services he had rendered the company during the fourteen years that he has been with them.

GUELPH, ONT. RETAILERS OPEN MANUFACTURERS' AGENCY

C. T. Hicks & A. J. Groom Enter Partnership to Deal With the Retail Trade

The Hicks-Groom Company have opened a manufacturers' agency office in Guelph, Ont., and will handle grocery, confectionery and drug specialties. They will sell to the retail trade only. Both members of the firm, C. T. Hicks and A. J. Groom, have been in the retail grocery business in Guelph for many years. The former sold his grocery business last April and Mr. Groom expects to dispose of his in the near future. Both men are therefore well acquainted with the grocery business and are known to a good many manufacturers, and particularly travelling salesmen.

PLAN PUBLIC MARKET FOR BRANTFORD, ONT.

BRANTFORD, August 28.—At a meeting of the rural relations committee of the Chamber of Commerce a committee of five was appointed to consider and report on the question of a market for Brantford. The committee will give special attention to suggested improvements which would benefit both consumer and producer. The following points were under discussion: Accommodation for vehicles and horses; location of the market; conservation of time; cold storage facilities; advisability of co-operation in the delivery of goods; having by-law changed which prevents merchants from purchasing before 10 a.m.; shelter fees; prices as compared with other cities of similar size; advisability of having a lower price for articles taken away by the purchaser than when delivered by the producer.

MARITIME BOARD OF TRADE TO MEET

To Hold Twenty-first Annual Meeting at Moncton, N.B.

The Maritime Board of Trade will hold its twenty-first annual meeting in Moncton, N.B., on September 17th and 18th. There will be some matters of vital importance to the Maritime Provinces as well as to other sections of Canada that will be brought up for discussion. The sessions will be held in the Moncton City Hall and will open at 9.30 a.m., September 17.

Among the list of subjects to be discussed will be the following:

1. Maritime Union:—By Amherst and Bathurst Boards.
2. Better transportation facilities:—By North Sydney Board.
3. Re-organization of the Military Forces of Canada:—By Charlottetown, P.E.I., Board.
4. Unit system of management of Canadian National Railways, with headquarters for Eastern unit in the Maritime Provinces:—By Moncton Board.
5. Closer relations between employer and employed:—By Amherst Board.
6. Development of national ports on the Atlantic Coast:—By Saint John and Saint Stephen Boards.
- 7.—Revision of railway freight rates that discriminate against the Lower

Provinces:—By Bathurst Board.

8. Development of water powers in the Maritime Provinces:—By Saint Stephen Board.

9. Inquiry as to proportion of work of Geological Survey of Canada in the Maritime Provinces compared with the other provinces of the Dominion:—By Moncton Board.

10. Transportation—(a) Standardization throughout, of the P.E.I. division of the Canadian National Railways at the earliest possible moment, (b) The securing of a car ferry steamer to supplement the present car ferry between Borden and Tormentine; (c) The placing of S.S. Northumberland, now idle in Charlottetown, on the Charlottetown-Pictou route; (d) Improvement of the passenger service between P.E.I. and mainland points:—By Charlottetown Board.

11. The advantage of a uniform system of weights, measures and money:—By Saint John, N.B., Board.

12. War memorials:—By Saint Stephen Board.

13. The decreasing representation of the Maritime Provinces in the Dominion House of Commons:—By Moncton, N.B., Board.

FINED FOR KEEPING OPEN

Several Fort William storekeepers, all foreigners, appeared in the Fort William Police Court recently, charged with infractions of a city by-law by keeping their places of business open on Saturday night after the 10 o'clock closing hour, and were fined \$5 and costs each.

A BOLD ROBBERY IN SHERBROOKE, QUEBEC

Two hundred dollars was stolen from the Eastern Townships Provision Co., Ltd., Sherbrooke, Que., recently.

The thieves apparently entered by a window. The theft was bold in the extreme as the goods stolen were principally tobacco and flour, as well as other bulky articles, and it is thought almost certain that either a wagon or an automobile was used to carry away the loot.

Fifteen hundred dollars' damage was done to the plant of Puddy Bros, 60 Paton Rd., Toronto, recently when a lard refining vat exploded, and hurtled through the roof. There were few employees in the building at the time. No one was hurt. The damage to the building is \$1,000, to the contents, \$500.

DAVIES COMPANY MANAGER INJURED IN MONTREAL

Alighting from a street car when it was still in motion at the corner of DeLorimier and Mount Royal Avenue on Tuesday night, W. Russell, 35 years old, manager of the William Davies Company's Mount Royal Avenue branch, Montreal, suffered a broken nose and injuries to his forehead. He was taken to the Royal Victoria Hospital where his condition is regarded as serious. Mr. Russell, in alighting from the car missed his footing and fell on his face.

CLERKS OF SYDNEY MINES, C.B., TO FORM UNION

The retail clerks of Sydney Mines, C.B., are about to join the ranks of organized labor and become affiliated with the International Clerks' Union of Canada. There are already several branches in Nova Scotia and the acquisition of a retail clerks' union in North Cape Breton will very much strengthen the international.

ECUADOR MAY PROHIBIT EXPORT OF COFFEE

The Government of Ecuador, according to a report from the American Consul-General at Guayaquil, Ecuador, may prohibit the export of coffee for the year, as the present year's crop will only be sufficient for domestic consumption.

OTTAWA CLERKS PROTEST SATURDAY EVENING OPENINGS

The Ottawa branch of the Retail Clerks' International Protective Association has protested against certain firms in the city for keeping open for business after 6 p.m. Saturdays, including the Woolworth fifteen cent stores. The clerks claim that the stores concerned are taking advantage of a technicality in the shape of a flaw in the by-law.

The by-law, which went into force on July 5th, covers a great variety of stores, but the following claim they are not affected thereby: dry goods stores, smallware or bric-a-brac stores, usually known as 5, 10, 15 cent stores. The clerks are asking the Retail Merchants' Association to define the stores referred to so that they may be brought within the operation of the law.

NEW GOODS



"Nu-Jell" is the name of a new jelly powder being placed on the Canadian market by the Harry Horne Co., Ltd., Toronto. It is made in raspberry, strawberry, orange, lemon, cherry, vanilla and pineapple flavors. The package is printed in colors, showing samples of the various fruits. The new line was shown for the first time at the Canadian National Exhibition in the Harry Horne exhibit.

NEWS FROM WESTERN CANADA

Many Western wholesalers report frantic pleas from relatives and friends in Alberta for "as much sugar as you can get." Apparently it is not even a question of price—it's a matter of getting something to sweeten their tea.

From West Summerland, B.C., comes the announcement that the West Summerland branch of the Summerland Supply Co. has been acquired by the Summerland Mercantile Co. and will be operated under their name.

John Angus, with A. Macdonald & Co., was taken to the hospital last week with a very serious case of appendicitis. Mr. Angus enlisted on the day war was declared, and just returned recently, getting by without a scratch. The company is pleased to report that Mr. Angus is making good progress towards recovery.

WESTERN

C. F. McGhie, grocer, Winnipeg, has sold to J. McKay.

L. W. Patton has sold his grocery business in Winnipeg to M. Haddad.

Diamond Bros. have purchased the general store business in Winnipeg formerly conducted by G. P. Brown.

The Pacific Sea Food Product Co. are going to locate in Prince Rupert.

J. Overend has sold his general store business at Ninette, Man., to E. Chester. Mr. Overend is going to devote his time to his lumber business.

R. E. Sadler, of Elgin, Man., has purchased the general store business of J. Mountain at Hartney. He took possession Sept. 1st.

BUSINESS CHANGES

Mulligan Cash Grocery, Winnipeg, has been succeeded by Rogers & Parent.

Moore & McKinley, general merchants, Brownlee, Sask., have opened a branch at Lucky Lake.

Max Faurer, general merchant, Stornoway, Sask., has sold to Fingold & Gorstein.

A. T. Hutchinson, general merchant, Strongfield, Sask., has sold to A. Hornstein.

John Baker, grocer, Winnipeg, has discontinued business.

Bosel & Son, grocers, Winnipeg, have sold out.

H. Green, grocer, Winnipeg, has been succeeded by G. Roseman.

J. Lilien, grocer and butcher, Winnipeg, has been succeeded by L. B. Biskin.

C. P. Beemer, general merchant, Chamberlain, Sask., has sold to N. J. Nicholson.

J. J. Clarke, grocer, Edmonton, has disposed of his 111th Ave. branch.

Meeting the Oriental Merchant on His Own Ground

I. O. Kirkham, Ltd., Specializes as Do the Chinese on All Manner of Fancy Vegetables, and so Minimizes the Appeal of the Oriental Merchants Who Are Making a Strong Bid for Trade in B.C.

IN Victoria, as well as in Vancouver, the Chinese merchants are making considerable headway in establishing themselves in the retail grocery business. It is quite probable that one of their best leverages into the business with the Canadian trade is the splendid display of all kinds of vegetables that these Chinese merchants always feature. Of course practically all the vegetables produced in British Columbia are grown by the Chinese gardeners, and it is only reasonable to expect that they would have plentiful supplies of all varieties, but they also make it an invariable rule to stock all vegetables, whether from California or wherever produced.

When the woman purchaser on her marketing expedition, is attracted to the Chinese store with its complete display of vegetables, she is a prospective customer for the general grocery line that the Chinese stores are gradually working into.

H. O. Kirkham, Ltd., has struck the

right note in holding the white trade for the white merchants by making a special feature of their vegetable department. They have quite as good an assortment as it is possible to find in any place, and therefore they make it absolutely unnecessary for their customers to go elsewhere for green vegetables. If this were generally the case with the retail grocery stores on the Pacific Coast there would not be such temptation for the housewife to deal with the Chinese and Japanese retailers.

Of course the vegetables which the groceries would sell are grown by the Chinese gardeners,—that is understood, but on the other hand, his Barbadoes molasses may have been produced by West Indian negroes, and his canned pineapple cultivated by Hawaiian laborers, but that is no reason why he should sit back and let these various people market their commodities to his customers.

RETAIL CLERKS, WINNIPEG, ENJOY INTERNATIONAL UNION

Officers of the Retail Clerks' association of Winnipeg were elected recently. They are: President, W. Smith; vice-president, T. Cross; recording secretary, J. G. Jordon; financial secretary, Miss S. Smith; treasurer, Miss A. McQueen; warden, J. A. McDonald; executive, A. T. Clarke, Miss M. Rose, John Walker, D. Richmond. A resolution was passed supporting the Trades and Labor Council and international affiliation. The local, shattered as a result of the general strike, is now fully organized, its officers say.

Unclean Scoop Nearly Cost a Customer

The necessity of seeing that scoops are properly cleaned before using, was noticed recently in a retail store on Portage Ave., Winnipeg, Man.

A woman who was an old customer of the store came in, carrying a bag con-

taining granulated sugar; placing it on the counter, she asked for the proprietor, explained to him that there was salt mixed in the sugar, and consequently it had spoiled a quantity of fruit she had just been putting down. She was not so much concerned about the loss of the sugar as she was over the loss of the fruit and her own time.

Had it not been for the diplomatic handling of the situation by the manager, and the placing of the blame on the junior clerk, the account would surely have been lost.

TAKES CHARGE OF WESTERN FIRM

Alex. Hall, who has been connected with the Harris Abattoir Company, Toronto, for several years, latterly as assistant sales manager, has gone to Winnipeg to take charge of the business of Gordon Ironsides Feres, Packers, Ltd. Mr. Hall has many friends in Toronto who regret to know that he is leaving Toronto, but glad to hear of his additional responsibilities. He is an old Peterborough, Ont., boy, who has been connected with the packing business for a good many years.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets in groceries are generally very strong with advances shown in a number of instances, particularly on the Montreal market. Sugar is still very scarce. There are a few lines showing reductions, but in the majority of cases the trend is the other way.

MONTREAL—There are advances of importance this week and among the most important is that of an advance of 50c per cwt. for refined sugar. This is made by one refinery, bringing the price to \$11, while other quotations are still held at \$10.40 to \$10.50. A change has also been made in the differentials for some grades of yellows. One line of soap powder is advanced in price and vinegars of Canadian manufacture are marked up one cent. Lantern globes are advanced 20c per doz. "Gross" candies of the one cent variety are up 2½c per box. Baked beans are higher. Baking powder, winter wheat flour and mill feeds are all firmer and are bringing higher prices.

Among the lines on which reduced prices apply are: Crisco, flaxseed and canned blueberries of new pack. Japanese beans are selling at \$5 per bushel. Tapioca is marked down in one quarter. Evaporated apples are easier in the States and they may be here, before long. Corn syrups are active, but ruling somewhat easier. Honey is reduced in price. Canadian caraway seed is much reduced and green vegetables and fruits are lower. There is an easier tendency for grains and oat prices are less.

An improved situation is in prospect for refined sugar, raws having come to hand the past week with other shipments en route. Molasses is also arriving and the undertone is firm. Coffee is unchanged, but somewhat easier in New York. Tea is firm and active. Hay sales are limited and some think reduction of price is in order now. Altogether there is a large volume of business, and the one remark in this connection is that of the difficulty of getting all the goods necessary.

TORONTO—Continued strength in the markets for general grocery commodities marks the week insofar as Toronto is concerned. The sugar situation is still very acute and great difficulty is being experienced in securing anything like adequate supplies. One refinery has announced an advance of 50 cents

per cwt. Receipts of raws are reported at Montreal, and it is hoped that in ten days' time there may be some relief. Teas for future delivery are very high and the position of exchange on Ceylon is such as to discourage buying. Stocks on spot are becoming low, although prices to the retail trade are steady and very firm. Coffees are inclined to be easier, that is for Brazils, but the mild coffees are very firm and supplies are very limited. A feature of the markets is the strong, upward tendency in rices. New Southern rices are being offered, but a wholesaler stated that for a fancy Carolina rice, that he would have in the course of a short time, he would have to ask 20 cents per pound, a record figure for this commodity. Dried fruits are in very small supply. Seedless raisins are practically off the market and seeded ones are very strong in price. There are still some small sizes of prunes, but apricots have all been cleaned up for some time. There is a very heavy demand for spices and prices are very strong. Nuts continue to show a generally upward trend and high prices are being quoted on goods for future delivery.

In produce lines, particularly in meats, the movement is towards lower levels. Fresh meats are selling at easier figures and smoked lines, too, show declines. Lard and shortening are also lower, with butter and cheese remaining firm. There is a good demand for both poultry and fish.

