

CANADIAN GROCER

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

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, OCTOBER 1, 1920

No. 40



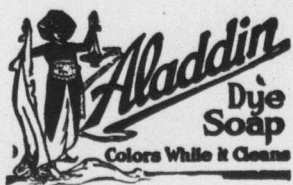
... here's a profitable seller ... Todhunter's Pure Cocoa

is a high-grade, active seller. Its purity and excellent flavor will win the kind of satisfaction that assures repeat orders wherever it is introduced and the profit margin is exceptionally good. This superior cocoa will appeal in many ways to the housewife. First of

all—through the glass jar she can see just what she is getting. Secondly—she can see by its rich, reddish brown color that it is pure and unadulterated, and lastly—the handy glass sealer can be used when empty for jellies, jams, etc.

PURE GOLD MFG. CO., LIMITED
TORONTO and WINNIPEG

"Movie" of a One-Gross Order of Aladdin Dye Soap



Act 1, Scene 1

A progressive dealer who has been asked for Aladdin Dye Soap a number of times decides to order a gross.

'Phones the wholesaler to send one gross (and include the Revolving Display Stand as offered with the gross FREE).

Order delivered. He unpacks stand (says to himself, "It's a beauty"). Fills it up with Aladdin's 18 assorted colors and puts it on the counter.

Act 2, Scene 1

Customer enters, who has seen the big space newspaper advertisements telling about Aladdin in an unusual and attractive way.

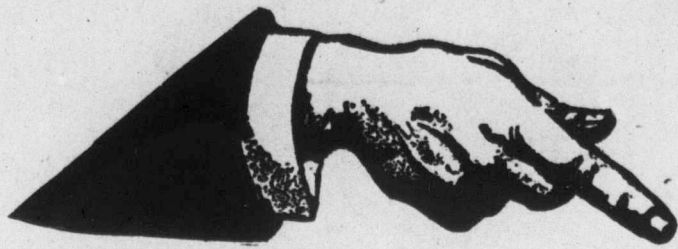
Customer sees Display Stand of Aladdin on counter. Turns it. Selects the colors she wants. Says she will try them; if she likes them, will come back tomorrow.

Such is a moving picture of an order of Aladdin Dye Soap.

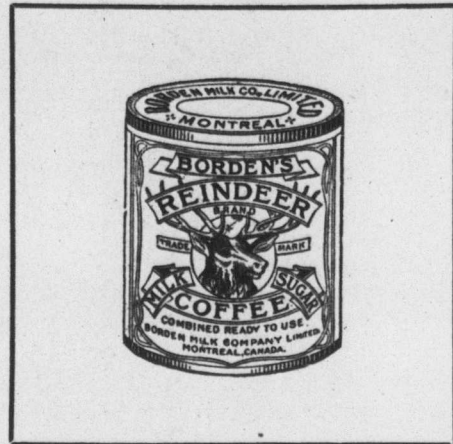
It's brought right in, turned around, and quickly sold out again.

P.S.—Ten days later the same customer comes in and buys four more cakes of Aladdin. Says she likes to keep them handy in the house.

Channell Chemical Company Limited, Toronto
Makers of O-Cedar Products Distributors of Aladdin Dye Soap



Here's a delicious and economical coffee that makes instant coffee by adding only boiling water —



Borden's Reindeer Coffee

—a handy, economical and delicious coffee that will appeal to every housewife. It makes instant coffee by the addition of only boiling water — no sugar or milk is required because they're both in the coffee.

Borden's Reindeer Coffee is the handiest prepared coffee on the market—it instantly makes wholesome, superbly flavored coffee and its economy is easily proven.

Everywhere it has been introduced it has won unstinted praise from housewives, and the steady way in which it repeats makes it a highly profitable seller. Feature it prominently in your Fall and Winter displays.

The Borden Co., Limited
Montreal



Eagle Brand
Condensed Milk
St. Charles
Evaporated Milk

Borden's

Reindeer
Condensed Coffee
Condensed Cocoa
Borden's
Malted Milk

ST. CHARLES BRAND
CANADA'S NATIONAL MILK

CLARK'S Tomato Ketchup

MADE IN CANADA—BY CANADIANS



Need we impress upon you, Mr. Grocer, that CLARK'S TOMATO KETCHUP is absolutely the finest Ketchup on the Canadian market to-day.

It is used on all the principal railroads, steamship lines and in the finest hotels and restaurants throughout the Dominion. It has an extensive sale with the general public—Your Customers—and the sale is GROWING.

GET YOUR SHARE OF THE GROWTH
ORDER NOW

W. CLARK, LIMITED
MONTREAL

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

**CEYLONS
FORMOSAS
INDIAS**

**CHINAS
JAPANESE
JAVAS**

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

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

J. ARON & COMPANY, Inc.
NEW YORK

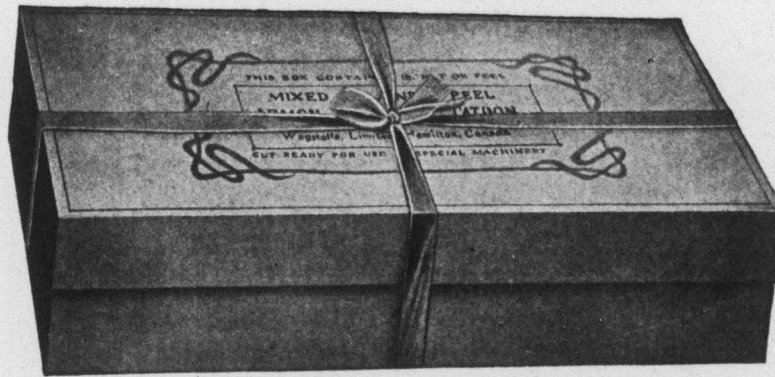
We have offices and substantial representatives in all large business centers of the civilized world.

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery




They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made,

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED
PURE FOOD PRESERVERS
HAMILTON - CANADA

LEMONS SPECIAL TO-DAY PRICE



The Right Selling Price

This chart tells
at a glance

SELLING PRICE TABLE CALIFORNIA LEMONS																					
SIZE	\$3.00	\$3.25	\$3.50	\$3.75	\$4.00	\$4.25	\$4.50	\$4.75	\$5.00	\$5.25	\$5.50	\$5.75	\$6.00	\$6.25	\$6.50	\$6.75	\$7.00	\$7.25	\$7.50	\$7.75	\$8.00
240	.20	.22	.24	.25	.27	.29	.30	.32	.34	.35	.37	.39	.40	.42	.44	.45	.47	.49	.50	.52	.53
270	.18	.20	.21	.23	.24	.26	.28	.29	.30	.32	.33	.35	.36	.38	.39	.40	.42	.43	.45	.46	.48
300	.16	.18	.19	.20	.22	.23	.24	.26	.27	.28	.30	.31	.32	.34	.35	.36	.38	.39	.40	.42	.43
360	.14	.15	.16	.17	.18	.19	.20	.22	.23	.24	.25	.26	.27	.28	.29	.30	.32	.33	.34	.35	.36
420	.12	.13	.14	.15	.16	.17	.18	.19	.20	.20	.21	.22	.23	.24	.25	.27	.28	.29	.30	.31	
442	.12	.12	.14	.15	.15	.16	.18	.18	.19	.20	.20	.22	.23	.23	.24	.26	.27	.27	.28	.28	.30
490	.110	.11	.12	.13	.14	.14	.15	.16	.17	.18	.18	.19	.20	.21	.22	.23	.23	.24	.25	.26	.27

This chart figures profitable margins that will cover costs of handling and shrink age and leave you a good net profit. Use this chart and make 348% yearly on buying-capital turned over weekly.

DON'T guess at your margins in oranges and lemons. If too high, your sales are slow; and there's decay. If too low, you lose, anyhow. So why take a chance?

Here's a selling price-card for lemons, with figures based on years of study and experience. We've another for oranges. Let them figure for you and guarantee 25% margins on your orange and lemon sales.

Free to you. Just ask the C. F. G. E.

This is just one of many ways we help grocers who "ask the C.F.G.E." And there are many other ways, as well.

How We Help You—

FOR instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the life of a fruit-business.

Aren't you thinking of fixing your store in a real live way? Write for our free sets of Sunkist cards, "strings" and banners for your counters and windows. You'll find it worth while.

Or—thinking of advertising in local papers or neighborhood movies, perhaps? We'll gladly send you free "cuts"—for use also on price-lists and letter-heads—and free Sunkist lantern-slides with your name in pretty colors.

Write us your problems. Maybe we can solve them. We've an experienced retail man whose

job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

—Why We Do It

THE C. F. G. E. is a co-operative agency. Years ago it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. And now a fraction of a penny per dozen is given by these growers to help merchants handle these fruits at a safe profit. Wise co-operation—nothing else.

Anybody who sells or grows California oranges and lemons is entitled to our help. Last year 10,000 retailers asked for our services; and they profited. Were you one of them?

To bring you more profit—and to lessen your selling costs—our Dealers' Service Department works always for your benefit. And we're ready to help you as much as you'll allow—so it's entirely up to you! Call on us any time. Write us today or mail the coupon.

California Fruit Growers Exchange
Los Angeles, California

California Fruit Growers Exchange

Dealers' Service Department
Los Angeles, Calif.

Send me your Selling Price Chart, also your Dealers' List of other Selling Helps and your Booklet on "Salesmanship in Fruit Displays" absolutely free to me.



Name _____
Address _____
City _____ Province _____

WARNING

BLENDED MOLASSES

is composed of
 mostly GLUCOSE bleached
 a little MOLASSES with
 some WATER chemicals

Its sale, we fear, will kill the molasses business. PLANTATIONS LTD. OF BARBADOS, B.W.I., appeal to CANADIAN GROCERS to protect their buyers by handling only **GENUINE BARBADOS**.

In order to put the genuine Barbados within the reach of all, PLANTATIONS LTD. have resolved to reduce the price of their superfancy, the grade higher than

Extra fancy, from \$1.80 to
\$1.33 The Imperial Gallon
 F. O. B. St. John
 F. O. B. Quebec
 F. O. B. Montreal

This is about 9½ cents per lb. Barbados is all sugar at less than sugar prices. This is for *Plantations, Ltd.* highest quality, sold only as

Windmill Brand

The century-old kind made in the old-fashioned way. PLANTATIONS, LTD., OF BARBADOS, have in store at St. John, Quebec and Montreal a limited quantity of their *Windmill Brand*, and will accept orders from one puncheon up from all good standing retailers for immediate or deferred shipment. To make sure of your supply, please telegraph at our expense.

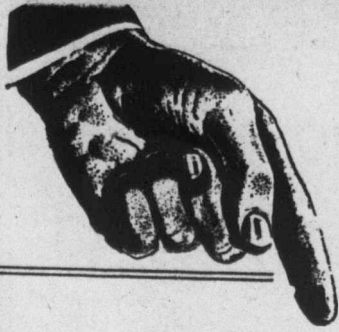
Pure Cane Molasses Co.
 of Canada, Ltd.

Montreal

St. John

Sole Agents for

Plantations Ltd., Barbados, West Indies



Seasonable Quality Lines for Fall and Winter Selling

Cherries in Maraschino

(October and November Arrivals)

Pony		Petite
Hf. Pts.	Pts.	Qts.
Also Pony—Petite in Creme de Menthe		

Shelled Nuts

(Spot and future arrival)

Jordan Almonds	Pistachios
Valencia Almonds	Cashews
Brazils	Blanched Almonds
Walnuts	Filberts
Peanuts	Pecans
Bitter Almonds	

Olive Oils

(Spot Stocks)

La Perle in Glass	Brillat Pure Olive Oil
1/2 Litre in Glass	4 Oz. in Glass
1/4 Litre in Glass	16 Oz. in Glass
1/8 Litre in Glass	Pts. in Tin
2 Gal. Tins	Qts. in Tin
1 Gal. Tins	Hf. Gal. Tin
1/2 Gal. Tins	Gal. Tin
1/4 Gal. Tins	5 Gal. Tin
1/8 Gal. Tins	

Imported Xmas Fruits

(October arrival)

Assorted French Fruits

1 lb. and 8 lb. Boxes

French Cherries

(Spot and future arrival)

Glace and Crystallized

1/2 lb., 1 lb. and 8 lb. Boxes

Every line listed on the left of this page is of the highest quality and they're all profitable sellers that you should place your order for now to insure prompt delivery (after their respective arrival dates) for your Fall and Christmas selling.

Look over this list carefully and check up your requirements and book your order *now*. You can depend upon every product the firm of W. G. Patrick & Co. offer Canadian grocers to give absolute satisfaction. Write us at once for quotations.

Distributors for Canada

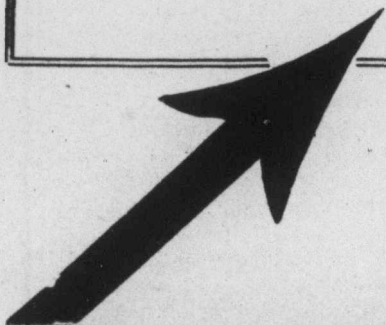
W. G. PATRICK & CO., Limited

HALIFAX

MONTREAL

TORONTO

WINNIPEG



WARNING

BLENDED MOLASSES

is composed of
 mostly **GLUCOSE** bleached
 a little **MOLASSES** with
 some **WATER** chemicals

Its sale, we fear, will kill the molasses business. **PLANTATIONS LTD. OF BARBADOS, B.W.I.**, appeal to **CANADIAN GROCERS** to protect their buyers by handling only **GENUINE BARBADOS**.

In order to put the genuine Barbados within the reach of all, **PLANTATIONS LTD.** have resolved to reduce the price of their superfancy, the grade higher than

Extra fancy, from \$1.80 to
\$1.33 The Imperial Gallon
 F. O. B. St. John
 F. O. B. Quebec
 F. O. B. Montreal

This is about 9½ cents per lb. Barbados is all sugar at less than sugar prices. This is for *Plantations, Ltd.* highest quality, sold only as

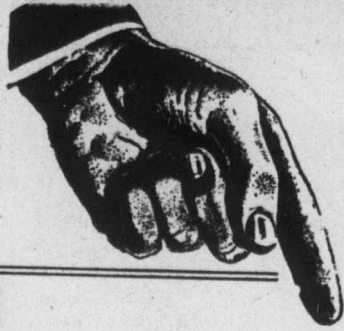
Windmill Brand

The century-old kind made in the old-fashioned way. **PLANTATIONS, LTD., OF BARBADOS**, have in store at St. John, Quebec and Montreal a limited quantity of their *Windmill Brand*, and will accept orders from one puncheon up from all good standing retailers for immediate or deferred shipment. To make sure of your supply, please telegraph at our expense.

Pure Cane Molasses Co.
 of Canada, Ltd.
 Montreal St. John

Sole Agents for

Plantations Ltd., Barbados, West Indies



Seasonable Quality Lines for Fall and Winter Selling

Cherries in Maraschino

(October and November Arrivals)

Pony		Petite
Hf. Pts.	Pts.	Qts.

Also Pony—Petite in Creme de Menthe

Shelled Nuts

(Spot and future arrival)

Jordan Almonds	Pistachios
Valencia Almonds	Cashews
Brazils	Blanched Almonds
Walnuts	Filberts
Peanuts	Pecans
Bitter Almonds	

Olive Oils

(Spot Stocks)

La Perle in Glass	Brillat Pure Olive Oil
1/2 Litre in Glass	4 Oz. in Glass
1/4 Litre in Glass	16 Oz. in Glass
1/8 Litre in Glass	Pts. in Tin
2 Gal. Tins	Qts. in Tin
1 Gal. Tins	Hf. Gal. Tin
1/2 Gal. Tins	Gal. Tin
1/4 Gal. Tins	5 Gal. Tin
1/8 Gal. Tins	

Imported Xmas Fruits

(October arrival)

Assorted French Fruits
1 lb. and 8 lb. Boxes

French Cherries

(Spot and future arrival)

Glace and Crystallized
1/2 lb., 1 lb. and 8 lb. Boxes

Every line listed on the left of this page is of the highest quality and they're all profitable sellers that you should place your order for now to insure prompt delivery (after their respective arrival dates) for your Fall and Christmas selling.

Look over this list carefully and check up your requirements and book your order now. You can depend upon every product the firm of W. G. Patrick & Co. offer Canadian grocers to give absolute satisfaction. Write us at once for quotations.

Distributors for Canada

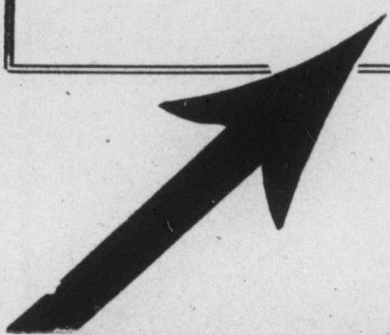
W. G. PATRICK & CO., Limited

HALIFAX

MONTREAL

TORONTO

WINNIPEG





One Grocer's Window



Here is a colorful window display that will attract the attention of the multitudes that pass your store and will "tie-up" your store with the great national advertising campaign which is now being carried on to popularize BLUE RIBBON PEACHES.

Make an attractive display of BLUE RIBBON PEACHES in packages, show a copy of the October issue of the Ladies' Home Journal which contains a beautiful four-color page advertisement of this ready seller and you have a simple and inexpensive display that will bring business.

5% SHRINKAGE SAVED! BY BUYING PEACHES IN PACKAGES

There is an unavoidable loss to the grocer when he handles dried peaches in bulk, as the shrinkage will average five per cent. Save this shrinkage by buying dried peaches in packages. Save time, string and bags. Give your customers a clean, sanitary food product, put up attractively and in a manner that is sure to bring repeat orders. It is the modern way.

CALIFORNIA PEACH GROWERS INC.
MAIN OFFICE, FRESNO, CALIFORNIA · OVER 6500 MEMBERS

Before gauging your stock requirements of butter, lard and other shortenings for the coming baking season, you will be vitally interested in the significance of the big publicity campaign being launched by The Canada Starch Company, Limited, for Mazola, the wonderful oil for Frying, Shortening, and Salads.

How will the Big Mazola Campaign Affect Your Grocery Sales?

THE baking season, so full of profit possibilities to the alert dealer, is again in full swing. Your own experience shows that with butter at its present price, and going higher as winter advances, people cannot use it freely in cooking. Favorite dishes have disappeared from the table.

Mazola, a wonderful cooking oil from the heart of golden corn, is already a success, without advertising. It needs only to be known to become staple. It has come to stay. All the resources of The Canada Starch Company, Limited, with its 63 years of merchandising experience, are pledged to the work of spreading MAZOLA news to every Canadian Kitchen.

Every sale and advertising plan is being used without regard to cost.

Decide now to plan an adequate stock to take care of the business you believe will follow.



In 1, 2 and 8 lb.
TINS

The Canada Starch Company

Limited
MONTREAL

*Makers of Lily White Syrup
Crown Brand Syrup
Benson's Corn Starch
and Mazola*

EUREKA REFRIGERATORS



When you purchase a Eureka Refrigerator, you not only get a refrigerator, you get the most **sincere service** it is possible for us to render.

Not only is the Eureka Refrigerator the best in the market, but we go

further, we maintain a staff of experts whose duty it is to give advice where needed regarding refrigeration problems.

This service is for **you!** Why not take advantage of it now?

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Limited

Head Offices and Factories:
OWEN SOUND, ONT.



Announcement

We beg to advise the Wholesale Grocers of Toronto, Hamilton, and St. Catharines, that we have appointed Mr. J. K. McLauchlan, 45 Front St. E., Toronto, as our agent covering above territory since the death of our former representative, Mr. T. M. Sibbald.

Mr. McLauchlan will carry a stock of our goods in his Toronto warehouse, for spot delivery, as well as sell in straight car lots, of Rolled Oats, Rolled Wheat, Standard Oatmeal, Cornmeal, etc.

The Parkinson Cereal Co.
Thornbury, Ont.

N. B.

Egg

Carriers

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

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

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



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

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


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

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

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.
If you consider marketing your goods in Saskatchewan, appoint "PRITTY" as your representative.
"PRITTY" has got results for others and can do the same for you.
100 per cent. efficiency.

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Donaldson Phillips Agencies Limited
Grocery and Produce Brokers
Open for a few more first-class connections
124 Pacific Bldg. - Vancouver, B.C.



Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED*, nor ever labelled other than

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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

EVERY MORSEL EDIBLE AND DELICIOUS

CAN A HERRING SUFFER?



IT CAN
in comparison with
Wallace Herrings

■

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfra. Agent and Importer
Groceries and Chemicals

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

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches
Regina, Saskatoon, Calgary, Edmonton

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Geo. W. Griffiths & Co., Ltd.

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

C. H. GRANT CO.

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

Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?

MOWAT & McGEACHY

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

Richardson Green, Limited MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

SAY YOU SAW IT IN CANADIAN GROCER,
IT WILL HELP TO IDENTIFY YOU.

IN WRITING ADVERTISERS, PLEASE
MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an
efficient and energetic
"chain" organization, long
established, with financial

stability and the necessary
experience and knowledge,
to place your goods success-
fully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA
SASKATCHEWAN
HEAD WINNIPEG
OFFICE
ALBERTA
WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON
Manufs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

SAY YOU SAW IT IN
CANADIAN GROCER, IT WILL
IDENTIFY YOU.

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and
Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

When Writing Advertisers Please
Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

*Christie's Biscuits and
Robertson's Confectionery*

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO. LIMITED

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

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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



THOMPSON'S SEALED SALTED PEANUTS

Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:

Whole, Blanched, Jumbos.