WINNIPEG—There has been a very marked sagging movement in coffee during the week, but a reflection of the changed attitude in Brazil. Rio grades have suffered a very severe decline and there is the possibility that they may go even lower. Tea is in good demand and is very firm. There has been a better situation in regard to sugar stocks during the week and this has resulted in an increased demand for fruits. Sago and tapioca are being received in better quantities, but there has been no change in prices noted. Advances are expected in paper bags, brooms, confectionery and canned milk, while one large manufacturer of jams has withdrawn prices, which is anticipated to mean an increased figure. There has been a sharp decline in pork products and lard has felt the effect. Further declines in lard are expected this week.

QUEBEC MARKETS

MONTREAL, Sept. 11—Grocery markets are satisfactorily active here and there has been a general firmness in many lines. Some changes have been made in the nature of reductions, however, and the outlook is for a brisk selling this fall, with early buying advocated as a means of avoiding shortages when goods are asked for.

Soap Powder Higher; Shortening Lower

Montreal.
SOAP POWDER, SHORTENING.—Soap powder of Babbit's "1776" brand has advanced in price and is now quoted 30c higher at \$5.95 per case.

Crisco line of shortening is on a reduced price basis, the decline amounting to 70c and the present selling price being \$13.70.

Canadian Vinegars Advanced One Cent

Montreal.
VINEGARS.—Canadian make of vinegars are up. The advance is one cent per gallon and the following prices are being quoted to the retail trade: For 118 grs., per gallon, 27c; 100 grs., 23c; 88 grs., 21c; and 70 grs., 17c.

Baked Beans Higher; Lantern Globes Up

Montreal.
BEANS, LANTERN GLOBES.—Two sizes of Clark's pork and beans, baked, are marked up ten cents a case. The individual sizes are now priced at 95c per doz. and the 10c size, \$1.10.

Lantern globes are quoted up by one jobber 20c per doz., the present basis for C.B. and the ordinary styles being \$1 per doz.

Flaxseed is Less, But Soap Higher

Montreal.
FLAXSEED, SOAP.—A decline of 5c per lb. is made in the price of flaxseed of the medicinal grade. The present prices are 12-14c per lb.

Palmolive soap is now quoted at 10c per doz. higher, the present price per dozen being \$1.45.

Raw Sugars Received; One Advance Made

Montreal.
SUGAR.—Supplies of raw sugar are arriving this week and the situation is much improved, in a prospective way. This means, in a nutshell, that there will be an improvement in the delivery of sugar as soon as the refiners can melt the new raws. Two local refineries are already melting and expect to be overtaking accumulated orders toward the end of the present week. One refinery, the St. Lawrence, has advanced its price for refined sugar to \$11, and for No. 1 yellow to \$10.60. There is a greater spread of differentials now on

yellow. There is a strong undertone and prices are likely to rule firm.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	11 00
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Iceing, barrels	10 70
Iceing, 25-lb. boxes	11 10
Iceing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 00 10 10 10 50
Yellow, No. 2 (Golden)	9 90 10 00
Yellow, No. 3	9 70 9 90
Yellow, No. 4	9 60
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 08
Cubes and Dice (asst. tea), 100-lb. boxes	11 10
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar Night, per lb.	0 10

Baking Powder Higher; Gross Candies Advance

Montreal.
BAKING POWDER, GROSS GOODS.—Prices are up on Kitchen Queen Brand of baking powder. The new prices are 25c higher for the 12 oz. at \$2.50 per doz., and 20c higher per doz. for the 16 oz. size, which now sells at \$2.70.

"Gross goods," that is, candy, etc., which sell at one cent each to the kiddies, are advanced in price 2½c per box to 57½c.

Canned Blueberries \$2.25; Corn Pack to be Small

Montreal.
CANNED GOODS.—Blueberries in 2 lb. tins are reduced to \$2.25 per doz. in one quarter. There is likely, one large factor thinks, to be a short pack of corn and the opening price will probably be around \$1.85-\$1.90 per doz. Tomatoes, 3's, will perhaps be about this figure, too. Canadian asparagus tips are available now at \$4 per doz.

Montreal.
Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	5 75
Asparagus, imported (2½s)	4 85
Asparagus tops (Canadian)	4 00
Beans, Golden Wax	1 95
Beans, Refugee	1 75
Beets, new sliced, 2-lb.	0 95
Corn (2s)	2 10
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 25
Spinach, 3s	2 85
Spinach, California, 2s	3 15
Do. (wine gals.)	8 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 00
Tomatoes, 2½s	2 10
Tomatoes, 3s	2 15
Tomatoes, gallons	6 00

Pumpkin, 2½'s (doz.)	1 10
Pumpkins, gallons (doz.)	3 25
Peas, Standards	1 85
Peas, early June	1 92½
Peas, extra fine, 2s	8 00
Do., fancy, 20 oz.	1 67½
Potato, Can. sweet, 2½-lb tins	2 75
Do., 2-lb. tins	1 85
Olives (in bls, 49 wine gals.), gal.	1 85
Canned Fruits—	
Apples, 2½s, doz.	1 40
Do., 3s, doz.	1 80
Do., gallons, doz.	5 25
Blueberries, 2s	2 25
Currants, black, 2s, doz.	4 65
Do., gallons, doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40
Cherries, white, pitted	4 40
Gooseberries, 2s, heavy syrup, doz.	4 65
Do., 2s (pails)	2 77½
Peaches, 20 oz., doz.	2 80
Do., No. 2	3 75
Do., 2½ (best)	2 50
Pears, 2s	3 25
Do., 2½s	1 90
Do., 2s (light syrup)	3 60
Pineapples (grated and sliced), 2s	4 50
Do., 2½s	2 00
Plums—Lombard	2 45
Gages, Green, 2s	2 00
Do. (light syrup, 2s)	4 65
Raspberries, 2s, black or red, heavy syrup	4 65
Do., 2½s	4 65
Strawberry, 2s, heavy syrup	2 15
Canned Fish—	
Salmon—	
Chums, 1-lb. talls	1 12½
Do., ½s, flat	4 80
1 lb. talls, cases 4 doz., per doz.	2 25
Pinks, 1-lb. flat	2 75
Pinks, 1-lb. talls	1 37½
Pale, ½-lb., doz.	2 37½
Pale, 1 lb., doz.	1 62½
Pinks, ½-lb., doz.	3 75
Cohoos, 1-lb. talls	3 25
Cohoos, ½ lbs., flat	1 75
Red Springs, 1-lb. talls	4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Alaska, red, 1-lb. tall	4 50
Pilehards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Herrings, kippers, dz. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25
Haddies (lunch) (¼-lb.)	1 00
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines (case)	6 25
Norwegian sardines, per case of 100 (¼s)	26 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 20
Lobsters, ¼-lb. doz.	3 00
Do., ½-lb. tins, doz.	5 10
Do., 1-lb. talls	8 25
Do., ¾-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ½-lb. tins	3 50
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25
Sardines, French	17 50
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (es 4 doz.)	2 50
Crab meat (Japanese), doz.	6 75
Clams (river) (1 lb.), doz.	6 50
Scotch Snack, No. 1, dz., Montreal	1 90
	2 50

Beans Are Slow; Japanese at \$5.00

Montreal.
BEANS AND PEAS.—There is very little sale for beans, but the Japanese variety is meeting with favor in some quarters and these are quoted at \$5 per bushel. Supplies are considered adequate.

The outlook for peas is not encourag-

ing and there will be less probability of declines becoming manifest on this account.

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

More Rice to be Had; Tapioca is Easier

Montreal.
RICE AND TAPIOCA.—One big jobber here reports the receipt of more "B" and "CC" rice. These are being quoted at \$12.75 and \$12.50 per 100 lbs., respectively. The movement of rice is fair even at the high prices now prevailing.

Tapioca has been ruling easier the past week and is quoted down in one quarter to 13-15c per lb. Brown sago is quoted at 15-16c per lb.

Carolina	17 00	17 00
Honduras	18 00	18 00
Siam No. 2	13 00	13 00
Siam (fancy)	12 00	12 00
Rangoon "B"	12 75	12 75
Rangoon CC	12 50	12 50
Mandarin	13 75	13 75
Pakling	13 00	13 00
Patna	0 14	0 15 1/2
Japan	0 16	0 16
Broken rice, fine	7 00	7 50
Do., coarse	8 50	8 50
Tapioca, per lb. (seed)	0 13	0 15
Tapioca (pearl)	0 13	0 15
Tapioca (flake)	0 12 1/2	0 13
Sago (brown)	0 15	0 16

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

Nut Markets Firm Without Change

Montreal.
NUTS.—The markets are decidedly firm and there is a fair domestic demand, seasonably speaking. It would now appear that this fall's prices on the line will rule high. At the moment, some varieties are hard to procure.

Almonds, per lb.	0 28	0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 28	0 33
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 26 1/2	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb....	0 32	0 35
Peanuts—		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish.....	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans (new Jumbo), per lb....	0 32	0 35
Pecans, large, No. 2, polished..	0 32	0 35
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans, "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 90	0 90
Walnuts (Spanish)	0 30	0 33

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

New Package Raisins; Apples May be Less

Montreal.
DRIED FRUITS.—There has been a marked improvement in the enquiry for export prunes, etc. Whether large business will develop is not clear at this

time, but this may be brought about. Apples of the evaporated sort have weakened in the United States market and with the advance of the season there may be declines here before long. A fair demand continues.

Apricots, slabs	0 25	0 25
Apples (evaporated)	0 22	0 22
Peaches (fancy)	0 27	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 25	0 25
Drained Peels (old)—		
Citron	0 45	0 45
Lemon	0 36	0 36
New—Lemon	0 41	0 42
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateis, 2 crown	0 16	0 16
Do., 3 crown	0 18	0 18
Cal. seedless, cartons, 16 oz.	0 23	0 23
Choice seeded, 12 oz.	0 14	0 14
Fancy seeded, 16 oz. pkgs.	0 14	0 14
15 oz.	0 16	0 16
11 oz.	0 13 1/2	0 13 1/2
Choice seeded, 15 oz.	0 13	0 13
Seedless, 15 oz. pkg.	0 23	0 23
Currants, old pack, 15 oz.	0 24	0 24
Currants (Amarites), loose	0 27 1/2	0 27 1/2
Dates, Excelsior, per case (36-10s)	6 25	6 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.).....	7 25	7 25
Packages only, Excelsior	0 20	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	5 40
Do. (28 8-oz. boxes)	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Figs, Spanish (cooking), 22-lb. boxes	0 14	0 14
Prunes (25-lb. boxes)—		
30-40s	0 32	0 32
60-70s	0 25	0 25
70-80s (25-lb. box)	0 22	0 22
80-90s	0 19	0 19
90-100s	0 16	0 17
100-120s	0 14	0 14
Peels—		
Orange	0 37	0 37
Cut mixed (1-lb. cartons), doz. 4 10	4 80	4 80
In 36 lb. case	12 75	12 75
Cut, 10-lb. boxes (lb.)	0 48	0 48

Corn Syrups Easier; Molasses Arriving

Montreal.
SYRUPS, MOLASSES.—The market undertone for corn syrups is somewhat easier and it is possible, though not definitely defined, that some revision downward may be made ere long. The demand has kept up wonderfully well and refiners have been receiving many orders.

New crop molasses has been coming to hand this week and the undertone is very firm, one jobber stating that as much as 90c, wholesale, was being asked for fancy grades.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/2	0 08 1/2
Half bbls.	0 08 1/2	0 08 1/2
Kege	0 08 3/4	0 08 3/4
2-lb. tins, 2 doz. in case, case ..	5 45	5 45
5-lb. tins, 1 doz. in case, case ..	6 05	6 05
10-lb. tins, 1/2 doz. in case, case ..	5 75	5 75
20-lb. tins, 1/4 doz. in case, case ..	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 38 1/2-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case ..	5 95	5 95
5-lb. tins, 1 doz. in case, case ..	6 55	6 55
10-lb. tins, 1/2 doz. in case, case ..	6 25	6 25
20-lb. tins, 1/4 doz. in case, case ..	6 20	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	7 50	7 50
Barrels, per 100 lbs.	10 90	10 90
Half barrels, per 100 lbs.	10 25	10 25
Glucose, 5-lb. cans (case)	4 80	4 80

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

Barrels	0 98
1/2 barrels	1 00

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

Honey Sells For Less; May be Lower Still

Montreal.
HONEY.—There is quite a lot of old crop honey still available and the prices have been marked down. Apiarists still hold out for very high prices on new honey, but it is felt that there will be a lower basis in view of the fact that export demand is much less than it was a year ago.

There is a seasonable but limited demand for maple products.

Maple Syrup—		
13 1/2-lb. tins (each) (nominal) 2 50	2 60	2 60
10-lb. cans, 6 in case, per case 15 10	20 15	20 15
5-lb. cans, 12 in case, per case 17 10	21 05	21 05
2 1/2-lb. cans, 24 in case, per case 18 50	21 30	21 30
Maple Sugar (nominal), small lots 0 27	0 32	0 32
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 26	0 26
In tins, 60 lbs., per lb.	0 24	0 24
30-lb. pails	0 25	0 25
10-lb. pails	0 25	0 25
5-lb. pails	0 25	0 25
Buckwheat, 5-lb. tins, lb.	0 18	0 18

Coffee is Holding; Unsettled Outside

Montreal.
COFFEE, COCOA.—Sales of coffee have been large right along and this has been a remarkably active season, roasters and importers state. The basis has held here without change, but there is a somewhat easier feeling in the United States market.

Cocoa is not a big seller at present and the undertone is somewhat easier, if anything.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42 1/2	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39 1/2
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	5 25	5 25
In 1/2-lbs., per doz.	2 75	2 75
In 1/4-lbs., per doz.	1 45	1 45
In small size, per doz.	1 10	1 10

Tea Movement is An Active One

Montreal.
TEA.—A brisk sale for various teas is reported and in some quarters there has been a heavier demand for the medium-priced and lower grades. Prices are still tending to advance. The new crop teas coming to hand are said to be excellent in their "cup" quality.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Caraway Seed is Reduced in Price

Montreal.
SPICES.—In a general way the spice markets are firm and steady with a good

demand for most lines prevailing. The one change of the week is that for caraway seed and this has slumped greatly to 30-40c per lb. The reason given for this is the arrival of new crop.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 55
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 30	0 40
Gl-ger (Cochin or Jamaica)	0 30	0 35
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 30	0 40
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in palls	0 21	0 28
Pimento, whole	0 20	0 22

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

Package Cereals Are in Active Demand

Montreal.
CEREALS.—An active sale obtains for package cereals, but as far as cornmeal and rolled oats are concerned the movement is less marked. Price tendencies are somewhat easier for corn products and oats are somewhat lower this week, but with no changes made in the price of milled product. Oat flakes are quoted at \$5.60 per case.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	
Golden	5 75	
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 00	6 50
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	4 60	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	6 25	5 50
Rolled oats (family pack), case		5 50
Rolled oats (small size), case		2 00
Oat flakes (case 20 pkgs.)		5 60
Rolled wheat (100-lb. bbls.)		7 10
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Puffed wheat, c/s	4 25	
Puffed Rice	5 25	
Wheat Food, 18, 1½s.	3 25	
Tapioca flour, lb.	0 16	0 16

Winter Wheat Flours Have Been Advanced

Montreal.
FLOURS.—There is a fair sale for flour in this market and the outlying buyers are said to have but limited stocks. The one change of the week has been that of a higher basis for winter wheat flours and on which the price to the trade will probably be considered and fixed by the Government this week. New Western flour will be available ere long, it is expected.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	
Per bbl., in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	
Winter wheat flour (bbl.)	10 75	

Feeds Ruling High; Barley Crop Up

Montreal.
FEEDS.—There has been a very heavy demand for feeds and the prices have been quite nominal in view of this. Supplies are quite inadequate to meet the needs promptly and some are understood to be paying high prices for their requirements. Barley chop is quoted up to \$64 to \$75 per ton.

FEEDS—		
Shorts—		
Mixed cars	55 00	
Brn—		
Mixed cars	45 00	
Crushed oats	60 00	68 00
Barley chop	64 00	75 00
Special, middlings	56 00	
Feed flour (98 lb. sack)	3 75	
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	56 50	
F.O.B. Fort William	55 00	

Grains Are Down; Light Hay Demand

Montreal.
GRAINS AND HAY.—There has been an easier feeling for grains this week and prices are off one and a half to five cents for oats, and at this there is a very satisfactory demand. The condition of the hay market is rather unchanged, demand being for limited quantities to supply immediate needs. The farmers are said to be holding out for high prices.

Good, No. 1, per 2,000-lb. ton	25 00	
Do., No. 2	23 00	
Do., No. 3	22 00	21 00
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	1 01	
No. 3 C. W.	0 99	
Extra feed	0 97	
No. 1 feed	0 97	
No. 2 feed	0 98	
Barley—		
No. 3 extra Ontario	1 57	
No. 3	1 56	

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

Grapes, Plums and Melons Are Lower

Montreal.
FRUITS.—Prices have declined this week on plums, and Montreal melons are also down. Canteloupes are now selling at \$1.25 per basket of one dozen. Grapes

are more plentiful and are to be had at 50c per basket. Apples are to be had in greater variety.

Apples—		
Hampers	2 50	3 00
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Alexander		
Wealthy		
Yellow Transparent Strawberry	4 50	5 00
Apricots, box		3 25
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.		0 30
Do., (11 baskets)		3 75
Canteloupes, basket (12)		1 25
Grapefruit (fancy Porto Rico)	4 50	5 50
Grapes (box) (30 lbs.)		3 50
Grapes, basket		0 50
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.		10 00
Pears, California (110 size)	4 50	4 75
Peaches, California (box)	1 75	2 00
Peaches (small basket)		0 50
Plums, crate		2 50
Oranges, Cal., Valencias	6 50	7 00
Do., 150		4 50
Do., 176		5 00
Do., 200-216		5 00

Potatoes Are Lower; Coarse Vegetables

Montreal.
VEGETABLES.—Lower prices are quoted this week for potatoes of new crop and Montreal variety are selling at \$1.75 per bag, and in some instances they can be had for \$1.50. There appears to be a large production in this province. Coarse vegetables, such as carrots, beets, turnips, etc., are also quoted down. The markets have been decidedly active and tomatoes have sold down to 40-50c per doz. A shipment of Spanish onions came to hand this week and these are offered at \$7 per crate.

Beans, new string, Montreal, 20-lb. bag	1 25	
Beets, new, bag (Montreal)	1 25	
Cucumbers (Montreal), doz.	0 15	
Chickory, doz.	0 75	
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag		1 25
Celery, doz.		1 00
Corn (per bag, doz.)	0 15	0 20
Lettuce (curly), doz.		0 25
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 50
Onions, Texas, hamper		4 00
Yellow, 95-lb. sack		7 00
Red, bag		3 00
Spanish, crate		7 00
Parsley (Canadian)		0 20
Potatoes, Montreal (90-lb. bag)	1 50	1 75
Radishes, doz.		0 25
Rhubarb, doz.		0 25
Spinach, box		0 75
Turnips, Quebec, bag		2 00
Do., Montreal		1 25
Do., new, doz.		0 40
Tomatoes (Montreal), 30-lb. box		0 50
Do., Rose		1 00
Do., hothouse, lb.		0 28

ONTARIO MARKETS

TORONTO, Sept. 12—The sugar situation is very acute at the present time, more so in fact than it has been since the scarcity was first felt. Supplies among wholesalers are practically nil. The St. Lawrence refinery has announced another advance of 50 cents per cwt., but they have no sugar to sell. Teas show steady advances in futures, but coffee futures are slightly easier. Rice is very strong and nuts show rapidly increasing values.

Sugar Situation is Still Very Acute

Toronto.
SUGAR.—There is no improvement

in the sugar situation, and as far as the Toronto market is concerned, it is more acute. In fact, retailers are only able to secure very small quantities, the public in the past week experiencing some

difficulty in securing supplies. The St. Lawrence Company has announced another increase in quotations, this time amounting to 50 cents per cwt., making the price on the basis of Toronto delivery, \$11.21. The other refineries continue quotations unchanged. Some wholesalers report yellow sugars almost as scarce as the granulated. Representatives of refineries here state that the situation ought to soon right itself, and that the possibility of 18 cent sugar, as has been predicted, is very remote.

St. Lawrence, extra granulated 11 21
 Atlantic, extra granulated 10 71
 Acadia Sugar Refinery, extra granulated. 10 71
 Can. Sugar Refinery, extra granulated. 10 61
 Dom. Sugar Refinery, extra granulated. 10 16
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Corn Syrups Steady

Toronto.
MOLASSES, CORN SYRUPS.—There are no changes in quotations on molasses and corn syrups. The market for the same is steady and firm, with very little moving. The demand continues quiet, as it has been now for some weeks.

Corn Syrups—
 Barrels, about 700 lbs., yellow, per lb. \$0 08 1/4
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls. 5 95
 Cases, 2-lb. tins, white, 2 doz. in case 6 55
 Cases, 5-lb. tins, white, 1 doz. in case 6 25
 Cases, 10-lb. tins, white, 1/2 doz. in case 5 45
 Cases, 2-lb. tins, yellow, 2 doz. in case 6 05
 Cases, 5-lb. tins, yellow, 1 doz. in case 5 75
 Cases, 10-lb. tins, yellow, 1/2 doz. in case 0 08
Cane Syrups—
 Barrels and half barrels, lb. 1/4 bbls., 1/2c over. 7 00
 Cases, 2-lb. tins, 2 doz. in case

Molasses—
 Fancy, Barbadoes, barrels 1 10 1 15
 Choice Barbadoes, barrels 1 09
 West India, bbls., gal. 0 44
 West India, No. 10, kegs 6 50
 West India, No. 5, kegs 3 25
 Tins, 2-lb., table grade, case 2 doz., Barbadoes 4 90
 Tins, 3-lb. table grade, case 2 doz., Barbadoes 6 75
 Tins, 5-lb., 1 doz. to case, Barbadoes 5 30
 Tins, 10-lb., 1/2 doz. to case, Barbadoes 5 20
 Tins, No. 2, baking grade, case of 2 doz. 3 50 4 00
 Tins, No. 3, baking grade, case of 2 doz. 4 70 6 50
 Tins, No. 5, baking grade, case of 1 doz. 3 75 6 20
 Tins, No. 10, baking grade, case of 1/2 doz. 3 60 6 00
 West Indies, 1 1/2s, 48s. 4 60 6 95

Package Goods Sell at Firm Figures

Toronto.
PACKAGE GOODS.—All kinds of package goods are selling well at firm prices. There is a brisk demand for the same, particularly for the rolled oats and corn flakes. With the cooler weather prevailing again there is a better inquiry for rolled oats. There is a

normal request for such package lines as corn starch and laundry starch.

PACKAGE GOODS
 Rolled Oats, 20s round, case \$5 60
 Do., 20s square, case 5 10 5 60
 Do., 36s, case 4 00
 Do., 18s, case 2 00
 Corn Flakes, 36s, case 4 00 4 25
 Porridge Wheat, 36s, regular, case 6 00
 Do., 20s, family, case 5 80
 Cooker Package Peas, 36s, case 3 60
 West Indies, 1 1/2s, 48s 4 60 6 95
 Cornstarch, No. 1, lb. cartons. 0 11 1/2 0 11 3/4
 Do., No. 2, lb. cartons 0 10 1/4
 Laundry starch 0 10
 Laundry starch, in 1-lb. cartons 0 12
 Do., Do., in 6-lb. tin canisters 0 13 1/4
 Do., Do., in 6-lb. wood boxes 0 13 1/4
 Potato Flour, in 1-lb. pkgs. 0 16
 Fine oatmeal, 20s 5 60
 Cornmeal, 24s 3 65
 Farina, 24s 2 61
 Barley, 24s 2 35
 Wheat flakes, 24s 5 40
 Wheat kernels, 24s 4 50
 Self-rising pancake flour, 24s 3 30
 Buckwheat flour, 24s 3 30

Canned Peas Sell at High Figures

Toronto.
CANNED GOODS.—Canned peas are such a small pack this year, that already quotations to the trade are five cents higher than the opening figures. The Standard peas are selling at from \$2.02 1/2 to \$2.07 1/2. Sweet wrinkles are selling at from \$2.45 to \$2.50, and are in very small supply. Canned salmon continues to sell freely, but canned lobster is very scarce, there being hardly any among Toronto dealers. Some wholesale houses have some half pound sizes, selling at \$6 per dozen. Canned fruits and jams are selling at firm figures.

Salmon—
 Sockeye, 1s, doz. 4 75
 Sockeye, 1/2s, doz. 2 95
 Alaska reds, 1s, doz. 4 25 4 50
 Do., 1/2s 3 00
 Chums, 1-lb. tins 2 35 2 60
 Do., 1/2s, doz. 1 35 1 45
 Pinks, 1-lb. tins 2 35 2 60
 Do., 1/2s, doz. 1 35 1 50
 Cohoes, 1-lb. tins 2 00 2 10
 Cohoes, 1-lb. tins 3 75 3 90
 Red Springs, 1-lb. tins 3 75 4 25
 White Springs, 1s, dozen 2 30 2 35
 Lobsters, 1/2 lb., doz. 6 00
 Do., 1/4-lb. tins 1 75 1 90
 Whale Steak, 1s flat doz. 1 75 2 10
 Pilehards, 1-lb. tins, doz. 1 75 2 10

Canned Vegetables—
 Beets, 2s, dozen 1 95
 Tomatoes, 2 1/2s, doz. 2 25
 Peas, standard, doz. 1 97 1/2 2 02 1/2
 Peas, early June, doz. 2 12 1/2 2 17 1/2
 Do., Sweet Wrinkle, doz. 2 40 2 45
 Do., extra sifted, doz. 2 77 1/2 2 82 1/2
 Beans, golden wax, doz. 3 85 4 25
 Asparagus, tins, doz. 2 50
 Asparagus butts, 2 1/2s, doz. 2 15 2 25
 Canadian corn 1 25
 Corn, American, 2s, doz. 1 99
 Pumpkins, 2 1/2s, doz. 2 52 1/2 2 80
 Spinach, 2s, doz. 1 00
 Do., 2 1/2s, doz. 2 00
 Do., 10s, doz. 10 00
 Pineapples, sliced, 2s, doz. 2 07 1/2 2 10
 Do., shredded, 2s, doz. 2 65 4 52 1/2
 Rhubarb, preserved, 2s, doz. 5 00
 Do., preserved, 2 1/2s, doz. 2 65 4 52 1/2
 Do., standard, 10s, doz. 5 00
 Apples, gal, doz. 2 87 1/2
 Peaches, 2s, doz. 2 35 2 87 1/2
 Pears, 2s, doz. 2 40
 Plums, Lombard, 2s, doz. 4 35 4 40
 Do., Green Gage 4 65 4 75
 Cherries, pitted, H. S. 5 25
 Raspberries, 2s, H.S. 2 10 2 35
 Strawberries, 2s, H.S. 2 10 2 35
 Blueberries, 2s 3 40 3 45
Preserved Fruits, Pint Sealers—
 Peaches, pint sealers, doz. 0 90
Jams—
 Apricot, 4s, each 4 50
 Black currants, 16 oz., doz. 1 10
 Do., 4s, each 0 84
 Gooseberry, 4s, each 0 88
 Peach, 4s, each 3 45
 Red currants, 16 oz., doz. 4 50
 Raspberries, 16 oz., doz. 1 10
 Do., 4s, each

Strawberries, 16 oz., doz. 4 50
 Do., 4s, each 1 15

Dried Fruits Are in Small Supply

Toronto.
DRIED FRUITS.—The quantities of dried fruits on the market are extremely scarce. Wholesalers state that there are scarcely any seedless raisins on the market just now, and the seeded raisins are in short supply. Even at the sharp advances on the new crop, the trade is ordering freely, showing that they can sell them even at the abnormal figures. Seed raisins are selling at 18 and 18 1/2 cents per pound. There are a few small sized prunes on the market, but apricots have all been cleaned up now for some time. There should be apricots available in a short time. Peaches, too, are off the market.

Apricots, unpitted
 Do., fancy, 25s
 Do., choice, 25s
 Do., standard, 25s
Imported Peels, American
 Lemon 0 44
 Orange 0 48
 Citron 0 47
Currents—
 Grecian, per lb. 0 22 0 23
 Australians, 3 Crown, lb. 0 22 0 23
Dates—
 Excelsior, pkgs., 3 doz. in case 6 50
 Dromedary, 3 doz. in case. 7 50
Taps, lb.
 Malagas, lb.
 Comadre figs, mats, lb.
 Smyrna figs, in bags 0 18 0 19
 Cal., 4 oz. pkgs., 70s, case. 5 00
 Cal., 8 oz., 20s, case 3 25
 Cal., 10 oz., 12s, case 3 25
Prunes—
 30-40s, per lb.
 40-50s, per lb.
 50-60s, per lb.
 60-70s, per lb. 0 26 1/2
 70-80s, per lb.
 80-90s, per lb.
 90-100s, per lb.
 100-120s, per lb. 0 15 1/2
Peaches—
 Standard, 25-lb. box, peeled.
 Choice, 25-lb. box, peeled.
 Fancy, 25-lb. boxes
 Practically peeled, 25-lb. boxes
 Extra choice, 25-lb. box, peeled

Raisins—
 California bleached, lb.
 Extra fancy, sulphur, blech., 25s
 Seedless, 15-oz. packets 0 23
 Seeded, fancy, 1-lb. packets
 Seeded, 15-oz. packets 0 18 0 18 1/2
 Seedless, Thompson's, bulk 0 20
 Seedless, 16-oz. packets 0 20
 Crown Muscats, 25s 0 16 1/2 0 17

Cereals Are Holding Firm

Toronto.
CEREALS.—The market for cereals in bulk is very strong, with no changes reported in prices this week. Indications in the markets for the raw products, point to high levels prevailing for some time to come. The new crop of barley is a short one, and oats is not as heavy as usual. Barley, both pearl and pot kinds, are very firm. Roll oats and cornmeal too, are very strong.