The peanut full of rich, creamy flavor.

Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON, Western Distributors, Winnipeg

To get business you must go after it. Others do it through this section
—why not YOU?

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

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

H. C. BRENNAN
Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopoulos & Macris, Patras,
Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high
class foodstuffs.
Booth Bldg. OTTAWA, CANADA

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

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial
Grain and Milling Co., Limited., Vancouver;
Harry Hall & Co., Vancouver, and others. Cor-
respondence solicited.
Heintzman Bldg., Windsor, Ont.

Information
*We can keep you posted with all
daily news and business Tips*
Canadian Press Clipping Service
143-153 University Avenue, Toronto

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

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

The Norcanner Brand



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

Bravo Brand Sild Sardines



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

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

OCEAN BLUE
In Squares and Bags

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

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

Order from your Wholesaler.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

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

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

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

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

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and
West Indian Products
103 St. Francois Xavier St MONTREAL

If you have anything in food line to sell
or want to buy, ask us for prices. We buy
and sell outright, also act as buying and
selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

**SHEPHERD - MOTT
COMPANY**
*Manufacturers' Agents
Grocers' and Confectioners' Specialties*
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL


MANUFACTURERS
We can get you Business in the
Province of Quebec.
Best References. Special Sales Force.
Address: c.o. Canadian Grocer
Montreal

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

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces
we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE
TOMATOES HEAVILY CONCENTRATED,
AND HAS EIGHT TO TEN TIMES THE
STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon re-
quest.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - MONTREAL, QUE.

Waste Paper—
VERY HIGH PRICES NOW.
"CLIMAX" Steel BALERS
TURNS WASTE INTO PROFIT.
3,000 satisfied users.
*Made in 12 sizes—a size
to suit every business.*
Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.



A Boy can
operate it.

When Writing to Advertisers Kindly Mention
this Paper

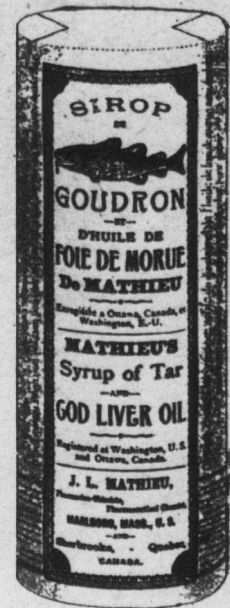
Mathieu's Remedies Have Proven Their Efficiency



Mathieu's Syrup of Tar and Cod Liver Oil should be recommended to your customers during the Fall Season for coughs, colds, etc. It is a ready and constant relief for Influenza, La Grippe, etc., and at the same time has an excellent tonic effect on the system.

Mathieu's Nervine Powders are excellent for Nervousness, Fevers, Neuralgia, Headaches, etc., and should not be missing from your stock.

Try selling them once and you will always keep them in stock.



Order a supply to-day.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

Why You Should Feature

KING GEORGE'S NAVY

Makes a neat showcase display

A few "plugs" of King George's Navy arranged in a corner of your show case will focus the attention of the men and bring you real tobacco profits.

Don't leave your share of this money trade to your competitor.

Plan to get it now.



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

This clerk makes no mistakes in adding the items of a sale



SHE records the price of each article on the new kind of National Cash Register. The register does the adding. The total always is correct.

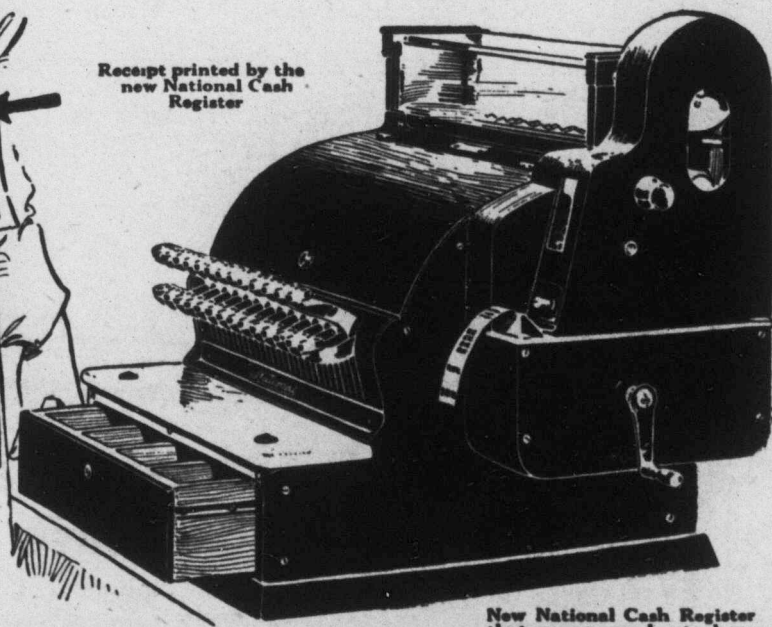
No mental addition, and no mistakes.

The register also does many other important things for merchants, clerks, and customers.

Every merchant should know about this new cash register.

Let our branch manager explain it to you.

Receipt printed by the
new National Cash
Register



New National Cash Register
that many merchants have
been looking for

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.



... a profitable side-line

Chamberlain Family Remedies

Try a sample order of these popular, dependable remedies and cash in on Chamberlain worthwhile profits.

There's always a demand for efficient, trustworthy medicines and you'll find every Chamberlain medicine an active, satisfying seller.

There are a number of these peerless remedies that it will pay you to have in stock this Fall and Winter. Why not write for our price list?

Guaranteed free from harmful drugs.

Chamberlain Medicine Co., Limited
TORONTO



For over fifty years we have been putting the best values we knew how into our coffees.

Thus have they survived the test of time.

CHASE and SANBORN
MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



AUTUMN DAYS ARE CHARMS DAYS

Cool days are here!
Summer's luscious
fruits are memories of
the past!

Now—more than
ever — is the time
for Charms, the
original fruit can-
dies in package
form. Carry a full
supply of eleven
luscious flavors.

Order to-day.

Don't be
caught
shorthanded.



- LIME
- LEMON
- ORANGE
- GRAPE
- PEACH
- BUTTER
- CLOVE
- ASSORTED
- HOREHOUND
- RASPBERRY
- WILD CHERRY

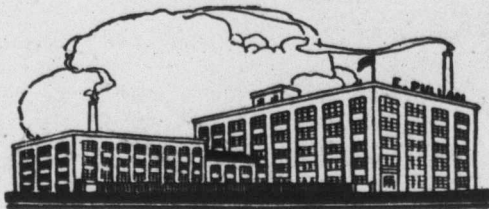
CHARMS

CHARMS COMPANY, LIMITED

36 Saint Paul St. East - - Montreal, Canada

BAGS

AND COTTON LINERS



The Highest Prices Paid

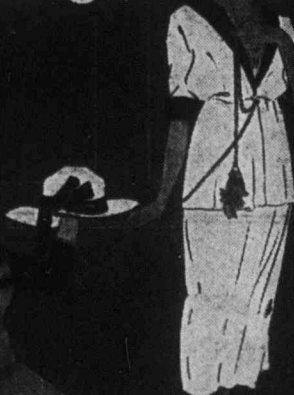
for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, Toronto

A Hat
to Match



O.P.W.
TRADE MARK
Jas-per-lac
STRAW
HAT
STAIN

"COME AGAIN"

A sale of Jas-per-lac Straw Hat Stain is a "Come again" invitation to your customer. It is more than that—it is an invitation to others. Women are good advertisers of anything that's good.

Next spring a lot of Jas-per-lac will be sold. Get ready now.

Ottawa Paint Works, Limited
OTTAWA, ONT.

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Don't Experiment With Your Tea Trade

"Trying out" new teas (package or bulk) of unknown merit is an expensive and losing game. The shrewd, practical grocer, knowing this, picks out the tea that has ALREADY shown the kind of results he is after. He chooses

"SALADA"

The tea of unsurpassed quality. The tea with the largest sale.
Consequently the leader.

We had to show results to get and hold our trade.
We can get the same results for YOU.

SALADA TEA COMPANY OF CANADA, LIMITED
TORONTO AND MONTREAL



A WHOLESOME PRODUCTION

ROYAL ACADIA SUGAR is made from the pure cane into the purest refined granulated sugar — "Every Grain Pure Cane."

A profitable trade will surely come from selling "Royal Acadia."

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

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

A Simple Way to Cut the Cost of Travelling Salesmen

The salesmen who are compelled to fertilize, plow, sow, harrow and cultivate their fields, can not compete with the salesmen who spend the bulk of their time harvesting.

To keep a good salesman on the road to-day, costs more than ever before, and to deprive him of the advantage of Business Paper advertising is equivalent to demanding that he walk from city to city to save car fare. It's a net loss to both the salesman and the employer.

There is a Business Paper in each field of trade and industry which can do the preparatory work of cultivation more quickly, and at less cost than salesmen, thus multiplying the efficiency of the salesmen by permitting them to confine their efforts to harvesting.

There is no guesswork or theory about this—thousands of concerns are daily demonstrating its truth.

Business Paper advertising calls on the real buyers in your field and **your field only**. It is assured of an audience because it is contained in a paper edited wholly in the buyer's interest, which he needs, wants and pays for.

You who have discovered the benefits of specialization in production and in personal selling, need no argument to appreciate the opportunity for Specialized Advertising afforded by Business Papers.

What "A.B.P." Means to Advertisers.

Only papers subscribing to the Associated Business Papers' Standards of Practice are admitted to membership. These standards are unsurpassed in any field and cover every department of publishing in addition to certified circulation.

Weekly—

Hardware and Metal
Canadian Grocer
Financial Post
Druggists' Weekly
Canadian Machinery

Semi-Monthly—

Maclean's Magazine
Farmers' Magazine
Power House
Sanitary Engineer

Maclean Publications All Members

The following is our list of trade and technical publications, all of which are members of the Associated Business Papers:

Monthly—

Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Foundryman
Marine Engineering
Printer and Publisher
Canadian Motor, Tractor and
Implement Trade Journal

The MacLean Publishing Company, Limited

Toronto

Montreal

Winnipeg

Vancouver

London (Eng.)

Watch for Exhibition Coupons

THOUSANDS of people who paid 10 cents for a sample cup of Red Rose Tea at Toronto and Ottawa Exhibitions will be presenting coupons to their grocers good for this amount on a package of Red Rose



Orange Pekoe Tea. Our travellers will redeem them when they call, or we will credit your account at our Toronto Office. Be sure you are well stocked with this grade to meet the extra demand.

T. H. Estabrooks Co., Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

**Wholesale
Grocers**

CURRENTS

Selling our Currants you multiply your connections.

The Guaranteed sound, free from rain-damage, clean and sweetest "Philippou Currants" give you the greatest profit and ensure the greatest degree of satisfaction to your customers.

Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, PATRAS, GREECE

Active agents are wanted to all markets of Canada

We now Book orders for Xmas Clear Toys.
Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd.
Halifax, N.S.