Single Bag Lots F.o.b. Toronto
 Barley, pearl, 98s 5 50 6 00
 Barley, pot, 98s 4 25 4 50
 Barley Flour, 98s 4 50
 Buckwheat Flour, 98s 7 25 8 00
 Cornmeal, Golden, 98s 5 75 6 50
 Do., fancy yellow, 98s 5 75 6 50
 Hominy grits, 98s 5 25
 Hominy, pearl, 98s 5 00 5 25
 Oatmeal, 98s 6 25
 Oat Flour 4 50
 Rolled oats, 90s 5 75
 Rolled Wheat, 100-lb. bbl. 6 50 7 00
 Breakfast Food No.1 6 15

Do. No. 2	6 15
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	6 50
Blue peas, lb.	0 10

Steadily Advancing Market in Teas

Toronto.

TEAS.—Most of the Toronto distributors of teas have not changed their prices to the retail, but all report present stock on spot as being very low. The market in futures continues to show advances, and the situation at primary points is one rapidly progressing to higher levels. Consequently, when these new teas come on the market, spot quotations are bound to be higher. Just now stocks that have been held for some time, are finding their way to the trade, and these, dealers are able to dispose of at steady figures.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Easier Sentiment in Coffee Market

Toronto.

COFFEES.—While coffee quotations generally remain at strong figures, there is an easier sentiment in the market, on account of lower tendencies at primary points. Just how permanent this will be is hard to say, but as far as present spot prices are concerned, there is no change, on account of the fact that coffee now being sold was purchased at high figures. Stocks held by importers are not at all large, and there is a steady, active demand for it.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 52	0 52
Maraconibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	0 30	0 32
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

Brisk Inquiry For All Spices

Toronto.

SPICES.—With the pickling season at its height, there is an enormous demand for spices of all kinds, and prices for the most part are very firm, with no changes as compared with a week ago. Celery seed is inclined to be a bit scarce. It is selling at 75 cents per pound. Cloves are bringing from 70 to 75 cents per pound. Peppers are unchanged. All spices are in very active demand, and quotations are likely to remain high until the pickling season is over. French pure cream of tartar is selling at from

75 to 80 cents per pound. Supplies are still very limited.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, select, whole, 100s.	0 45	0 50
Do., 80s	0 65	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 80	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	3 25	3 25
8-oz. tins, doz.	6 75	6 75

Rice to Arrive; Will Sell High

Toronto.

RICES.—Some Carolina rice is expected on the market at an early date, and some wholesale dealers told CANADIAN GROCER that it would have to sell at 20 cents per pound, an unprecedented figure for rice. It is a fancy rice, and the price indicates the trend of the market. All prices are very strong. The best on the market, and some of the rice at present available is of very poor quality, is selling at from 15 to 17 cents per pound. Tapioca is as strong as ever, going to the trade at from 14½ to 15½ cents. Sago is from 14 to 15 cents.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	18 00	18 00
Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	13 00	14 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	16 00	16 00
Do., Simin	16 00	16 00
Do., Mujin, No. 1	14 00	14 00
Do., Paking	0 13¼	0 13¼
White Saso	0 14¼	0 16¼
Tapioca, per lb.	0 14¼	0 16¼

Nuts Continue Upward Trend

Toronto.

NUTS.—As has been announced previously in CANADIAN GROCER, the likelihood of lower prices prevailing in nuts is very remote. The tendency is all towards higher levels, and each week sees new advances in the markets at primary points. All kinds of nuts are very strong. Shelled filberts are quoted to the trade at from 55 to 57 cents per pound. Spanish peanuts are selling to the retail at 22 cents, but it would cost 24 cents per pound to-day for Spanish peanuts laid down in Toronto. Chinese peanuts are also higher at 20 cents per pound to the trade. Unsweetened coconut is very strong, and has advanced another cent per pound this week to 37 cents. The sweetened kind is also very high at 43 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 38	0 38
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 00	10 00

Cocoanut, unsweetened, lb.	0 36
Do., sweetened, lb.	0 43
Peanuts, Jumbo, roasted	0 18
Brazil nuts, lb.	0 21
Shelled—	
Almonds, lb.	0 62
Filberts, lb.	0 50
Walnuts, lb.	0 86
Peanuts, Spanish, lb.	0 22
Do., Chinese, 30-32 to oz.	0 16
Brazil nuts, lb.	0 88

Honey Holders Want Higher Price

Toronto.

HONEY, MAPLE SYRUPS.—There is not a great deal of new honey being bought at the present time. Holders are refusing the bids of the dealers, who are trying to buy honey around 20 cents per pound. The price in the Old Country is much easier, and this fact may have something to do with influencing the prices here. Quotations to the trade are unchanged. Maple syrup is steady, and moving a little more freely.

Honey, Clover—	
5-lb. tins	0 24
2½ tins	0 25
10-lb. tins	0 24
60-lb. tins	0 24
Buckwheat, 50-lb. tins, lb.	0 18
Comb, No. 1, fancy, doz.
Do., No. 2, doz.
Maple Syrup—	
¾-lb. tins, 10 to case, case	17 00
Wine qt. tins, 24 to case, case	16 00
Wine ½ gal. tins, 12 to case, case	15 00
Wine 1 gal. tins, 6 to case, case	14 00
Imperial 5 gal. cans, 1 to case, case	14 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 29

Beans Moving a Little Slowly

Toronto.

BEANS.—The market in beans is a little slow just now, but prices are very firm at unchanged figures. Indications point to a fairly heavy crop in beans this year.

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

Can. Peaches Are at High Prices

Toronto.

FRUITS.—Canadian peaches are arriving very freely now, and are in active demand. The leno covered baskets are selling at from \$1.40 to \$1.65 in the large sizes, and at from 85 cents to \$1 in the small baskets. The large flat baskets are from \$1.25 to \$1.50, and the small ones are from 85 cents to \$1. Plums in large baskets are selling at from \$1.25 to \$1.50. Apples are very scarce, and in 11 quart baskets are bringing 60 cents, and in barrels from \$6 to \$8. Canadian grapes are from 45 to 60 cents a small basket. Large baskets of blueberries are from \$2.50 to \$2.75. Imported fruits are in demand, and pears and Colorado peaches are selling well.

Bananas, Port Limons	0 07¼
Valencia Oranges—	
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 300s, 360s.	5 75
Cal. Grapefruits, 70s, 80s.	7 00
Lemons, Messina Verdellis, box.	7 00
Blueberries, 11-qt. basket	2 50
Watermelons	1 00
Colorado peaches, boxes	2 00
Domestic peaches—	
Leno covered, 11 qt.	1 40
Do., 6 qt.	0 85
Flat covered, 11 qt.	1 25

Do., 6 qt.	0 75	0 80
Plums, 11 qts.	1 25	1 50
Do., 6 qts.	0 75	0 90
Apples, 11 qts.	0 60	0 60
Do., barrels	5 00	6 00
Cal. Apples, Gravensteins, box.	4 00	4 00
Cal. Bartlett Pears, box.	4 00	4 75
Can. Pears, 11 qts.	0 75	0 90
Cal. Gravenstein Apples, box, all sizes	4 09	4 25
Grapes, Cal. Malaga, crate.	3 25	3 50
Can. Grapes, 6 qts., lenos.	0 60	0 60
Do., flats	0 45	0 45
Can. Cantelopes—		
Salmon flesh, 16 qts.	1 00	1 00
Sugar Sweets, 16 qts.	0 75	0 85

Ont. Potatoes

Selling Easier

Toronto. VEGETABLES.—Ontario potatoes are quoted a little easier this week, at from \$2.50 to \$2.65 per bag. Delawares are \$3 per bag. Beets and carrots are selling at from \$1.25 to \$1.50 per bag. Canadian onions in 75 lb. bags are from \$3.75 to \$4. Peekaboo onions are \$5.50 per 100 lbs. Spanish onions are \$7.50 per crate. Tomatoes and cucumbers are very easy and are selling freely. Celery is from 50 to 60 cents per dozen. New shipments of gherkins have arrived and are selling at \$3.25 per 11 quart baskets.

Beets, bag	1 25	1 50
Cabbage, hamper	1 50	2 00
Carrots, per bag	1 25	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks.	3 75	4 00
Do., 100 lbs	5 00	5 50
Peekaboo Onions, 100 lbs.	5 50	5 50
Spanish Onions, large crates.	7 50	7 50
Parsley, per basket	1 00	1 00

Peppers, green, doz.	0 75	0 75
Do., red	1 25	1 25
Celery, doz.	0 50	0 60
Wax Beans, Can., 11-qt. basket.	0 60	0 60
Do., 6-qt. basket	0 35	0 35
Cucumbers, 11 qt. basket	0 35	0 40
Potatoes—		
Delawares, bag	3 00	3 00
Ontarios, 90-lb. bag.	2 50	2 65
Ontarios, No. 2s	2 25	2 25
Turnips, bag	0 30	0 40
Marrows, basket	0 50	0 50
Tomatoes, 11-qt. basket.	0 35	0 40
Can. Corn, doz.	0 20	0 20
Egg plant, 11-qt. basket.	0 75	0 75
Gherkins, 11 qts.	0 75	1 25
Sweet Potatoes	3 25	3 25

Manitoba Flour

Arriving Freely

Toronto. FLOUR.—The market in flour is strong, at unchanged quotations. The movement of new Manitoba flour is freer now, and the demand is being met almost entirely by the new flour.

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

In 11 lb. bags	11 15
In jute bags	11 00

Heavy Inquiry

For Millfeeds

Toronto. MILLFEEDS.—Both bran and shorts are in heavy demand, but the difficulty is to secure sufficient supplies to fill it. Prices are high and very firm, and there is little likelihood of lower levels prevailing for some time to come.

Bran, per ton	55 25
Shorts, per ton	45 25

have advanced from three to five cents per pound on the Columbia market.

Sago and Tapioca
in Better Supply

Winnipeg. SAGO AND TAPIOCA.—While the price remains unchanged, there is considerable more being offered to the trade.

May Advance

Jam Prices

Winnipeg. JAM.—One of the largest jam manufacturers has notified jobbers here to withdraw all prices on jams. This bears out our statement in a recent issue that prices would advance over the opening prices.

Canned Milk

May Advance

Winnipeg. CANNED MILK.—Prices are expected to advance any time on canned milk. U S. manufacturers advanced their price \$1 per case recently.

California Fruit Pack

Will be Late

Winnipeg. CALIFORNIA FRUIT.—There has been no California fruit reach this market yet. The Government has not definitely decided re the new regulation regarding labels.

This will necessarily make deliveries unusually late.

The pack is reported to be below that of the past few years.

Better Sugar Supplies

Increase Fruit Sales

Winnipeg. FRUIT.—Fruit prices remain the same. Prices, if anything, are a trifle firmer. A heavier demand is reported this week on account of a more plentiful supply of sugar.

Supplies are good. Jobbers report that they are receiving sufficient to meet their demands.

WAYS AND WAYS OF ADVERTISING

Thus does the Fon L. Johnson Brokerage Co., Joplin, Mo., encourage the sale of beans:

"We sat in the market place and called to you to buy beans. Did you do it? If you did, it is well; if you did not, it isn't too late yet. But it would be criminal negligence to delay any longer.

"We look for the buying movement to become general this week and next Shut your eyes and buy beans; you won't go wrong.

"The world's greatest car shortage is coming this fall."

"Thrice armed is he who hath his quarrel just."

"And four times he who gets his lick in fust."

WINNIPEG MARKETS

WINNIPEG, Sept. 10—There has been a good deal of interest in the coffee market this week, sharp declines being registered, with others in prospect. Tea is firm, as are also many lines of fruit, owing to improved deliveries of sugar, but otherwise there is a fairly general tendency to easier prices.

Advance Expected in Paper Bags and Brooms

Winnipeg. PAPER BAGS AND BROOMS.—Advances are looked for in the very near future on both manila paper and manila paper bags.

A keen demand for broom corn is reported and higher prices are being paid. Prices here are unchanged, but in view of the present situation regarding the corn crop in general, it is looked upon by some that brooms are due for an advance almost immediately.

Coffee Market

Sags Badly

Winnipeg. COFFEE.—Coffee market is sagging fast. Rio has dropped from the high point of 26c per pound to the low point of 19c.

Santos is being quoted at 30¼c per pound on New York market.

Speculators are unloading very rapidly, but are not purchasing to replenish their supplies. It is thought that Rio may go even lower, as there has been nothing to justify the high price it has been fetching at.

Santos may stiffen a little, as there is nothing to warrant a decline in this.

Sharp Advances Expected on Confectionery

Winnipeg. CONFECTIONERY.—Sharp advances are looked for. Local manufacturers say they cannot continue to operate much longer at the present prices. Eastern manufacturers have advanced their prices from three to four cents a pound.

Tea Continues

Very Firm

Winnipeg. TEA.—Tea market reports are very strong. Ceylon shows an advance of three cents per pound. The finer teas

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., September 9.—An advance on flour was recorded last week, but in the meantime has been cancelled. Sago and tapioca are from 13 to 15 cents. Farley, pork and beans, snap tobaccos and cigars are slightly higher this week. Bacon and hams have dropped ½ cent to 2 cents per pound. Lard, threes, are \$21.30. Sugar has advanced 45 cents. The new pack of B. C. tomatoes, 2½s, are quoted in some quarters at \$4.80. Strawberries, 2s, are from \$9 to \$9.85. Raspberries, 2s, are from \$9.50 to \$9.85. Cherries, red, pitted, are from \$9 to \$9.50. New prunes will arrive in two weeks. The price for 90-100c will be 21½ cents, 70-80s 22¾ cents, and 50-60s at 23¾ cents.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.		10 70
Rolled oats, 80s		4 50
Rice, Siam		0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 13	0 15
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt		11 97
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	21 00	30 00
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case		4 80
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.		0 23
Apricots, evaporated, 25s		0 40
Peaches, evaporated, lb.		0 30
Prunes, 90-100s	0 21½	0 22¾
Do., 70-80s		0 23¾
Do., 50-60s		0 23¾
Salmon, pink tail, case		10 25
Salmon, Sockeye, tall, case		18 00
Do., halves	18 00	19 00
Potatoes, per ton		40 00
Oranges		7 25
Lemons	9 00	10 00
Grapefruit		7 50
Cantaloupes, crate		6 00
B.C. Raspberries	4 75	5 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., September 9.—The market saw few changes this week. Business is good. Collections are well up to the average. The sugar situation is still unsettled. Supplies are not very plentiful. Prices are unchanged. Dairy butter shows slight advance at 50 cents. Fresh eggs are quoted at from 60 to 65 cents; case eggs are 57 cents. Fall ar-

rivals of peas are reported. Standard peas are quoted at from \$4.20 to \$4.30. Advices state evaporated apples will be higher. No stocks are reported yet. Rolled oats are easier at \$12.

Flour, No. 1 patents, bbls., Man.	\$12 60	
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 88	0 89
Sugar—		
Standard, granulated		10 60
No. 1, yellow		10 10
Cheese, New Brunswick	0 28	0 28½
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 60	0 65
Eggs, case		0 57
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.		0 56
Butter, dairy, per lb.		0 50
Butter, tub		0 43
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 33	0 34
American clear pork	68 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case		4 90
Raspberries, 2s, Ont., case		
Peaches, 2s, standard case		4 70
Corn, 2s, standard case		4 20
Peas, standard case		4 30
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.		6 00
Potatoes, barrel		6 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	4 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins		4 60
Peaches, Cal., box		2 50
Bananas, per lb.	0 09	0 10

MERCHANDISING INVESTIGATOR GIVES INTERESTING FINDINGS

Paul Findlay of the California Fruit Growers' Exchange Speaks of 16,000 Mile Tour of Investigation

LOS ANGELES, CAL.—Ending a 16,000 mile trip on which in the interest of better fruit retailing, he visited 65 cities and towns in 24 states, and addressed 28 meetings of grocerymen and fruit dealers, Paul Findlay, retail merchandiser of the California Fruit Growers' Exchange, has just returned to Los Angeles.

Beginning at Los Angeles January 5, Findlay, who is well known to the retail trade as a former successful grocer in Madison, Wisconsin, and a writer on retail merchandising, travelled into all the great food marketing centres of the northern half of the United States with a short detour into Canada, in search of the newest, most effective ideas and methods whereby the retail sale of fruits may be increased, at the same time carefully working out the fundamental prin-

ciples which underlie the most efficient retailing of fruits.

A Gross Margin of 25 Per Cent.

One immediate merchandising result is that he is now able to show, by logical computations, the immense potency of rapid turnover on the moderate gross margin of 25%. The retailer who operates on this plan, with a character of efficiency readily attainable, is able to make almost 350% on his capital investment each year; yet on this basis he gives back to the consumer 95 cents in merchandise and tangible, costly service for every dollar he gets.

The educational work among retail merchants, which is being carried on by the California Fruit Growers' Exchange, through Mr. Findlay, is intended to give the retailer a more intelligent interest in oranges and lemons, and help him increase his sales; and it is felt that the most effective way to do this is to show the retailer that the true way to make profit for himself is to make weekly clean-ups each on such equitable margin as will speed his sales.

"The retail merchant is not only mighty necessary, he is the indispensable last link in the chain of distribution," said Mr. Findlay on his return, "but the average retailer does not devote enough time to the study of his fruit business.

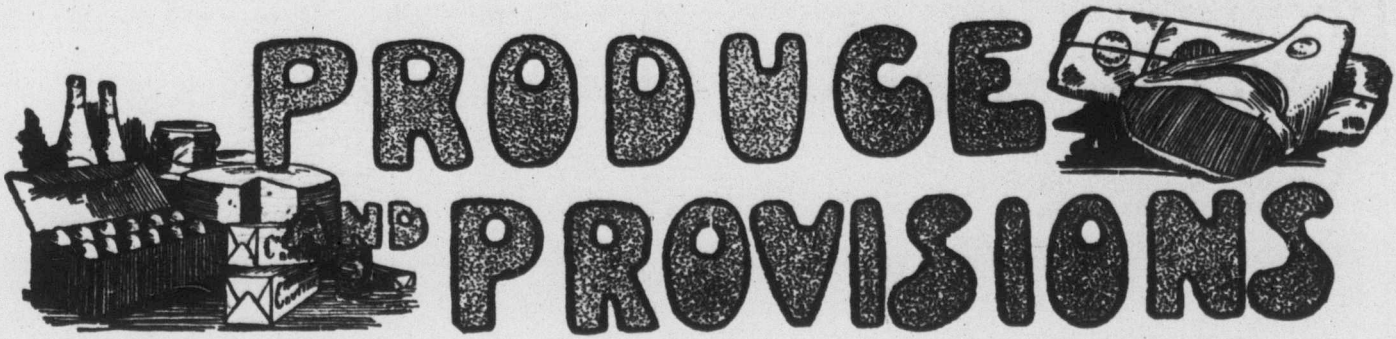
"Few merchants realize the importance of displays. I don't mean fancy displays, which are the least effective sales-promoters, but generous, mass displays—those which are easiest to make. A big pile of bright oranges is a much better salesman than a more fancy display of less quantity of fruit.

Following the Market Price of Fruit Closely

"The price question is very important. Most grocers try to fix regular or set prices on their fruits as they do on breakfast foods—package foods on which the price seldom changes. This can not be done. The retailer must watch conditions and take advantage of market changes, also follow such changes promptly in his retail markings. Prices should be fixed on a definite margin and set at such odd cents as may be arrived at thereby. Only thus can consumer interest be kept alive. Only thus can the desirable weekly turnover be reached and maintained."

"I can say," Mr. Findlay continued, "that the grocers with whom I talked and the meetings I addressed, manifested much interest in the fruit department after they realized what they could make of it. The opinion prevails very

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PRODUCE AND PROVISIONS

Downward Trend in Meat Prices

Sharp Declines in Quotations in Live Hogs Are Being Maintained—Beef is Gradually Working Lower—Pork Products Weaken Considerably

FOR some weeks past the tendency in all meats is towards lower levels. The downward trend has been persistent now for some time, and in the case of live hogs the declines have been sharp, and according to those seemingly in a position to know, the end is not yet. Some are predicting \$16 hogs for October. Beef has been showing easier tendencies for the past three months, and the high levels that prevailed are no longer the feature of the markets. The agitation in the United States to bring down the high cost of living is having its effect, both in the country to the south, and also in Canada. The past week saw declines in fresh meats, also in hams and bacon. Pork products are also weaker. The absence of an export demand for them has affected the market, and plays a big part in the declines in pork lines. The British Government is no longer permitting individual firms to purchase in Canada, but, as was the case before the armistice, the British Purchasing Commission will look after all the buying. This commission has not yet commenced to operate, and it is while matters are being adjusted over there that there is a lull in the Canadian market. Packers state that of course this is only temporary, and for the time being releases greater quantities of food products for the home trade. Fresh pork cuts are from two to three cents cheaper in the past week, and hams and bacon also show marked declines in some instances amounting to even more than on fresh pork. Lard and shortening are also down, some packers quoting the former at 34 cents per pound, fully three cents lower than the week before.

There has been no export of beef now for some time past, and the result has been a steadily declining market. The amount of choice beef coming forward to the Canadian markets is not heavy, but medium stuff is in good supply. Quotations on beef are several cents lower as compared with a month ago. Spring lamb is also very much lower.

Speaking of the general condition of the livestock market and of the outlook, Armour & Co., of Chicago say:

"Hogs have shown a further decline

and the high cost of living propaganda is still a potent factor in making for lower prices temporarily on provisions, which are wholly unwarranted upon the basis of manufacturing costs. The provisions now on the market were cut from

higher priced hogs several months ago, and have been in the process of curing in the meantime. Under such conditions trade is naturally more restricted than would otherwise be the case, but is showing more confidence in the past few days. The demand for fresh pork cuts has been good, with a very light supply.

"The beef trade has shown some improvement, and indications point to better conditions. The supply of medium beef is abundant, but choice grades are in light supply, as is usual at this time of the year."

Lower Fish Prices Should Induce Sales

Tendencies Are Downward on Fish, But Extent of Reduction Dependent Upon Production—Less Frozen Fish to be Exported—Much Benefit Will Come From Education of One's Patrons

THAT there should and will be lower prices on fish during the coming fall season is the opinion of J. A. Paulhus, proprietor D. Hatton Co., Montreal. Tendencies of late have been downward, and this is one of the reasons pointing to lower prices, but whether the prices will continue to decline must be based upon other factors more definite.

It will be recalled that during the war, and particularly in the season of 1917-18, much fish was shipped abroad. In fact the trade that had developed in this way was very large. One of the reasons for this was the failure of the European countries to conduct their fishing operations on the same extensive scale as before the war, many of the fishermen being engaged in war making instead. Now that the war is past, the production of fish there will again increase, and Canada must look to a greater consumption at home.

A Greater Production

Indications are that production will be large this year, according to Mr. Paulhus. Already there have been good catches in various production centres and while it is impossible to forecast what these will be, definitely, prospects are favorable. It will also apply that the heavier shipments that went overseas last year will be diverted to this market and this will tend to make fish more plentiful, thereby causing the

prices to decline. One of the present causes for high prices on salmon, halibut, etc, is that of the small production of these grades of fish. There is really not nearly enough to go around.

From the Pacific and Atlantic Coasts shipments have, to date, been quite large. Storms have, from time to time interfered, but on the whole the production is good and lake catches have been favorably large, too.

These Are Helps

Mr. Paulhus has been a member of the Canadian Fisheries Association for some time and this body, he points out, has been instrumental in bringing about better and speedier transportation. With the distribution of fish this is vital. It is imperative, if the dealer is to become an enthusiast, that he have fish whisked away to his door regularly and speedily. This is now being done and the service, it is believed, will be still improved.

If the grocer can secure supplies of fish several times a week with a minimum loss of time between the catching and the ultimate delivery, he can buckle in to make his fish department a success. Not only so, but with larger supplies of the moderate-priced fish such as halibut, codfish, mackerel and herrings (and all of which are now plentiful) he may go about his advertising energetically and make a success of his fish department. It is not too early to begin.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 9—Changes of price have been made this week for butter, the quotations being one cent higher for creamery. Receipts have been lighter. Live and dressed hogs are lower and the market is much softer, with receipts of good stock much less than a week ago. Barrelled pork and various grades of bacon are also lower. Roast meats are down as are also ox tongue. Lard markets are also revised downward, while shortening is selling on a reduced basis. Margarine demand is stated as limited and prices are revised downward. Eggs are firm at an advance of from 2-3c per doz. Cheese is firmer and one or two grades are quoted higher. Buying prices are somewhat down for live broilers and slightly up for old fowl. The fish markets are fairly active.

Farmers Hold Hogs; Price Down to \$19.50

Montreal.
FRESH MEATS.—The weakness in hog markets has continued and there is a tendency on the part of producers to curtail shipments with the lower prices prevailing. Arrivals on Monday of this week were very light. The receipts were bought at \$19.50 to \$20 per 100 pounds, and lower prices still may become effective. The receipts of good steers have been satisfactory and the prices paid for choice grades are from \$13 to \$13.50 per cwt., for whole carcasses. Selling prices, dressed, are averaging \$21 per cwt. for the whole carcass.

Hogs, live	19 50	20 00		
Hogs, dressed—				
Abattoir killed, small (heads off),				
65-90 lbs.	29 50	30 00		
Sows (heavy)	22 50	23 00		
Fresh Pork—				
Leg of Pork (trimmed) (foot on)	0 33	0 40		
Loins (trimmed)	0 43	0 43		
Loins (untrimmed)	0 40	0 40		
Spare ribs	0 25	0 26		
Trimmed shoulders	0 29	0 32		
Fresh Beef—				
(Cows)		(Steers)		
\$0 20	\$0 22	Hind quarters.. \$0 25	\$0 26	
0 12	0 12	Front quarters..	0 14	0 15
0 27	0 27	Loins	0 34	
0 23	0 23	Ribs	0 25	
0 12	0 12	Chucks	0 14	
0 18	0 18	Hips	0 22	
Calves (as per grade)	0 22	0 22	0 25	
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 20	0 25	
No. 1 Mutton (whole carcass), lb.	0 20	0 20	0 20	

As Pork Declines; Smoked Meat Easier

Montreal.
SMOKED MEATS.—Following the softness in the undertone for pork, both live and dressed, smoked meat prices are easing and are less for dry salt meats, barrelled pork and various grades of bacon. Short cut clear plate pork is quoted at \$63 per bbl. for 30 to 40 pieces and plate beef at \$39. There is a fair movement.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 46	
14-20 lbs.	0 44	
25-35 lbs.	0 39	
20-25 lbs.	0 40	
Over 35 lbs.	0 37	
Backs—		
Plain (as to trimming)	0 51	0 56
Breakfast, per lb. (as to qual.)	0 49	0 56

Rolls, per lb.	0 38	
Dry Salt Meats—		
Long clear bacon	0 32	0 34
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	64 00	
Clear fat backs (bbl.) (40-50 pieces)	68 00	
Heavy mess pork (bbl.)	54 00	
Short Cut Clear Plate Pork (pieces)		
30-40	63 00	
Plate Beef	39 00	

Ox Tongue Less; Roast Meats Easier

Montreal.
COOKED MEATS.—While there has been a seasonably active sale for cooked meats the tendency is easier. Cooked and roast hams are selling at 54c and 55c per pound, respectively. Choice jellied ox tongue is also quoted less at 65c per pound. These constitute the week's changes.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 65
Jellied pork tongues	0 48	0 48
Ham and tongue, lb.	0 32	0 32
Veal and tongue	0 25	0 25
Hams, roast	0 65	0 65
Hams, cooked	0 65	0 65
Shoulders, roast	0 55	0 55
Shoulders, boiled	0 54	0 54
Pork pies (doz.)	0 85	0 85
Blood pudding, lb.	0 12	0 12

Lard Quotations Revised Downward

Montreal.
LARD.—Prices have been lowered on lard, and this is a direct result of the lowering markets for pork. A tierce price of 35c per pound is quoted this week and other package prices are less in proportion. The demand is fairly seasonable although some report its movement limited.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 35	0 35
Tubs, 50 lbs., per lb.	0 35 1/4	0 35 1/4
Pails, 20 lbs., per lb.	0 35 3/4	0 35 3/4
Bricks, 1 lb., per lb.	0 38 1/2	0 39

Shortening Less; May Decline More

Montreal.
SHORTENING.—With the exception of a weakness in the price, making tierce quotations 29 1/2 to 30 cents there has been little change of demand. The sale is rather limited, some report, and further declines would not be surprising if

lard is reduced again.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29 1/2	0 30
Tubs, 50 lbs., per lb.	0 30	0 30 1/2
Pails, 20 lbs., per lb.	0 31	0 31
Bricks, 1 lb., per lb.	0 33	0 33

Butter Price Up; Creamery Make Less

Montreal.
BUTTER.—No price changes are made this week for butter. It would appear, indeed, that the creameries are not making as much as they were. The farmers, one produce man stated, are selling their milk as the returns from the cheese factories are said to be greater than when cream is gathered. Then, in addition to this, the farmer does not need his skimmed milk now to the extent he required it in the earlier part of the season and he prefers to sell the whole product. Butter receipts for the past week were 14,554 packages, and this indicates a decrease of 3,451 packages over the week previous.