L. Edward Whittaker
St. John, N.B.

Chadwick & Co.
Toronto, Ont.

H. H. Beer
Summerside, P.E.I.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

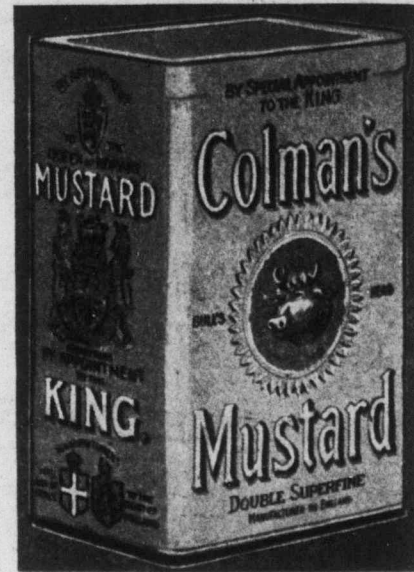
Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

If you have not already stocked "Colman's" Start Now

Mustard is frequently on Milady's shopping list—"Colman's" well displayed will catch your customers' eye—and it will also bring them back to you for other goods.



Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

A Pointer for Better Sales

Macaroni is a prime favorite nowadays. It is cheaper than meat. Superior Brand quality cooks in 20 minutes. No wonder the use of Superior Brand is increasing by leaps and bounds!

Display Superior Macaroni

and get your customers using it instead of meat. It helps your cheese sales too, for "macaroni and cheese" is a popular dish.

Sole Selling Agents:

Sainsbury Bros.

Toronto Winnipeg Montreal Halifax

Superior Macaroni Co., Limited, Toronto



Superior Macaroni

CANADIAN GROCER

VOL. XXXIV

TORONTO, OCTOBER 1, 1920

No. 40

Turns His Stock 18 Times in Year

George O'Sullivan, Campbellford, Ont., Believes That Quick Turnovers in Groceries the Most Profitable Way of Conducting Business—Never Carries Any Lines That Are Not Selling or for Which a Demand Cannot Be Created.

"I have never loaded up with supplies because of reported shortage, or because of rapidly advancing values. I have had no difficulty in buying as my requirements necessitated, and price advances have not been a deterrent to my trade. I always figure on sufficient profit to make my sales profitable. If prices decline, I will not be worried with goods bought at high figures. I have never followed the plan of buying in large quantities, and I am satisfied that purchasing for immediate needs only, is the better way."—George O'Sullivan, Campbellford, Ont., to Canadian Grocer.

QUICK turnovers of grocery stocks have been advocated in the columns of Canadian Grocer for a long time, and the grocer who is following this method of merchandising his goods, is undoubtedly reaping profit to himself, and is not worried with the thought of a heavy stock lying on his shelves.

George O'Sullivan, of Campbellford, Ont., is a grocer who has followed this plan of quickly turning over his stock, and he told a representative of Canadian Grocer on the occasion of a recent visit, that he estimated that he turned over his stock of groceries, as many as 18 times in the year. "It has always been my policy in the 10 years that I have been in business, to carry nothing that I cannot sell," he remarked to Canadian Grocer, and pointing to his shelves, he added, "there is nothing on them, that is not selling steadily and for which there is a constant demand."

Bank Deposits Show

"How do you know you turn your goods over 18 times in the year?" Canadian Grocer asked Mr. O'Sullivan.

"The first year I was in business I deposited to my account in 10 months, from April to February, 12 times the amount of money I paid for my stock at the outset. This gave me an idea of the quickness with which I was replacing my stock, and since then I have turned it over as many as 18 times in the year. Sometimes it has been less, but never longer than a month. I am carrying a stock at the present time to the value of \$2,500, the average yearly aggregate amounting to approximately

\$45,000. I never carry any stock that is not moving. I have always made a practice of watching my stock closely, and of keeping nothing for which a demand is not already active, or for which a demand could not be created."

Never Loads Up With Goods

The Canadian Grocer representative pointed out, that so many retailers had said, in the period of rapidly advancing prices, that it was not possible to turn stock over rapidly, that in the face of market conditions it was necessary to buy ahead in order to meet keen competition.

In discussing this point Mr. O'Sullivan declared that he had never loaded up with supplies, because of reported shortage, or because of rapidly advancing values. He had had no difficulty in buying as he needed, and price advances had not been a deterrent to his trade. He had always been able to figure on sufficient margin to make his sales profitable. In the matter of sugar, he had never over-bought, and he had never been without it. At the present time, he remarked, when so many merchants find themselves with high priced sugar on hand and a declining market, he was not carrying more than sufficient to carry him along from day to day. "If prices decline," he added, "I will not be worried with goods bought at high figures. I have never followed the plan of buying in large quantities, and I am satisfied that purchasing for immediate needs only, is the better way."

Does a Large Farm Trade

Speaking of the class of trade to which he caters, Mr. O'Sullivan stated that the

town business was done largely on the telephone, but a great deal of his accounts were with the farmers. Campbellford is the centre of a rich farming country, and merchants are more or less dependent upon them for a large portion of their business. "It used to be, the farmer only paid his bills once a year," Mr. O'Sullivan commented, "but to-day 75 per cent. of them are paying cash. The farmer has come to see that the merchant must have his money to carry on, and the last few years has seen the farmer adopting better business methods of conducting his own affairs, and he is now paying his accounts as he runs them. The fact that cheese factories have discontinued the practice of charging interest to patrons, on withdrawals during the season, and are making regular payments, if such are desired, has meant a freer movement of money, and the farmer is able to meet his obligations more readily. I still have a few who want to pay half-yearly, and some who still prefer paying only once a year, but they are gradually being won over to the cash way of doing business, or meeting their accounts at least once a month. As regards my town trade it is of the better class, and largely done over the telephone. I have practically no bad accounts."

Chain Store Competition No Worry

Campbellford has a chain cash and carry store, situated on the main street, and several leaders by way of reduced prices have been advertised. This competition, Mr. O'Sullivan asserts, has not affected his business in any particular. There has been no cause for worry, and

he has not experienced the loss of a single customer because of it. He believes that service is still of first importance, and that people will continue to demand it. Mr. O'Sullivan's store is not situated on the main street, but its location is in the proper place to bring business, according to his opinion. Coming downtown, people from the larger populated section of the community have to pass his store. Farmers too, leave their horses in the hotel yard adjoining his place, and he believes that his present

situation is preferable to being on the main street. In fact he could be on the main street if he so desired, as he owns a store there, but declares that where he is now has advantages that are profitable.

This Bread Means Sales

While the Canadian Grocer representative was talking to Mr. O'Sullivan, a shipment of bread from one of the larger cities, not far from Campbellford, arrived. "Selling that bread," Mr. O'Sullivan remarked, "has meant more to my

business than anything else I can think of, that is, in the way of bringing new trade to my store. For some time I have been the only grocer handling it, and I have never been without it, ever since I started in business. People who are now permanent customers of mine, were first drawn to my store because I carried — bread. Coming to get this particular bread, they invariably bought other goods, and I can say with a good deal of assurance, that this bread has meant the sale of a great many other lines."

Advance of Sugar to 26 Cents is Termed a Serious Mistake

Hayden, Stone & Co., New York, in Reviewing the Situation in Sugar Says That When Sugar Got to 26 Cents, It Operated as a Magnet Drawing Sugar to America from Unheard Corners of the Earth.

HAYDEN, STONE & CO., New York, reviewing the market situation, as it applies to sugar at the present time, has the following to say, that will be found of great interest by the trade:

"The August crisis in sugar was fundamentally due to money conditions. In respect to cause, the abrupt break in sugar was induced by exactly the same influence which has been continuously operating in favor of lower commodity prices for practically all of 1920—namely, inability to finance an abnormally inflated price level.

"As long as raw sugar was advancing from 15 to 26 cents per pound, and refined sugar was held stationary for several months, first at around 14, and later around 17 or 18 cents per pound, the pressure upon money was not great enough to create a breaking crisis. But later, when all but 200,000 tons of the Cuban crop had been sold and the effect of the 26 price level for raws had been to force granulated at wholesale to 22 or 22½ cents per pound, the money strain upon the sugar trade became terrific. Only a very small fraction of the Cuban crop was sold above 20 cents per pound. In dollars and cents, 26 cents raw sugar meant little because there was so little sugar to sell. But 25 and 26 raws did mean an enormous total in refined. By adding five cents per pound to the price level of refined it increased the amount required to take care of our weekly consumption of 100,000 tons by \$10,000,000, or over \$40,000,000 per month.

"The reason that the sugar market broke when it did was because the cumulative effect of the sky-rocketing in raws did not make itself fully felt in the only place it could be felt money-wise, namely in refined, until August.

"Out of the chaos which has prevailed in the sugar trade, several facts are becoming fairly clear. One is that the advance in raw sugar to any such price as 26 cents was a serious mistake for which the Cubans in particular, but the refiners in considerable measure, were to blame. Co-operative buying on the part of refiners, should have been permitted in some legal way, so as to prevent the runaway market which the realization of the Cuban drought promptly initiated.

"When the raw sugar market got so far above the world's parity as 26 cents it operated as an enormous magnet drawing to this country sugar from unheard of corners of the earth.

"In particular, it was Oriental sugars in August which proved to be about the last straw on the overloaded camel's back. A good deal of Java sugar destined to the United States has been resold to other countries. Java sugars have been so unfortunate to American buyers this year that it will be many a long year before we again see this country attempting to absorb 400,000 tons of Javas. Another fact which is becoming apparent in the present situation is that the United States raw market has now for the first time since January, declined below the world's parity. Instead of attracting, our price level is repelling imports from unusual quarters of the world.

Bottom of Decline Reached

"Because of this and because the statistical position of sugar is so strong, it is the opinion of the leaders of the sugar industry that we have undoubtedly seen the bottom of the decline, and that some advance in raws is inevitable. This advance is predicted on buying and some buying by refiners inside the

next 30 days is believed assured. So far as Wall Street is concerned its interest in raw sugar prices lies largely in the probable opening price for 1921 Cuban crop sugars. The factors determining this price level should crystallize during the next 60 days. Broadly speaking, the larger Cuban companies would be disappointed at a 1921 price level of less than 11 cents, and they seriously hope for 12 cents. Considerable 1920 sugar has been sold at 12 cents. Another fact worth noting is that the abrupt decline in raws from 23 to 9½ cents, a drop of 13½ cents per pound was by all odds the biggest break which has ever occurred in a single year. In no other year has the decline been greater than three cents.

A Different Year For Refiners

"It must be frankly admitted that with the utterly abnormal conditions which have prevailed in 1920 it has been a most difficult year for refiners. On a rising market they all made large profits during the first six months of this year. The August break has created an extraordinary condition. Too strict enforcement of contracts made with the sugar trade would work serious financial loss to many distributors. Inevitably the refiners as a whole will have some losses to absorb in the second half of 1920, but they have the cushion of the large profits of the six months to June 30 to fall back upon.