BUTTER—		
Creamery, prints, fresh made	0 56	0 56
Creamery, solids, fresh made	0 57	0 57
Dairy prints	0 50	0 51
Dairy, in tubs, choice	0 49	0 50
Bakers'	0 45	0 47

Margarine Sale Lags and Prices Reduced

Montreal.
MARGARINE.—Demand for this commodity is limited to immediate requirements, and it would seem to be a reason for an easing of prices this week. Prints are selling, according to quality, at 35 to 39 cents, and tubs at 31 to 34 cents. It was suggested by a produce man this week that great care should be exercised to sell only wholesome and untainted grades, as one tainted pound, when bought by the consumer, would kill the sale again to the same party.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Eggs Firm at an Advance of 2-3c

Montreal.
EGGS.—Despite the big increase in receipts of eggs as compared with those of a year ago, the excessive demand has accounted for a continued selling to consumers on a big scale. There is a firming of prices, in consequence, and select eggs are quoted two cents higher and new laid three cents up at 68 cents.

EGGS—		
No. 2	0 48	0 50
No. 1	0 54	0 55
Selects	0 62	0 62
New laid	0 68	0 68

Cheese is Steady; Slightly Firmer

Montreal.
CHEESE.—There has been a steady and seasonable sale for cheese to the domestic trade for some time past. Receipts are considerably less and there is a tendency to firmer price basis, twins and triplets being marked up at half a cent and one cent, respectively.

CHEESE—

New, large, per lb.	0 28
Twins, per lb.	0 28 1/2
Triplets, per lb.	0 29
Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 32

*Active Poultry Sales;
Buying Prices Down*

Montreal.
POULTRY.—Prices have been reduced for live broilers and the produce men are paying less for broilers. The prices show reductions of 1 to 3 cents. Old fowl buying prices are slightly better at 24 to 29 cents per pound. There is a reported increase of receipts and the sales are also large from week to week.

POULTRY (dressed)—
(Selling Prices)

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

Ducks—

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

POULTRY (live)—
(Buying Prices)

Live—Old fowl	0 24	0 29
Roosters	0 18	
Turkeys	0 40	
Broilers	0 26	0 30

*Fish Are Plentiful
and Movement Good*

Montreal.
FISH.—The catches of whitefish and lake trout are reported good and there is also ample supply of various other lines such as swordfish, halibut and salmon. Dore are scarce. The demand from the trade has been quite large of late and supplies are being shipped regularly.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore	0 12	0 22
Eels, lb.	0 12	0 12
Bullheads (dressed)	0 15	0 15
Gaspereaux, each	0 08	0 08
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns	0 40	0 40
Pike, per lb.	0 13	0 13
Live lobsters	0 45	0 45
Boiled lobsters	0 28	0 30
Salmon (B.C.), per lb., Red	0 35	0 40
Salmon, Gaspe	0 20	0 20
Shad	0 06	0 06
Skate	0 19	0 20
Lake Trout	0 16	0 17
Mackerel	0 35	0 40
Shrimps	0 17	0 18
Whitefish	0 35	0 40
Trout, brook	0 11	0 12
Swordfish	0 06 1/2	0 07

FROZEN FISH

Gaspereaux, per lb.	0 19	0 20
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 21	0 22
Halibut, medium	0 06 1/2	0 07
Haddock	0 14	0 15
Mackerel	0 12	0 13
Dore	0 07	0 08
Smelts, No. 1, per lb.	0 10	0 11
Smelts, No. 2, per lb.	0 05 1/2	0 06
Pike, Headless and Dressed	0 11	0 12
Market Cod	0 07 1/2	0 08
Whitefish, small	0 08	0 08 1/2
Sea Herrings	0 24	0 25
Steak Cod	0 17 1/2	0 18
Gaspe Salmon, per lb.	0 13	0 14
Salmon Cohoes, round	0 15	0 16
Salmon, Qualla, Hd. and Dd.	0 11	0 12
Whitefish	0 19	0 20
Smelts, extra large	0 05 1/2	0 06
Lake Trout	0 09	0 10
Lake Herrings, bag, 100 lbs.	0 05 1/2	0 06
Alewires	0 05 1/2	0 06

SALTED FISH

Codfish—

Codfish, large bbl., 200 lbs.	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	26 00
Codfish, No. 2, 200 lb. barrel	18 00
Pellock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 40
Dried codfish 100-lb. bbl.	13 00

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	12 00
Do., half barrel	6 25	6 25
Mackerel, barrel	26 00	34 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	24 50	24 50
Sea Trout (200-lb. bbls.)	25 00	25 00

Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

SMOKED FISH

Haddies, BXs, per lb.	0 12	0 13
Fillets	0 18	0 18
Bloaters, box	2 00	2 00
Kippers	2 25	2 25

OYSTERS

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

SUNDRIES

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

ONTARIO MARKETS

TORONTO, Sept. 12—The feature of the produce markets this week is the generally easier tendency in meats and provisions. Fresh meats in a number of instances are quoted lower and hams and bacon, too, are at lower levels. Lard is from three to four cents lower, and shortening is down a couple of cents. Eggs are slightly easier, but butter and cheese are firm. Cooked meats have also fallen off slightly.

*Easier Quotations
on Fresh Meats*

Toronto.
FRESH MEATS.—The prices of live hogs have again declined, and the buyers on the Toronto livestock market this week did not pay more than \$19.75 on the fed and watered basis. There is a tendency to even lower values, in keeping with the downward trend in the United States. Fresh legs of pork are now selling to the trade at from 40, to 42 cents. Tenderloin is steady at 46 cents. Picnic ribs are now quoted lower at 30 cents. In the beef quotations there is also lower prices in a number of instances. Whole loins are selling at from 25 to 32 cents per pound, and hips at from 15 to 22 cents. Spring lamb is easier at from 21 to 24 cents per pound.

Hogs—
FRESH MEATS

Dressed, 70-100 lbs., per cwt.	\$30 00
Live, on cars, per cwt.	19 25
Live, fed and watered, per cwt.	19 75
Live, f.o.b., per cwt.	18 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 40	0 42
Loins of pork, lb.	0 46	0 46
Tenderloins, lb.	0 14	0 15
Spare ribs, lb.	0 30	0 30
Picnics, lb.	0 32	0 34
New York shoulders, lb.	0 32	0 34 1/2
Montreal shoulders, lb.	0 32	0 35
Boston butts, lb.	0 15	0 26

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 10	0 15
Front quarters, lb.	0 15	0 26
Ribs, lb.	0 08	0 14
Chucks, lb.	0 25	0 32
Loins, whole, lb.	0 15	0 22
Hins, lb.	0 23	0 30

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

Calves, lb.	0 18	0 18
Lambs, whole, lb.	0 21	0 24
Spring lamb	0 12	0 16
Sheep, whole, lb.	0 08	0 11

Above prices subject to daily fluctuations of the market.

bute to lower prices on provisions this week. One is the withdrawal of the export demand for the time being, releasing greater quantities of meats for the domestic market, and the other is the general trend of prices downward in the United States. Medium hams this week are quoted at 46 cents, and the larger ones at from 33 to 42 cents. Breakfast bacon is selling around 46 cents, and the rolls at 36 1/2 cents. Dry salt meats are from two to three cents lower. Barrel pork for the lumber camps is in great demand, but packers state there is a heavy inquiry for all meats for home consumption.

Hams—

Medium	0 46	
Large, per lb.	0 33	0 42

Bacon—

Skinned, rib, lb.	0 54
Boneless, per lb.	0 58

Bacon—

Breakfast, ordinary, per lb.	0 46	
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 36 1/2	
Wiltshire (smoked sides), lb.	0 43	

Dry Salt Meats—

Long, clear bacon, av. 50-70 lbs.	0 32 1/2	0 33
Do., av. 70-90 lbs.	0 32	0 32
Clear Bellies, 15-30 lb.	0 34	0 34
Sausages in brine, keg, 35 lbs.	7 35	7 35
Fat backs, 16-20 lbs.	0 33	0 34

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

Barrel Pork—

Mess pork, 200 lbs.	53 00	
Short cut backs, bbl. 200 lbs.	65 00	
Pickled rolls, bbl., 200 lbs.—	58 00	60 00
Heavy	58 00	60 00
Lightweight	64 00	64 00

Above prices subject to daily fluctuations of the market.

*Boiled Hams Are
Three Cents Lower*

Toronto.
COOKED MEATS.—Cooked meats, too, are easier this week. Boiled hams are quoted at from 60 to 61 cents, and roast hams without dressing at from 63 to 65 cents. Head cheese is 14 and 15 cents per pound, and choice jellied ox tongue is 69 cents per pound.

Boiled hams, lb.	0 60	0 61
Hams, roast, without dressing, lb.	0 63	0 65

*Provisions Tend
to Lower Levels*

Toronto.
PROVISIONS.—Two factors contri-

Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 16
Meat Loaf with Macaroni and Cheese, lb.	0 27	
Choice jellied ox tongue, lb.	0 69	
Pork and Tongue, lb.	0 35	

Above prices subject to daily fluctuations of the market.

American Eggs on Toronto Market

Toronto.
EGGS.—There are some American eggs coming on the market, and this is having a tendency to ease prices. Dealers are only paying from 50 to 52 cents per dozen for them in the country. Selected new laid eggs are selling at 60 cents per dozen to the trade, and the second grade quality at from 56 to 57 cents. New-laid in cartons are from 62 to 65 cents.

EGGS—		
New laids, doz.	0 56	0 57
New laids, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of the market.

Creamery Butter Steady and Firm

Toronto.
BUTTER.—There is a very steady tone to the butter market, with prices ruling at unchanged figures. Creamery prints, fresh made, are selling at from 56 to 58 cents per pound, and the solids at from 55 to 56 cents. There is some Western butter being sold on the Toronto market, and it is of very choice quality.

Creamery prints (fresh made)	0 56	0 58
Creamery solids (fresh made)	0 55	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	

Demand For Cheese From Vancouver

Toronto.
CHEESE.—There is a good demand for cheese from the Pacific coast, and colored cheese has a very brisk inquiry. The market is unchanged as far as prices are concerned, as the fixed British buying price controls quotations. It is stated that when the British purchasing commission fills their announced requirements of 20,000 tons, they will stop buying.

Cheese—		
Large	0 28	
Stilton (new)	0 29	
Twins 1/2 lb. higher than large cheese. Triplets 1 1/2 lb. higher than large cheese.		

Margarine Has Active Inquiry

Toronto.
MARGARINE.—There is a moderate inquiry for margarine, with prices holding steady. The number one pound prints are selling to the trade at from 36 to 37 cents.

Margarine—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Sharp Decline in Lard Prices

Toronto.
LARD.—There is a very marked decline reported in the market for lard this week. The absence of an export de-

mand is the principal reason of the decline. It is selling at from 34 to 35 1/2 cents per pound to the trade.

Lard, tierces, 400 lbs., lb. 0 34 0 35 1/2
 In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Drops Two Cents Per Lb.

Toronto.
SHORTENING.—There is a good demand for shortening, although the price quoted this week, in sympathy with the lard market, is lower. Shortening is selling at from 29 1/2 to 30 cents per pound.

SHORTENING—		
Tierces, 400 lbs., lb.	0 29 1/2	0 30

Poultry Has a Brisk Inquiry

Toronto.
POULTRY.—Poultry prices to the trade this week are unchanged. There is a very active demand for all poultry available, both frozen and fresh. Receipts of the latter show steady increase. Spring chickens are selling to the trade at from 36 to 38 cents per pound, light hens at 33 cents, and heavy ones at 35 cents.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Turkeys, old, lb.	0 25	0 30	0 30
Do., young, lb.	0 30	0 35	0 35
Roosters, lb.	0 20	0 23	0 23
Fowl, over 4 1/2 lbs.	0 27	0 28	0 28
Fowl, under 4 1/2 lbs.	0 25	0 25	0 25
Spring chickens	0 27	0 30	0 30

Prices quoted to retail trade:—	
	Dressed
Hens, heavy	\$ 35
Do., light	0 33
Chickens, spring	0 36
Ducklings	0 85
Turkeys	0 49 0 40

Fresh Fish Selling Freely

Toronto.
FISH.—There is a good demand for fish, but the chief difficulty has been in maintaining heavy supplies. Weather conditions have interfered with the catch in some parts. Prices to the trade are for the most part steady. Haddocks with heads off are selling at 11 cents, a cent lower than a week ago. Fresh pickerel is higher, selling at 20 cents per pound.

FRESH SEA FISH			
Cod Steak, lb.	\$0 11	\$0 12	
Do., market, lb.	0 09	0 10	
Haddock, heads off, lb.	0 11	0 11	
Do., heads on, lb.	0 10	0 10	
Halibut, chicken	0 21	0 22	
Do., medium	0 22	0 23	
Flounders, lb.	0 07	0 10	
Salmon, Restigouche	0 27	0 28	
Fresh B. C. Salmon	0 27	0 28	
FROZEN SEA FISH			
Salmon	0 25	0 25	
Herring	0 09	0 10	
Mackerel	0 12	0 12	
FRESH LAKE FISH			
Lake herring, round lb.	0 10	0 10	
Do., dressed, lb.	0 11	0 12	
Trout, lb.	0 17	0 18	
Whitefish, lb.	0 16	0 16	
Mulletts, lb.	0 05	0 05	
Fresh pickerel	0 20	0 20	
Chicoes	0 16	0 16	
Pike	0 09	0 10	
Fresh mackerel	0 15	0 20	

WINNIPEG MARKETS

WINNIPEG, Sept. 10—The pork market has been of interest this week, owing to the decidedly weaker feeling and the effect that this is having on many attendant lines.