Beneficial Effect in 1921

"It may prove to be the case that the break in raw sugar will have a beneficial effect on the 1921 Cuban crop. Had 20 or 25 cent raw sugar persisted right up to January, the Colonos situation in Cuba would have been most serious. The Cubans in recently holding

a portion of their unsold sugar for 30 cents showed their utter inability to appreciate the fundamentals of economics. If the Cuban Colonos reduce their extravagant ideas for 1921 and are satisfied with a raw sugar market stabilized at 11 or 12 cents, they will by so much prolong the years during which Cuba may expect to make large sugar earnings. But 20 and 25 cent raw sugar is an urgent invitation to European beet countries to hasten their recovery to normal production. Cuba has it in its power to prevent Europe for years from recovering its sugar production. But such an object can be gained only by submitting to able economic leadership. Unfortunately there is no war-

rant for believing that Cuba will adopt any policy other than to secure the largest possible measure of present profit.

August Collapse Overdone

"The August collapse in raw sugar was probably overdone. It was a warning and a very emphatic warning of what may be expected when the price level of any commodity is abnormally increased in too short a time. The world is still short of sugar and will probably be short for several years. But there is a price level at which the consuming public stops buying and a level which imposes a financial burden on the industry greater than it can finance."

seen why brooms have reached the present abnormal prices. The present situation in the broom corn market is such that No. 1 corn, which is only 10 per cent. of the new crop, has a tendency to advance to even higher prices. In fact since about the middle of August quotations have advanced about \$40 per ton, and one broom manufacturer stated to Canadian Grocer that before next season's crop is harvested the best quality broom corn will bring easily \$100 per ton more than to-day's quotations. On the other hand another manufacturer stated that "the market will be over-supplied with rain-stained broom corn, and this poorer grade will be selling at a lower figure than present quotations. Consequently the cheaper grade brooms will come down in price, also the quality will not be as good. These prices will probably range from \$5.50 to \$8 per dozen." The best quality brooms are quoted at from \$10 to \$12 per dozen, and if first quality broom corn keeps advancing, it will have a tendency to increase the price on best grade brooms.

United States Buying Currants for Wine Making

This Fact Tends to Make New Crop Currants Scarce and Higher—New Crop is Estimated at 110,000 Tons, But is Not Sufficient to Meet All Requirements.

UP to about six months ago the United States was a buyer of currants of little importance. The same situation that exists with raisins is now manifest with Grecian currants, due entirely to prohibition laws in America, which is causing that country to turn to raisins and currants for wine making. Some months ago the United States purchased practically the entire balance of the available old crop in Greece, about 4,000 tons, which have now been shipped from Greece.

The new crop, which is now coming on the market, will be absolutely bare of any carry-over of old stock, and growers are anticipating much higher prices on account of the exhaustion of old stocks, and the increased demand in the United States. Since January last the United States has purchased in Greece 18,000 tons of currants. To this

is added the quantity previously purchased and the anticipated purchases to the end of the season will bring the total up to about 27,000 tons, whereas the previous season only a total of 14,000 tons was purchased. It can readily be seen, therefore, that the United States is fast becoming a competitor in the world for currants, which is bound to have the effect of influencing prices to a marked degree, and the more demand there is from the United States, the more prices can be expected to go up.

The new crop is estimated to be about 110,000 tons, which is considered not sufficient to supply all needs. Some shipments of new crop Grecian currants are now on the water, which are expected to reach this market about the middle of October.

Best Grade Brooms Likely to be Higher

Present Crop of Broom Corn is Estimated to be Ninety Per Cent. Rain Damaged—Over Supply of Low Grade Corn Likely to Make Cheaper Grade Brooms Lower.

ON top of the report that the broom corn crop is a big one and the trade generally is looking for broom prices to be lower, comes the report that a large quantity of the broom corn now being harvested is of very poor quality, on account of being stained by the excessive rains. Too much rain not only spoils the appearance of the corn but causes it to become brittle and makes it unfit for the manufacture of high grade brooms. The extent of the damage by rain is estimated to be 90 per

cent. of the whole crop. This then means that only 10 per cent. of the crop will be fit to be manufactured into the better grade brooms, and the balance of the crop must necessarily go into the making of the lower grades.

The farmers in the Illinois district are holding the best quality broom corn at \$325 a ton. To this must be added freight, duty and exchange, when imported to Canada. When these figures are compared with \$60 a ton that was paid in pre-war days, it is plainly to be

CONFECTIONERY FIRM INCORPORATED

Dominion Confectioners, Ltd., Montreal, have been incorporated with \$50,000 capital, \$15,000 paid up. This was formerly the Dominion Sales Company. The directors are G. Stratigos, J. G. Charos and J. P. Charos.

Pecan Crop is Estimated at Less Than Last Year

It is estimated that pecans will amount to only about one-third of a normal crop this year. A heavy freeze at Easter is blamed for the smallness of the yield. The pecan crop last year was one of the best on record. Total shipments amounted to more than 3,000 tons. Reports this year indicate that many of the nuts that remained on the trees after the late frosts are now dropping from the trees without ripening. Not more than 1,000 tons are expected to be marketed. The crop is expected to be ready for gathering about the time of the first frost this fall.

Pecans are grown in Oklahoma almost entirely in the central, east central and south central sections.

The starch and glucose industry in Canada included 12 establishments in 1918, and these employed an average of 76 salaried officials, and 633 wage earners. During the same year Canada used 22,842,582 pounds of starch of all kinds.

Making a Feature of Imported Lines

Chas. P. Macklaier, Montreal, Opens a New Store in the Uptown District Where the Special Feature is the Sale of High-Grade Imported Delicacies—Creating a Demand for Goods of Quality.

By Staff Correspondent Canadian Grocer

MONTREAL.—“It was at the request of many of our customers who have been dealing with us at our St. James Street store that we opened our up-town store on Union Avenue, near St. Catherine Street,” said Chas. P. Macklaier to Canadian Grocer representative recently.

For two years C. P. Macklaier has operated the specialty grocery store at St. James Street, formerly owned by Fraser Viger. In May last the new store at 419 Union Avenue, Montreal, was opened, and is known as the Italian warehouse. It is just a few doors above St. Catherine Street, behind Morgan's Colonial House, which is the centre of the retail business section of the city. J. C. McDougal is the manager of the new store.

Although the frontage of the store is not large, the great depth and high ceilings lend to the interior a hall-like appearance. The mahogany finish throughout gives a rich tone to the store with which the orderly appearance of the shelves and the displays is quite in keeping. Perhaps the most striking feature in the store is the long row of old-fashioned Japanese figured tea containers. Although these have almost all been discarded in the grocery trade, they seem here to harmonize with the surroundings, and to bespeak the feature of the store which is to handle high-grade imported lines. The office is situated in the balcony at the rear of the building overlooking the counters. Under this balcony are the telephone booths, where the orders are taken. The counters are all on the left hand side, while on the right are the show cases and the racks for biscuit containers. Half way down the left hand side of the store is a large glass-front refrigerator where cheese and special lines of imported canned meats and delicacies are displayed.

Selling Special Lines

“Our aim,” said Mr. McDougal to Canadian Grocer, “is to supply the requirements for imported delicacies that always exists in a large and wealthy city like this. For the most part in our business money seems to be only a small feature to our customers. It is quality and perhaps novelty that they want. Consequently we import a large quantity of French preserved fruit and such dainties as foies de gras, which are not manufactured on this side of the Atlantic. Of late years these lines have become very expensive but the usual demand remains. There is also a big inquiry for English biscuits and English soda water. We have for years bottled



Showing the interior of the new store of Chas. P. Macklaier in Montreal, where high-grade specialties are the feature.

our own light wines. In the basement of this store we have installed a plant for carrying on this work. Fraser Viger gained a reputation in the city for their stock of the finer makes of domestic and imported cheese. We have endeavored, we hope successfully, to live up to the reputation acquired with the business two years ago. This is the day of specialists, in the grocery business as well as in the professions. There is no better advertisement than to be known as handling something extraordinarily good. In this way the name is carried into the homes of the customers, is spoken at the dinner table, and in the drawing room at afternoon teas. It is there that a reputation is made.

“Since our store is so close to the side entrance to Henry Morgan's departmental store, and as it is at the side entrance that all the motors call and are parked just opposite to our door, we get a larger percentage of personal calls from our customers than we did at our down-town store. In my opinion it is far more satisfactory both for our customers and for ourselves to make personal sales. During the summer we did a large country business, most of the delivery being done by freight and express.”

British Trade Commissioner to Visit Old Country

The British Government Trade Commissioner in Ontario, F. W. Field, will leave Toronto on October 8, on an official visit to the United Kingdom, to confer with the Department of Overseas Trade, London, Chambers of Commerce, and manufacturers and merchants throughout the British Isles. He will be overseas three months or more.

Canned Peas Are Kept by Merchant for 24 Years

D. Cameron & Co., general merchants, Providence Bay, Ont., have in stock at the present time some tins of canned peas, labelled “Sweet Wrinkle Peas,” “Niagara Falls Brand,” packed by the Niagara District Fruit Preserving Co., Ltd., St. Catharines, Ont., Canada. These goods were evidently mislaid and have turned up after 24 years, and to all outward appearances are just as good as they were 24 years ago.

The Niagara District Fruit Preserving Co., Ltd., was started in 1891 by the late James B. Dolan with E. C. Kidder, as processor. This factory continued to operate under the above name for about six years, when it was purchased by the late William J. Innes, Esq., who operated it for a few years and then consolidated with the Canadian Cannery, Limited, in 1903. This is now known as No. 18 of the Dominion Cannery, Limited, and is managed by a son of E. C. Kidder, who is now supervisor in the Niagara Falls Peninsula, for the Dominion Cannery, Limited.

SULPHATE OF COPPER FOR COLORING NOW PROHIBITED

The ruling of the Federal Department of Health, that has permitted the coloring of peas, with sulphate of copper, has been rescinded by a more recent order-in-council, P.C. 2050, made on August 20th, 1920, and published in the Canada Gazette, September 4th. This order-in-council prohibits the use of sulphate of copper or other artificial coloring in canned peas. The regulation is made under the authority of the “Meat and Canned Foods Act.”

Easing Prices Find Grocery Business in Good Shape

White Sugar, Flour, Rolled Oats, Etc., Are Easier — Carefulness in Buying a Hopeful Sign—Money Value of 1920 Crops Means Good Future.

THE Canadian grocery trade has witnessed a few declines in prices of commodities during the past two or three weeks. It should not be taken for granted, however, that all foodstuffs are on the decline. Some of them are holding firm, and a number are higher than they were a year ago for special reasons, and are likely to continue so.

Sugar, flour, rolled oats, and some of the meat products are among those lines that have been easing off in price. On the other hand, lines like raisins, currants, extracts, some lines of nuts, etc., are higher, and will continue to be higher for some time to come.