Further Declines Expected in Pork

Winnipeg.
PORK.—Pork has been declining all along the line, there has been another sharp decline noted at Chicago. Our market here is expected to follow. There has been a decline on all pork products.

Lard Also Shows Declines

Winnipeg.
LARD.—In sympathy with the pork markets and the temporary falling off on export, lard has been dropping. Another decline is looked for this week.

LATE SEASON'S RUN OF SALMON HEAVY IN NORTH

According to Captain William Bissett, who returned on Thursday from a trip to Alaska, the fishermen of that district have lost a golden opportunity. There has been a season-end run of salmon that gladdened the hearts of those who remained on the job. Captain Bissett states that going up their boat passed a number of cannery boats with full crews heading south, figuring that the season was over. But last week, during the two days preceding his departure south, the fishermen were hauling in big catches. The salmon had struck in good and solid.

MERCHANDISING INVESTIGATOR

Continued from page 75
 generally that fruit sales can be increased very easily as a result of prohibition, and grocers are eager for suggestions. "The opportunity is there, too, for the better tradesmen are close readers of their trade papers and open-minded to sincere hints on how they can improve their sales methods."
 Mr. Findlay will leave Los Angeles about the middle of September for a trip through Arizona, New Mexico, Texas, Louisiana, Mississippi, Tennessee, Missouri, Kansas, Arkansas, Oklahoma, and back to California, on which he will study retail conditions and talk to grocers' gatherings.



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.

57

HEINZ

Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

*All Heinz goods sold in Canada are
made in Canada*

57

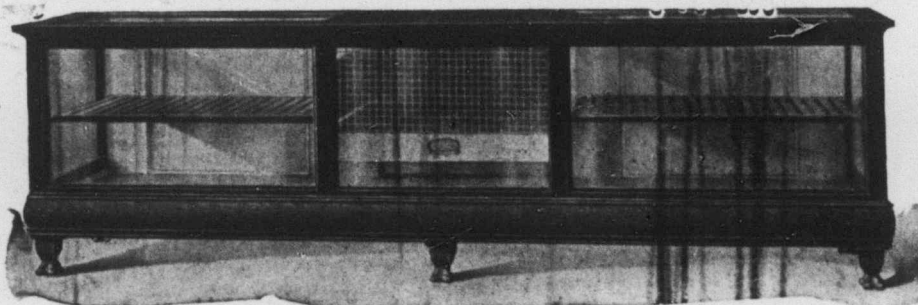
57

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

57



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write for Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED,

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

Office, Showrooms and Factory:
154 GEORGE ST., TORONTO

COAX 'EM--

IT'S EASY TO SPEND
WHEN TEMPTED

Poor old Adam could pass up the apple in the tree, but in the dainty hands of his beautiful spouse it looked too good to miss. Coax bigger sales for perishables by giving them the tempting display of Arctic Counter Refrigerators. They keep things always fresh and delicious looking and add a quality tone to your store. Cost little and last a lifetime.

Be sure you get an Arctic

A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

*How is
Your Stock?*

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

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

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



BRUNSWICK BRAND SEA FOODS

will please your particular customers.

Recommend them. We
guarantee the Quality.

NOW is the time to make a good window display. These goods are attractively labeled, and make a nice appearance. Display them on your counter, the profits are good.

**ORDER YOUR SUPPLIES TO-DAY FOR
THE FALL AND WINTER TRADE**

Brunswick Brand Sea Foods are prepared in Canada and sold in the best stores from Coast to Coast.

*Order from your nearest wholesaler,
or write direct to*



CONNORS BROS., LTD.
Black's Harbor, N.B.

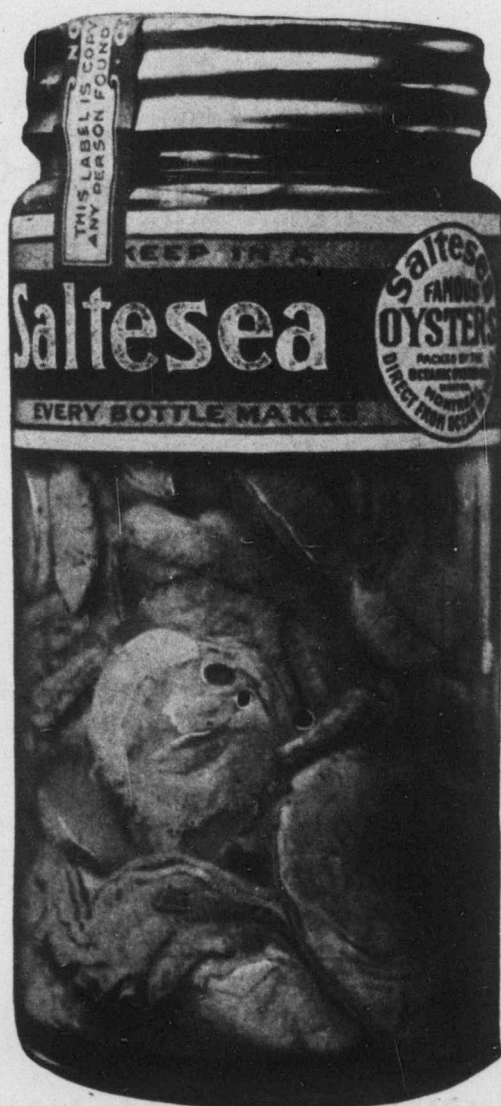
"Saltesea" Oysters

We open our SEASON of 1919-20 on September 15th.
We have letters from an HOST OF PLEASSED CUSTOMERS last season.

NOW THIS SEASON we want ALL DEALERS to enjoy that same SATISFACTION with our OLD CUSTOMERS.

A TRIAL will prove that we are NOT making any claims we cannot stand back of.

WRITE US TO-DAY

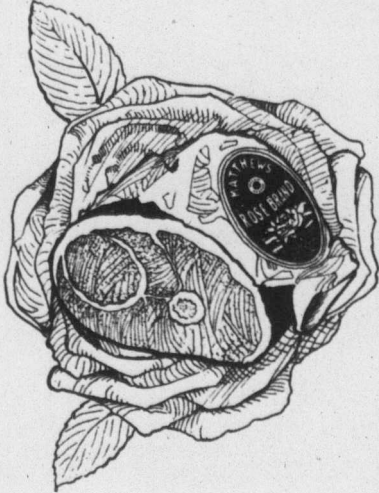


Oceanic Oyster Co. of Canada, Limited

609 ST. JAMES STREET

--

MONTREAL



Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying. Stock products that are hard to sell, that need work and time to push them and you lose money steadily. Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.



For ROSE BRAND PRODUCTS

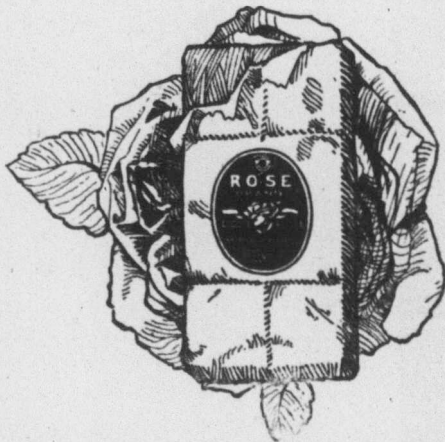
The Demand has been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.

Rose Brand Lard—rendered from the raw leaf, “tried” in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

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

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



Our Nearest Plant Will Fill Your Order Promptly by Express

The Canadian Packing Co., Limited

Successors to

MATTHEWS-BLACKWELL, LIMITED

Manufacturers also of the famous “Snowflake” Brand Shortening

Plants at:

TORONTO
PETERBORO,

MONTREAL,
BRANTFORD

HULL

WINNIPEG,

SYDNEY,

Branch Houses:

FORT WILLIAM,

HALIFAX

OTTAWA

Canada Food Board License No. 13-85.



Appearance —and taste to back it

Schneider's Pure Meat Sausage will look good upon your counter and their tasty, delicate flavor will win approval from every purchaser. There's a good profit margin on Schneider's Sausage. See if it isn't worth while.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

TRADE MARK

COSGRAVE'S PURE Malt Vinegar



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

*Attractively Labeled
Bottles—2 Sizes*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

Display O'Keefe's Beverages

These are in big demand and bring back turnovers with excellent profits. Take advantage of and benefit by their popularity.

O'Keefe's

IMPERIAL ALE—LAGER—STOUT



are ideal thirst quenchers full of snap and zest — they are the right beverages to recommend for all occasions.

O'Keefe's assure repeat sales.

O'Keefe's - Toronto
Phone Main 4202

When Writing Advertisers Mention this Paper

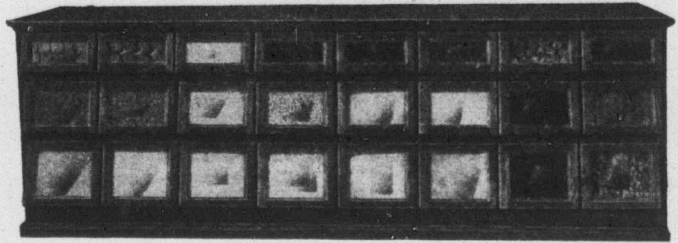
Noah's Ark

was a great ship in its day, but what a woeful comparison it is to our present day "Liners."

You wouldn't travel on a slow old tub like "Noah's," would you, Mr. Merchant? Lose too much time;—but yet there are many who have just as antiquated relics in their present day stores.

Take down the old counter and dusty wall shelves and install a **Walker Store** equipment. Walker Bin Wall Cases and Counters will eliminate all waste in exposed foodstuffs, save you 25 per cent. labor and soon pay for themselves. They're mighty handsome, show goods in a way that keeps them moving and add "class" to your store.

Write for our illustrated catalogues, enclosing floor plan of your store, measurements and your preference for location of each department.



"Modernize" Your Store, not "Noahize" it

We want to serve you.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

A Well Advertised Flour

People are not likely to buy a flour they have never heard of before. If they are not satisfied with their flour they will change to a brand they know something about.

PURITY FLOUR

(Government Standard)

is advertised throughout Canada and is known in practically every part of the Dominion. Our continuous advertising has introduced Purity Flour to thousands of Canadian homes. Make Purity your "Leader." It will give entire satisfaction—and add to your sales.

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

Are You "Playing fair" With Your Customers?

Are you filling your customers' orders with a brand of "high-priced" Baking Powder, the price of which includes the cost of a nation-wide advertising plan to create a demand or are you a keen-edged, hair-spring salesman, who recommends "quality" only where quality exists?

Double Cream Baking Powders will give 100 per cent. satisfaction to housewives, insure them of light, flaky biscuits and unfailing results in all its uses.

A high Quality Guaranteed Baking Powder, the best value you ever offered your customers—"Selling at 25c, it nets you a profit of 44 per cent. on your investment."

Until September 30th, we offer to pack for any grocer in Canada a one-pound tin of Baking Powder under his own label and trade mark, at a price of \$25.00 per gross, F.O.B. Toronto, and give him the same quality as our Double Cream, which we know for a positive fact will give 100 per cent. satisfaction to the housewife.

We are in the baking powder business in a large way, with a large variety of special labels to choose from. We operate our own printing plant and have expert chemists at our command. Forward your order to-day for one sample gross of Baking Powder, under your own brand and name, at \$25.00 per gross. Mail your orders to

THE HARRY HORNE CO., LIMITED

PROPRIETORS OF INTEGRITY MILLS

1297-99 Queen St. West

Toronto

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not denaturized, decaffeinated nor deanythinged. Oh! yes, I am DELICIOUS. I hope you will keep me well at the front where I can be welcomed. I saw the trenches at their worst, and I am glad to be home.



G. Washington's REFINED Coffee

Went to War

Home Again

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT



Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
 Manufacturers and Shippers.

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

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

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.



QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
 Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 86
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

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

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

CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.95.	
Ready Lunch Beef—1s, \$4.95; 2s, \$9.45; 4s, \$18.95.	
English Brawn—1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—1/2s, \$3.95; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.35; 2s, \$11.90; square cans, \$45.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.90; 2s, \$6.85.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.95; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$3.95; 1s, \$4.95; 2s, \$8.95.	
Jellied Hocks—2s, \$9.45; 6s, \$39.	
Irish Stew—1s, \$2.95; 2s, \$5.95.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.	
Boneless Turkey—1/2s, \$5.95; 1s, \$9.95.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.00.	

**ROYAL
ACADIA
SUGAR**

If suggesting Sugar say "Royal Acadia"

Be assured that she'll thoroughly approve of this standard sweetness.

Always a quality sugar back of the pyramid trade mark.

Put up in convenient sizes to fit every requirement—2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA



Royal Mayonnaise Royal Salad and Dressing

With meat prices still at a high altitude thrifty housewives will appreciate the economy of more and more salads during the summer months.

Salads make ideal meat substitutes and Two Royals (Royal Mayonnaise and Royal Salad Dressing) made the salads deliciously captivating.

Try a "Royal" display.

HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA



COW BRAND

Housewives have perfect confidence in their baking operations when they use Cow Brand Baking Soda. Strength, purity and reliability embodied in this household favorite. It always pleases.

Church & Dwight, Ltd.
MONTREAL

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, 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.