Are Well Prepared

The grocery trade, both wholesale and retail, has been anticipating the shading of prices of commodities during the past several months, so that the declines in sugar, flour, rolled oats, etc., have not come unexpectedly. Wholesalers began after the first of the year to reduce stocks and they are not now holding heavy stocks, generally speaking, of the articles that are on the decline. There are a few exceptions to this, but on the whole the wholesale grocery business is in good shape to withstand what is generally anticipated to be a gradual decline to a normal basis in important commodities.

The larger retailers have, of course, been stocking heavily on many lines during the past year or so, particularly such lines as canned goods and jams. Many of these merchants have good stocks on hand, but in the majority of cases these were purchased at a low figure, and it is not likely the price will decline below the purchase price before they are disposed of, so that they are in pretty good shape. The smaller grocers have been buying on a hand-to-mouth basis for many months. Their stocks of each line are not heavy, and few who have been in business for some time are sustaining losses. All retailers are now buying carefully. This means that they are also buying frequently and in small quantities. Consumers are buying shrewdly but often, and the retail grocery business is good. The trade generally anticipates that prices will ease off gradually and with no decided slump at any time the road towards a normal condition does not appear to be a rough one. There are some lines on which export trade is falling off, such as powdered milk and packing house products, which means that more of these goods will be available for domestic trading. This again

will tend to ease off prices. Prominent merchants generally anticipate that lower prices will stimulate consumption of products that have been somewhat beyond the possession of the average man during the past six months or more. The excellent crop all over Canada and the prices being received are sure to keep the grocery business in good shape during the coming year.

Can Make Sugar from Corn is New Discovery

New York, Sept. 23.—After more than three years' intensive effort which included numberless experiments, Frank K. Gardner, president of a food products company, announces that Dr. Arthur W. Smith and S. F. Evans, of Baltimore, have invented and perfected a process by which white sugar of the best domestic and commercial kinds may be obtained from corn. He says that the practically unlimited supply of corn in this country, coupled with the fact that the sugar may be manufactured for less than four cents a pound, proves that in the near future there can never be a "sugar shortage" here, and that the price of that necessity will soon be more than cut in half.

"We regard the successful completion

Important Change in Duty on European Imports

New Regulation Provides That Duty Shall Be Charged Only on Actual Value of Goods.

ON July 22 last an order was issued by the Department of Inland Revenue providing that in calculating the duty chargeable on imports from European countries the depreciation in the value of European currencies should be recognized and that the duty should be levied only on the actual value of goods at the current rate of exchange and not at the par value.

The result of this order as far as the grocery trade is concerned is that the duty on products from France and It-

of our work," Mr. Gardner said, "as probably the most important food discovery for many years. It means that there will be an adequate supply of sugar for all purposes and at a price that is low enough for any pocketbook. It means that the people of this country will have all the sugar they need for household consumption for all time and that is the most important feature of the great discovery.

"To fully realize what this new and unlimited sugar supply means, it is necessary to understand the present situation. Sugar, as it is generally known, is the product of the sugar cane, beets, fruits and starch. Cane and beet sugars represent the great bulk of that now used. The production of these for the past year was about 16,000,000 tons, which is about 5,000,000 tons under the amount produced during 1913-1914, which accounts for the present shortage and high prices.

"To-day this country is fairly well supplied with sugar, but the rest of the world is practically doing without it, and it will be years before the shortage is relieved if the old sources of supply are depended upon. For the year ending July 1, 1920, the sugar consumption per capita in this country was a little more than 90 pounds per year, giving a grand total of about 4,500,000 tons, of which less than 1,000,000 was produced in the United States."

Mr. Gardner said that the new product has all of the physical and chemical characteristics of honey, and is white in color and about 80 per cent. as sweet as cane sugar.

"The unlimited supply of this new sugar is understood when it is known that one bushel of corn will produce about forty pounds of the syrup, and that the annual corn crop is more than three billion bushels. Just about 7 per cent. of this crop would produce all the sugar this country can use," he added.

aly will be reduced roughly speaking by about two-thirds, and on those from the United Kingdom by about one-fifth.

Why the order should be dated July 22 and only now made public is not clear. It is explained that the order was occasioned by the reduced values of paper money as compared with gold.

Apparently those merchants who have paid duty on higher values since July 22nd will have a good claim for a refund of the amount overpaid.

Better System of Retail Accounting

A Simple System Might Solve the Difficulties of Many Merchants
—Committee to Effect Form of Standardization

By G. A. BURBIDGE, Halifax, N.S.

WHEN this subject is mentioned we can hear some one say, "Why take the joy out of life? The happy-go-lucky come-day-go-day method of doing business is good enough for me." If you think so, what I have to say will not interest you, but the real business man enjoys his business as much as a game of golf, and is not satisfied unless he plays the game in the most approved fashion, knowing also that by so doing he has the best chance of success.

I presume there is scarcely a grocer, certainly not a wide-awake one, who does not desire some system of accounting that will give him certain information. He probably feels, however, that a system which may suit a larger or a smaller business or one of a different character from his, will not exactly suit him. True, but while there is room for a great diversity in details there may be agreement in the main, up to a certain point, and it would be of decided advantage if we could all agree in our methods and all work along similar lines, so that we could compare notes. It might be worth while for the grocers to appoint a committee for the purpose of devising a standardized system.

After Years of Study

There are many problems that might be referred to if time permitted of very practical import, which might form the basis for interesting and profitable discussions, but we are under the disadvantage of a lack of agreement in our methods of arriving at conclusions, if indeed we have any method at all. Probably there can scarcely be found two men with exactly the same system. There is really no need for this diversity. I think it would be quite feasible, and certainly a most useful plan to devise a modern, flexible and reasonably simple accounting system.

I am not an expert, but after some years of study of the question I think I have worked out a system that gives the most important results with the minimum of labor. What I have to say, however, will be in the nature of a discussion of first principles.

It is first of all necessary to have in mind the results that we desire—our objectives, in other words, to decide how far we wish to carry our system. Our aim may be:

To prevent mistakes at the counter.

To know that goods are priced correctly and the proper prices obtained.

To know goods are not going out without being paid for.

To know whether clerks are paying for what they take, or are favoring personal friends or special customers.

To know which clerks are really salesmen.

To know our gross profit and net profit.

To know what lines are profitable and what are not.

To know what margin of gross profit is required on each line.

To know whether our expense account is too large for our business.

To know whether we are drawing too much out of the business ourselves.

To know whether we are carrying too large a stock; whether we are turning it over as often as we should.

To know what goods are working for us and what are merely taking work out of us.

All these things may be determined if we have the right kind of system and work the system properly. It is not so difficult as it may seem to some.

Planning a Sound System

All the details of our system should be carefully thought out before installing. It takes time, usually a year or two, to get any system properly working and to show results. We cannot change the system without a loss.

I have consulted (and paid) several chartered accountants without any benefit. It is the business of a public accountant to audit rather than devise system. I have received real help, however, from professional system men who will give the necessary advice and assistance without charge for his services, if there is the probability of an order.

We should be critical of the advice of salesmen who are thinking only of the immediate transaction and whose desire is to sell as expensive an outfit as possible, whether it is adapted to our business or not. We should remember, too, that no machine will take the place of brains or stop dishonesty, and that no machine will take the place of a good system though it may be a useful adjunct.

It is necessary that some one person have entire charge of the system, otherwise there is apt to be confusion. It pays to have a bright young woman to attend to all the office work, under the supervision of, and responsible only to, the proprietor. It is necessary to have:

An annual inventory, the first requisite for any system.

The necessary records for handling the general transactions. These records can conveniently be combined in the form of a synoptic which is a combined cash book and journal.

A customers' ledger, a purchase ledger and a general ledger; the purchase ledger is of course for accounts with firms from whom we buy. The general ledger is for merchandise sold, expense, and all

accounts which are not customers' or purchase accounts.

A total adding, ticket printing, cash register. Incidentally my opinion is that expensive multiple drawer cash registers are not worth what they cost. The giving of sales tickets to customers is a nuisance, and the offering of a bonus for purchases does not always attract a good class of trade. I use the tickets for another purpose which I shall explain later.

To these should be added a convenient charge system, either through the register or better still by counter books.

A set of auxiliary books, the form of which will depend upon the kind and amount of permanent information desired.

The Most Difficult Part

The most difficult part for beginners is not the selling end but the stock-keeping and buying end. Whatever classification we adopt must begin with the inventory as follows:

(1) Furniture.—This should first be divided into three general classes, including all permanent fixtures and apparatus. Depreciation should be credited annually to furniture account and debited to expense in the general ledger. Such cross entries should go through the synoptic. The total depreciation may be apportioned among the departments in the auxiliary. Furniture and apparatus used for particular departments may be charge system.

(2) Expense. — Including apparatus such as paper, twine, boxes, labels, corks, office stationery, etc., and all other items which are not sold or included in the price of goods.

(3) Merchandise.—Including all goods for sale. Depreciation of stock should be made in the valuing of each article.

As the object of the inventory in a going concern is to determine profit and loss, the valuation should always be made at laid down cost. What we think we should get for a sale "en bloc" is another matter. The underlying principle is that a profit is not made until the goods are sold. It would also be unreasonable to write off a loss that has not actually occurred. If we price our inventory according to the market we may make a lot of money (on paper) one year and lose it the next. Therefore, value at actual cost instead of the market. Some firms do not deduct cash discount from the inventory, others do. Whichever plan we adopt should be continued.

The Handling of Invoices

The auxiliary ledger is simply a mul-

multiple column analysis or departmentizing of the general merchandise and expense accounts.

Invoices. — The next point for us to consider is that of invoices. Should there be any expense items in the invoices these are separated and debited to expense in the synoptic. If part of the invoice is for another person or firm to whom you are to deliver at cost or at a very small margin, the amount is credited in the synoptic to merchandise bought and debited to the account of the person or firm sold. Otherwise the true percentage of gross profit will be affected adversely. The invoice should then be classified for the auxiliary ledger.

Perhaps here is where there is most apt to be a difference of opinion. My object has been to get a system that would involve the least amount of work and responsibility upon the salesman. To ask him to classify his sales at the cash register is unreasonable and only leads to confusion. The classification should be done by one person and in the office. This means that each item sold must be written down. For this purpose I use the tickets printed by the register, the clerk writing the items on it at the time of sale. It does not take more than a few seconds and does not appreciably slow up the counter service. The tickets are put in a box like a ballot box, supplied by the Cash Register Company. These tickets are invaluable, and I would not try to do business without them for the following reasons:

What the Tickets Tell

There is a record of each and every sale made, which may be reviewed by the proprietor at his leisure.

The salesman reviews each transaction before it is completed. If he is not sure as to having rung up a sale, or if he thinks he may have made a mistake, the tickets will tell.

Disputes with customers are often prevented, and if they occur the tickets will usually afford the best kind of evidence. This is especially true if a customer disputes a charge, saying that it was paid at the time. Clerks are encouraged to write the customer's name on the ticket when known.

Wrong prices are noted by the book-keeper and reported.

Stock getting low may be at once noted by the clerk on the ticket and followed up by the book-keeper.

Clerks who are pushing profitable lines may be given credit.

The tickets are the best check against dishonesty or favoritism to friends at the firm's expense.

They afford the best means of accurate classification.

It is surprising how little time it takes to classify the tickets by one who has learned the classification.

For the cash analysis I use a daily sheet, twenty-six of which are bound together for each month. Each sheet contains full particulars of the day's balance and classification of sales. From these daily sheets the synoptic and auxiliary ledger are posted. From this

point it is merely a matter of ordinary book-keeping. The general results of the business are shown in the profit and loss account annually, which should tally with the net total results of the auxiliary ledger, after the next year's inventory is taken into account. During the year the finger is kept on the pulse of the business, chiefly through its various departments as shown in the auxiliary.

Results certainly are obtained, and possibly results which at first will be surprising and lead to checking up the work of the clerks, and the prices charged. For instance, the first year I found that whereas it cost me about 35 per cent. (on turnover) to do business and live comfortably, my gross profit on my cigar case was less than 4 per cent., on my confectionery sales about 17 per cent. The problem at once presented itself of preventing leaks and getting better returns from the unprofitable departments.

Those who have a certain amount of wholesale or semi-wholesale business will find a complication which, unless properly dealt with, will materially affect the gross percentage results. One special set of columns in the auxiliary will take care of this problem, and if the wholesale selling enables quantity buying, it should receive credit for the advantage by considering such goods as

belonging to the wholesale account and charging from it to the retail at usual wholesale prices.

In deciding whether a line is affording its share of profit, it is necessary to distinguish between overhead and selling cost. There are certain costs such as rent, insurance and interest which are chargeable even if the store is never opened. These constitute "carrying costs." Certain other items, such as heat, light, telephone, office expenses, etc., are incurred, even if no goods are sold, and should be borne pro rata by all merchandise. These are "operating costs" and probably half of the proprietors' salary should be charged under this head. Carrying and operating combined constitute "overhead." Salaries (including say half the proprietors' salary), advertising, displays, furniture, expense, boxes, labels, twine, paper, corks, breakable implements, etc., constitute "selling costs." Whether or not these are apportioned among the departments depends upon how closely you intend to apply your system to the fixing of prices, and to your business policy.

Situation in Prepared Milk

Export Demand Receding—Candy Manufacturers Not Using So Much—Powdered Milk Factories Making Butter.

Montreal.—(Special.) — There have been appearing articles in some Ontario papers regarding the milk products situation. These state that the milk plants are closing down because "there is no market, either foreign or domestic, for manufactured dairy products and especially for condensed, evaporated milk and milk products."

Canadian Grocer took this up with W. H. Dunn, general manager of The Borden Company, Montreal. Mr. Dunn stated that the Canadian market for condensed and evaporated milk has not been affected. "We find at the present time a prosperous condition for our business," he said, "and there is no curtailment in the manufacture."

NOW MAKING BUTTER

Toronto.—(Special.)—According to manufacturers of powdered milk they have been compelled to suspend operations owing to the fact that this past summer has been an exceptionally favorable one for the production of milk and that at the present time they have accumulated sufficient stock to carry them for some time. Export business has also fallen off to a marked degree, no doubt due to the fact that production in Europe has caught up with the demand. Exchange has also to be taken

into consideration as when exchange and transportation are added to the already high cost of the goods it brings the price to the consumer across the ocean so high that the demand has considerably decreased. Candy and biscuit manufacturers who use considerable quantities of powdered milk have also curtailed their purchases, due it is admitted to a decline in export business.

It will be interesting to watch just what effect this condition will have upon the price of milk, some manufacturers are of the opinion that the farmers cannot produce milk at a lower figure than at present, while others state that milk will have to come down in view of the decline in the demand for manufacturing purposes.

The Canadian Milk Products Limited have now taken a definite stand with the milk producers. The company, according to General Sales Manager G. A. Lewis, has temporarily discontinued the manufacture of powdered milk, but are continuing to receive usual supply of milk from the producers under the following conditions: The company will reduce the milk to skim, keep the fat and return the skim milk to the farmers. The company will then manufacture butter from the fat, sell it on the market and credit the milk producer with the total gross sale price less a fixed manufacturing charge.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 8449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—406-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 83 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

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

Vol. XXXIV. TORONTO, OCTOBER 1, 1920 No. 40

DECLINE IS GRADUAL

THERE is cause for gratification among the merchants of the country that the decline in prices of foodstuffs to date has been gradual, rather than a violent slump. The tendency in a great many markets, involving foods, at the present time, is towards lower levels. The trade has more or less prepared for this now for some time, and has been buying only as necessity demanded. Wheat has declined to lower figures. Flour and sugar, two of the most staple lines there are, are gradually going down, and it is believed that still further reductions in these lines as well as in others will take place. Values of fruits and vegetables, as compared with a year ago, have shown downward changes, that are very marked.

Increased production is playing a big part in the return of values to a more normal basis. It is the old law of supply and demand, and supply is again taking an upper hand. The curtailed consumption of some articles has helped in a measure to lower prices, but the great factor has been the larger production, with which the country has been blessed this year. Nature has done her best to assist in lowering the cost of living. In another column

of this issue, Hayden, Stone & Co. of New York, point to the fact that the flooding of the American market with sugars from unheard parts of the world, because of the prevailing high prices, resulted in the sensational slump in that country. The bottom of the decline in sugar in the United States has been reached. Hayden, Stone & Co. believe and that there now will be a certain recovery in sugar.

PAYS TRIBUTE TO BUSINESS PRESS

"THAT, in the opinion of this Congress, it is desirable, with a view to the encouragement of closer trade relations within the Empire, special efforts should be made to secure the wider distribution of trade journals throughout the Empire, and that more favorable postal facilities should be accorded by the various governments to this end."

The above is copy of resolution unanimously passed at the meeting of the British Chambers of Commerce held in Toronto. It was moved by Mr. Symonds of the London, England, Chamber of Commerce, and seconded by Sir Thos. Mackenzie, former Prime Minister of New Zealand.

This important resolution stands out in bold contrast with the effort put forward by M. E. Nicholls, Director of National Publicity for the Government at Ottawa, to legislate the trade and technical papers out of business. In spite of the opposition of M. E. Nicholls and J. E. Atkinson of Toronto Star, the Chambers of Commerce of the entire British Empire composed of many of the best trained business and technical experts has seen fit to pass this resolution emphasizing the great importance of the specialized business and technical press to those who would better understand conditions in the various parts of the Empire. The incident again shows the need of our governments selecting men of clear-sighted vision to look after the country's welfare.

EDITORIAL NOTES

TREAT a new customer right and he will become an old customer.

* * *

NOT only does courtesy pay but clerks should remember that they are paid to be courteous.

* * *

THE traveller for a manufacturer or wholesaler should keep in mind that his actions largely determine the merchants' estimate of the house he represents.

Replacement Value Must Rule Down

Changing Retail Prices to Conform With the Downward Tendency of the Market on Various Important Staple and Perishable Articles—Playing Both Ends Against the Middle Does Not Pay.

By HENRY JOHNSON, JR.

THIS week I want to have a heart-to-heart talk with you in the quiet of our family circle because, in many parts of the country, you are committing a most flagrant crime against business ethics and the laws of economics. It is also the most foolish and least excusable crime. It is finally a crime against natural laws; and, these being stronger than any man-made laws, the consequences are absolutely certain to be visited upon the guilty.

As I write the market on various important staple and perishable articles is inclined to weakness. For several days the tendency has been steadily downward. Yet the retail prices of many of those commodities are not changed to conform to new levels of value and of the others the prices are inadequately changed.

Here is an example: Two weeks ago canteloupes cost the retailer in a certain city, \$2.50 for a flat of 15. He sold them for 25 cents each. Considering that they were not quite mature, that some comebacks were inevitable, this margin of 33 1-3 per cent. was not excessive. A funny thing is that then the jobbers experienced no difficulty in selling to the retailers. Grocer bought freely and easily.

Yesterday those same melons sold at wholesale for 80 cents the flat, and moved slowly. Grocers picked and chose, pinched and examined, and were generally skeptical and cautious. Yet those melons now are in the pink of prime condition. They can be sold with hardly any comeback at all. But they are not sold freely—why? **BECAUSE THE RETAIL PRICE IS KEPT AT 25 CENTS!** Think of it! Men who call themselves merchants are holding up the customer for a margin of 78 2-3 per cent. on an article that should now be sold on a narrower margin than formerly because in better condition and sure—if properly handled—to go into consumption rapidly.

Excessive Margins Do Not Pay

Those melons now if sold for 10 cents each would yield 46 2-3 per cent. margin. At three for 25 cents the yield would be 33 1-3 per cent. And is it not plain to any man that dozens of consumers would buy three melons for two bits where one will buy one at that price?

Think of the opportunity to move a lot of fruit thrown away! Think of the advertising value foregone! Think of the chance to prove to the consumer that the retail grocer is a fair dealer, that it lost by such tactics! Then think of the plain dollars and cents—**MONEY**—that is not

realized because of this short-sighted cupidity.

If you think of these things, you will realize that I am right when I hold that excessive margins do not pay.

About this time, too, sugar has dropped off radically, taking spectacular declines. Have the grocers followed? Generally speaking they have not! The only store in which I have seen a sign that was absolutely in line with replacement value on sugar was a department store. Of course I know the argument you will bring up; but what's an argument in a time like this when the facts are before everybody and the consumer can see that the department storekeeper is the only man who is following the market down?

Sugar is selling as low as from 18 to 21 cents. The argument of the high man is interesting. He says his sugar cost him 26 cents and that five cents is all he can stand to lose! Well, he is saving his five cents a pound and losing customers instead. Which is the more valuable to him? Is it remarkable that many grocers fail to make money? It is to laugh!

Green Corn at Eighty Per Cent.

I met a man on a street corner waiting for a car. He had a basket of fresh corn. He said it contained 48 ears and that he had just paid 40 cents for it at the market. He further said that this grocer had charged him 40 cents for one dozen the day before. Naturally, I told him that the actual cost of retail distribution, the fact that the grocer must buy at daybreak when the stock was fresh and high, cut more figure than the consumer was able to understand. But in my heart I knew that such a discrepancy was not justifiable. I think you know it too!

Commenting on this condition, the New York Times said, under the caption, "Replacement Value is Forgotten":

"To explain the failure of many retailers to reduce the price of sugar in anything like equal ratio to the recent drop in wholesale prices, it is stated that they 'cannot' sell below, or even at, the prices they paid for their stock on hand. To do so would mean loss, or no profit, which is the same thing as loss. From the dealer's point of view, that reasoning has weight, of course, but it is far from being sufficient to excuse the word 'cannot' or any other suggesting impossibility.