Mince Meat (bulk)—6s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
 Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
 With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
 Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and Bouilli, 6s, \$15.
 Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.
 Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$12.
 Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
 Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
 Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
 Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
 Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
 Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.
 Tongue, Ham and Veal Pates—½s, \$2.35.
 Ham and Veal Pates—½s, \$2.40.
 Smoked Vienna Style Sausage—½s, \$2.85.
 Pate De Foie—¼s, 80c; ½s, \$1.40.
 Plum Pudding—½s, \$1.95; 1s, \$3.85.
 Potted Beef Ham—¼s, 80c; ½s, \$1.45.
 Potted Beef—¼s, 80c; ½s, \$1.45.
 Potted Tongue—¼s, 80c; ½s, \$1.45.
 Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
 Potted Veal—¼s, 80c; ½s, \$1.45.
 Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
 Devilled Beef Ham—¼s, 80c; ½s, \$1.45.
 Beef—¼s, 80c; ½s, \$1.45.
 Devilled Tongue—¼s, 80c; ½s, \$1.45.
 Veal—¼s, 80c; ½s, \$1.45.
 Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.50.
 In Glass Goods
 Fluid Beef Cordial—20 oz. bottles, 10 oz.,
 Ox Tongue—1½s, \$20.00; 2s, \$24.95.
 Lunch Tongue (in glass)—1s, \$11.95
 Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
 Mincemeat (in glass)—1s, \$3.25.
 Potted Chicken (in glass)—¼s, \$2.90.
 Ham (in glass)—¼s, \$2.90.
 Tongue (in glass)—¼s, \$2.90.
 Venison (in glass)—¼s, \$2.90.
 Meats, Assorted (in glass)—\$2.90.
 Chicken Breast (in glass)—¼s,
 Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
 Chili Sauce—10 oz., \$3.25.
 Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; 1s in pails, 5s, 31c; 12s, 20c; 24s, 28c; 50s, 28c.
 B.C. HOPS
 Dominion Brand, quarters, per short weight pound 0.30
 Dominion Brand, halves, per short weight pound 0.29
 Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
 Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39
 COLMAN'S OR KEEN'S
 MUSTARD
 D.S.F., ¼-lb. \$2.80
 D.S.F., ½-lb. 5.30
 D.S.F., 1-lb. 10.40
 F.D., ¼-lb.
 Per jar
 Durham, 1-lb. jar, each ... \$0.60
 Durham, 4-lb. jar, each ... 2.25
 CANADIAN MILK PRODUCTS, LIMITED,
 Toronto and Montreal
 KLIM
 Hotel \$20.00
 Household size 0.00
 Small size 5.75
 F.o.b. Ontario jobbing points, east of and including Fort William
 Freight allowance not to exceed

50c per 100 lbs., to other points, or 5-case lots or more.
THE CANADA STARCH CO., LTD.
 Manufacturers of the
 Edwardsburg Brands Starches
 Laundry Starches—
 Boxes Cents
 40 lbs., Canada Laundry ... 0.10
 40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... 0.10½
 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.... 0.11
 100-lb. kegs, No. 1 white ... 0.10½
 200-lb. bbls., No. 1 white ... 0.10½
 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12
 48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13½
 36 lbs. Silver Gloss, in 6-lb. draw lid boxes 0.13½
 100 lbs., kegs, Silver Gloss, large crystals 0.11½
 40 lbs., Benson's Enamel, (cold water), per case... 3.25
 Celluloid, 45 cartons, case. 4.50
 Culinary Starch
 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11½
 40 lbs. Canada Pure or Challenge Corn 0.10½
 20-lb. Cases Refined Potato Flour, 1-lb. pkgs. 0.16½
 (20-lb. boxes, ¼c higher, except potato flour)
 GELATINE
 Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1.50
 Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2.00
 Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2.10
 SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
 Perfect Seal Jars, 3 lbs., - doz. in case \$4.30
 2-lb. tins, 2 doz. in case.... 5.45
 5-lb. tins, 1 doz. in case.... 6.05
 10-lb. tins, 1 doz. in case.... 5.75
 20-lb. tins, ¼ doz. in case.... 5.70
 (Prices in Maritime Provinces 10c per case higher.)
 Barrels, about 700 lbs. \$0.08½
 Half bbls., about 350 lbs. 0.08½
 ¼ bbls., about 175 lbs. 0.08½
 2-gal. wooden pails, 25 lbs. 2.60
 3-gal. wooden pails, 38½ lbs. 3.85
 5-gal. wooden pails, 65 lbs. 6.25
 LILY WHITE CORN SYRUP
 2-lb. tins, 2 doz. in case.... \$5.95
 5-lb. tins, 1 doz. in case.... 6.50
 10-lb. tins, ½ doz. in case. 6.05
 20-lb. tins, ¼ doz. in case. 6.25
 (5, 10, and 20-lb. tins have wire handles.)
 MOZOLA COOKING OIL
 Per case
 No. 1, 24 tins 12.00
 No. 2, 12 tins 11.50
 No. 8, 6 tins, 7½ lbs. each 20.25
 No. 5, 2 tins, 37½ lbs. each 30.00
 INFANTS' FOOD
MAGOR, SON & CO., LTD.
 Robinson's Patent Barley—Doz.
 1 lb. \$4.00
 ½ lb. 2.00
 Robinson's Patent Groats—
 1 lb. 4.00
 ½ lb. 2.00
 NUGGET POLISHES
 Doz
 Polish, Black, Tan, Toney Red and Dark Brown \$1.15
 Card Outfits, Black and Tan. 4.15
 Metal Outfits, Black and Tan. 4.85
 Creams, Black and Tan. 1.25
 White Cleaner 1.25
 IMPERIAL TOBACCO CO. OF CANADA, LIMITED
 EMPIRE BRANCH
 Black Watch, 10s, lb. \$1.20
 Bobs, 12s 1.00
 Currency, 12s 1.00
 Stag Bar, 9s, boxes, 6 lbs. ... 1.08
 Pay Roll, thick bars 1.25
 Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25
 Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1.08
 Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1.12
 Forest and Stream, tins, 9s, 2-lb. cartons 1.44

SALMON

The pack this year all along the Coast from Oregon clear through to the northern part of Alaska has been very, very short, with perhaps the single exception of the Skeena River, where there has been an excellent run; but while this helps some, the pack in that river is not sufficiently large to alter the general situation very much.

Alaska, where the big end of the pack is usually made, there is said to be only a third of Reds, Med. Reds, and Pinks.

In these circumstances prices are almost sure to be high for the coming year.

We offer

Libby's Red Alaska	1 ^s Tall	4.35
Victor Fancy Red Spring	1 ^s "	4.25
Courtier Fancy Cohoe	1 ^s "	3.75
Herald Fancy Northern Pink	1 ^s "	2.65

Send Us An Order

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

Field & Co.

(Fruit Merchants) Ltd.

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

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

Direct Shippers



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

Proprietors of

Turban Dates

BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

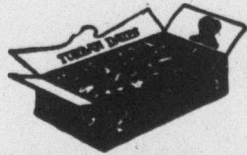
Turban Puddings

COMPLETE

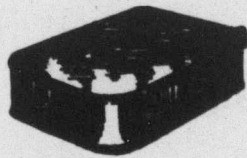
Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

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



OBAYO REAL SARDINES



The Elite of the Sea

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

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

Special Quotations upon Application.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25
WM. H. DUNN, LTD., Montreal BABBITS	
Soap Powder, case 100 pkgs.	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O Made in Canada

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

JELLO ICE CREAM POWDERS Made in Canada

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

BLUE

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

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

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.	1 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 36

No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	\$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
12-1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

Toronto Prices Per box

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

10c LINES

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

This week will be
Peach Week

We have fresh arrivals each day of the finest of all varieties for canning. Let us supply you.

Also

PLUMS PEARS
GRAPES
SPANISH ONIONS
SWEET POTATOES
ORANGES BANANAS
LEMONS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

PEACHES
 for
PRESERVING

The season is now on in full blast. Let us know your requirements.

Also

Pears Grapes Plums.

In the Foreign Lines
 New Isle of Pines Grape Fruit,
 Colorado Box Peaches, Pears,
 and California Grapes.

White & Co., Ltd.

TORONTO

Main 6243



Custard that
 ompels
 ustom

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.
 Delectand, Watford,
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Brooms

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

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right*. Quality as usual.

Walter Woods & Co.

Hamilton and Winnipeg

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HOUSEHOLD BRUSHES

"Keystone" Household brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write
STEVENS-HEPNER CO., Limited
 PORT ELGIN, ONT.

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

STEVENS-HEPNER CO., Limited
 - PORT ELGIN, ONTARIO -



Every dealer should have a Display Stand of Cane's Pencils on his counter

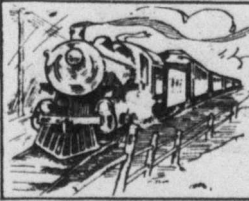
A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for \$2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
 NEWMARKET, ONT.

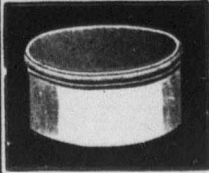
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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Buy Now—Butter Crock-
Jugs, Churns, Flower Pots,
etc. Ask for latest cata-
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The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.

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WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

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Bench 2176 Toronto

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

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

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

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

PRICE OF LARD TAKES A TUMBLE

Lard is quoted at from 34 to 35 cents per pound this week. This is a very marked decline as compared with a week or ten days ago. It is in sympathy with the generally downward movement in all pork products, and is also partly due to the absence of an export demand. Shortening, too, is quoted as low as 29½¢ per pound.

COUNTRY MERCHANTS

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

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

Phone 1577

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

Manufacturers of:

- Ice Cream Cartons, Parafined.
- Butter Cartons, Parafined.
- Egg Cartons; Special Egg Fillers.
- Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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

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

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

Wanted

Classified Advertising

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

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

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

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

SITUATION WANTED

FIRST-CLASS GROCERY SALESMAN DESIRES position as manager or assistant in large town or city; ten years' experience in high-class grocery; best references. Trained vocalist and All bandsman. Apply Box 722, Canadian Grocer, 143 University Ave., Toronto.

WANTED

WANTED — MAN, EXPERIENCED, WILLING, plenty of ambition and pep to increase my business in general store. Apply Box 718, Canadian Grocer, 143 University Ave., Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

GROCERY SALESMAN WANTS A LINE FOR Central Ontario. Box 724, Canadian Grocer, 143 University Ave., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

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ESTABLISHED GENERAL STORE BUSINESS, Post Office and Telephone; modern convenience; Saskatchewan. Stock app. five thousand; fixtures eleven hundred; store property with dwelling house valued \$3,200; situated in good farming locality; no opposition; owner in poor health and retiring from business; no reason why a thirty thousand business could not be done. About \$4,000 payment required. Satisfactory terms to a reliable party re balance. Apply c/o Postmaster, Box 40, Vera, Sask.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MER-chandise, also buildings, store, warehouses and dwelling; stock invoices about \$12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — TOLEDO COMPUTING SCALE, weighs up to 30 pounds, practically new, worth \$170. Will take \$95. Apply R. O. Smith, Orillia.

FOR SALE—NEW 200-ACCOUNT BARR RE-gister, \$100; cost \$120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

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A WINNIPEG BROKERAGE FIRM WITH live wire representatives calling upon wholesale and retail groceries is open to consider several agencies. General Sales Manager now in Toronto, where he will be till October 1st. Apply Box 734, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

AGENCIES FOR

**Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.**

Area: Guiana and West Indies

A. H. ROBERTS
GEORGETOWN DEMERARA

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

CATSUP THAT WILL KEEP IS MADE FROM Parke's Catsup Flavor and Preserver



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

**No Additional Spices
Required**

Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price: \$2.25 per doz.; \$27.00 per gross.
PARKE & PARKE, LIMITED
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By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

CANADIAN GROCER



More Business This Fall!

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

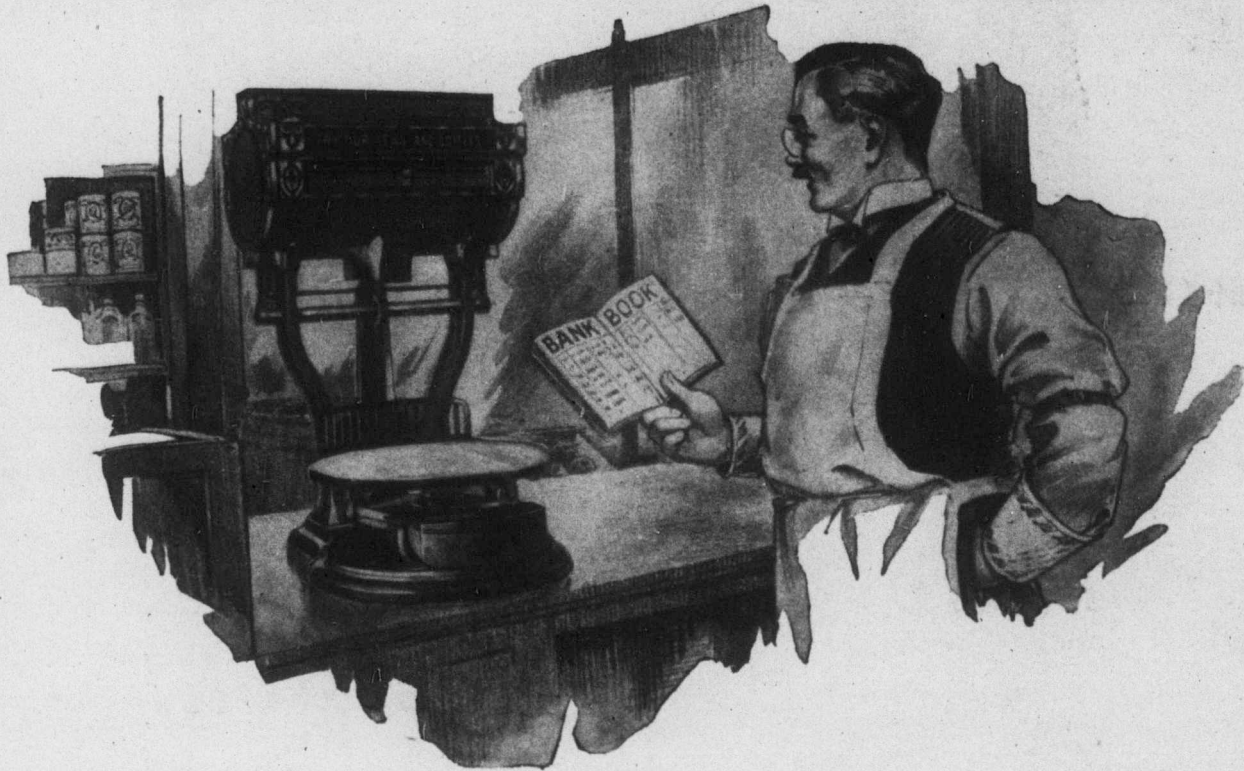
Davies Quality Products are "EASY to SELL but HARD to BEAT"

THE DAVIDS COMPANY LIMITED

TORONTO

Montreal

Hamilton



“My Bank account is looking healthier---the Dayton’s work”

Thousands of progressive grocers all over Canada are able to make this remark. Why not you, too? Why should you give away the small fraction of net profits that belongs to you or your family? You do it every day with an old-fashioned, inefficient scale. You do it every day or your clerks do in trying to make mental price calculations. Cut out all of this waste. Get a Dayton Scale. It shows every fraction of every ounce of all the goods you weigh. It makes instantaneous price calculations which gets you the last fraction of a cent. The Dayton Scale is Right—it is made in Canada—we make them to suit every kind of business.

Get ready for a big Fall and Winter business. Get your Dayton Scale now. Write to-day for our complete illustrated catalog.

Dayton Computing Scales

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