"It is not so long ago that from all the sources of commercial opinion there came frequent reference to 'replacement value' as containing full justification for elevating the price of sugar and of all other goods, for that matter, far

enough above original cost to give a 'reasonable profit,' not on what that original cost was, but on what would have to be paid then for the same goods.

"All the orthodox economists, we were told, recognize the validity of that principle. So they do, but the same economists differ from the tradesmen in that, while the tradesmen are nearly unanimous in accepting and applying the rule as to replacement value, they forget, as the economists do not, that the rule should be followed in falling as well as in rising markets.

"The wiser dealers come down with some approach to promptness—and they earn and get the commendation of their customers; the others, by holding out to the last minute, acquire a reputation which should and does hurt their business."

That is a fair sample of newspaper comment over the country.

Is there a word that does not ring true in that? Not a word! It is calm, restrained, fair, equitable; and it is all fact. The Times might have gone further. It might have said, with equal truth, that the past four years have been a time of unusual prosperity for the grocer. Advancing values have been so general and so continuous that all but utter incompetents have made money freely, many liberally, some largely. During those four years all of us have talked replacement value and mostly lived it, too.

Warnings Against Gambling

During three of those four years, many of us have tried to argue and warn against the folly of carrying excessive stocks, for reaction was sure to come. I have sounded that warning repeatedly, trying to make men see that the steady advance, plus normal margin on replacement values, was the safe, sane and securely profitable course to pursue. A few have heeded. The many have not. The time of readjustment, the day of reckoning, is at hand. Those who have big stocks are just bound to suffer.

But every man in business will suffer least if he will take his loss at once. Let him follow the classical example of John Wanamaker, who saw this coming and beat it. Several months ago he cut his stocks, stated to have a value of \$20,000,000, a flat 20 per cent. all along the line. Did it pay him? Well, if you have any feeling that dear old John does not know where he's going, you have another think coming.

The grocery business never has been a place for a slow man. It is not a
(Continued on page 38)

CURRENT NEWS OF THE WEEK

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

QUEBEC

Mr. Calder, of the Robert Crooks Co., Montreal, is in Toronto on business this week.

Z. Hebert, president of Hudon Hebert et Cie, wholesale grocers, Montreal, is expected back early in October, after an extended trip through Europe. Mr. Hebert left Montreal last April.

The warehouse of A. H. M. Hay, produce dealer, St. Peter Street, Quebec city, was damaged recently when three floors of a portion of the building collapsed and fell to the cellar. Nobody was hurt.

ONTARIO

D. F. Blackwell, retail grocer, Toronto, has sold to J. Baron.

An order-in-council has fixed Monday, October 18, as Thanksgiving Day.

D. Urquhart, Wensall, Ont., has sold his oatmeal mill to George T. Mickle, Ridgetown, Ont.

D. C. Russell, Acton, Ont., is disposing of his stock of groceries and general merchandise. He is discontinuing business.

George R. Loggie, Loggie Son & Co., Toronto, is on a business trip to Western Canada. He will likely be away until the end of October.

F. Rowe, who has been with the C. Whitney & Son store for nearly 40 years, has opened in the Jordan Block, Prescott, Ont. Mr. Rowe is Prescott's town treasurer.

The firm is under the name of F. Rowe & Son, his son being associated with him in the business.

Frank Hunter, at one time a grocer in Hespeler, Ont., passed away in Hespeler last week. He had been ill for a long time.

Owen W. Cambridge, 154 Rectory Street, East London, Ont., for many years in the grocery business, succumbed to a brief illness last week. He was in his 58th year.

The grocers of Sarnia, Ont., have agreed to make the Wednesday half-holiday now operative from June until September inclusive, continuous all the year round, with the exception of the month of December.

Two grocery stores were burglarized in Barrie, Ont., last week. A sledge hammer was used to smash in the safe of Wisdom & Co., and over \$500 in cash was taken. The store of Bothwell & Co. was also entered, and \$15 secured.

The early closing by-law of Sarnia, Ont., has again been before the court. A. White & Sons, butchers, appealed from the conviction registered against them on June 19. The conviction was

set aside and the money ordered paid back to the appellant.

Beagan Bros., Parry Sound, have sold to McCann and Brown.

J. J. Bergin, Ottawa, has sold to J. A. Wright and Son.

G. A. Lewis, Toronto, sales manager for Canada Milk Products, Ltd., has returned from a business trip to Montreal.

George F. Girardin, Amherstburg, Ont., is discontinuing his delivery of groceries, commencing October 1st. The difficulty of securing help is given as the reason.

Peter W. Matheson, of Whitby, Ont., passed away on Thursday last. Mr. Matheson had conducted a grocery store in Whitby for many years, and retired three years ago, on account of ill health.

The many friends in the grocery trade of P. M. Ingles, of the Dominion Sugar Company, Chatham, Ont., will sympathize with him in the loss of his wife, which occurred in Toronto the beginning of this week.

In a series of thefts among the stores of Whitby merchants, Pringle's grocery was entered from the rear and \$8 taken from the till. Deverell's grocery was also entered and about \$10 was stolen.

The Laing Produce and Storage Co., Limited, operating a large milk condensery here, will erect a substantial addition to the plant in the near future.

The main building of the Ingersoll Evaporator, operated by O. E. Robinson and Co., was seriously damaged by fire recently. The loss is estimated at between \$4,000 and \$5,000, and is partially covered by insurance.

Henry B. Smith, president of the Dominion Sugar Co., Chatham, Ont., passed away there on Saturday last. He was 72 years of age, and had only arrived in Chatham a few days previously, to attend a meeting of directors. His remains were taken to Bay City, Mich., for burial.

Canada Brokerage Co. Salesmen Hold Convention

Toronto, Sept. 25.—The first annual sales convention of The Canada Brokerage Co., Ltd., was held in the company's board room, Front Street East, last week. The convention was held for the purpose of developing a better service to the retail trade and for greater co-operation, not only for the organization, but also to carry that spirit to the customers. The opening address was given by F. W. Hudson, president and general

manager, followed by addresses by F. W. Hudson, secretary-treasurer; John Clark, sales manager; H. A. Beach, assistant manager, and A. C. Pyke, secretary, Canadian Wholesale Grocers' Association. Discussions on various sales topics were entered into enthusiastically by the members of the sales staff. Following the Friday afternoon session, a dinner was given by the company, followed by a box party at the Royal Alexandra Theatre, and on Saturday afternoon field sports were held at Corbett's Point.

Profit-Sharing Plan for the N.C.R. Employees

The National Cash Register Company has announced to its Canadian employees a profit-sharing plan that calls for a 50-50 division of profits between the company and all employees, who are not members of the company. The profits of the company are to be determined by an outside firm of accountants. From the total profits will be deducted an amount equal to six per cent. interest on the money invested by the company, but this investment will take no account of the thousands of dollars' worth of patents and the "goodwill" belonging to the company. After this six per cent. interest is deducted, the remaining profits are divided equally between employees and company.

The employees of the Canadian company have extra cause for gratification in that they share not merely the profits of the Canadian company, but in the total profits accruing from the whole activities of the National Cash Register in both the United States and Canada. In addition the plan is not only effective immediately, but also made retroactive to January 1st, 1920.

ONE OF THE OLDEST SUBSCRIBERS

Editor Canadian Grocer—I have sold my business in Palgrave to Geo. Hutchison and would like to know whether I owe you anything for Canadian Grocer.

Thirty-eight years ago I commenced business for myself and I think I have taken Canadian Grocer since it was first published. I have read it carefully and always considered it a good investment.

J. McCLELLAND.
Palgrave, Ont., Sept. 14, 1920.

NEWS FROM WESTERN CANADA

WESTERN

M. Crooks has commenced a grocery store at Nanaimo, B.C.

Woods-Roberts, Ltd., have started a grocery store at Calgary.

A branch grocery store has been opened in Edmonton by Kenneth Gordon.

Lynch's grocery store at Edmonton, has been sold to E. Frankle.

Duncan & Co., grocers, of Saskatoon, have dissolved partnership.

A. N. Sprinkle, has opened a new general store at Chin, Alta.

A grocery store has been opened at Delisle, Man., by E. J. McLeod.

The grocery store of W. A. Graham, Winnipeg, has been discontinued.

J. A. Lemay has discontinued his grocery store at St. Boniface, Man.

A grocery store has been opened by F. J. Fontaine at St. Boniface, Man.

G. Corbin has bought the grocery store of G. Singer, Winnipeg.

Mann's Grocery, of Prince Albert, Sask., have dissolved partnership.

B. Arnason, Winnipeg, has been succeeded in the grocery business by P. Sood.

B. Arnason, Winnipeg, has been succeeded in the grocery business by J. Godkin.

A grocery store has been commenced at Whitewater, Man., by Mrs. J. P. Walsh.

Slough and Perhune, of Vancouver, have bought the grocery store of W. H. Urquhart & Co.

The Young Tom Soap Company, Regina, Sask., is being reorganized on a co-operative plan.

The stock capital of the Yorkton Grocery Co., Ltd., Yorkton, Sask., has been increased from \$200,000 to \$250,000.

The Donald H. Bain Co., of Winnipeg, have been appointed Western representatives for the Teco Co., manufacturers of Teco Pancake flour.

Mason & Hickey, have been appointed agents for the H. Bell-Irving Co., of Vancouver, to sell their brands of salmon in Western Ontario, Manitoba and Saskatchewan.

R. W. Sutherland, of New York, sales manager for America for Norcanners, Ltd., Stavanger, Norway, was a visitor in Winnipeg this week, calling upon their representatives, Donald H. Bain Co.

W. E. Stroud is the manager of the Hudson's Bay Company groceteria at Edmonton, Alta. Mr. Stroud conceived

the idea of a groceteria for Edmonton, and planned and opened this one for the Hudson's Bay Company. Recently Canadian Grocer published a story, stating Peter Blake was the manager of the groceteria. In view of this statement, the above correction is made.

D. Bezoir, Western sales manager of the Van Camp Products Co., with headquarters at Minneapolis, was a visitor in Winnipeg last week, and called upon their Western representatives, W. H. Escott Co., Ltd. V. C. Poole, Vancouver sales manager of the same firm, is also a visitor in town, and is renewing his acquaintance with the W. H. Escott Co., Ltd.

Joseph Tetley Co., Ltd., tea merchants of London, England, after an absence of four years, are again to be found on the Canadian market. Mason & Hickey, of Winnipeg, have been appointed their direct representatives for Western Canada, covering the territory from Port Arthur to the Rocky Mountains. The two brands, Tetley's Golden Tips and Tetley's Red Sunflower, will be the only two lines offered to the Canadian trade.

Defines Stores That May Remain Open at Night

In connection with the early closing by-law among the stores in Winnipeg, the secretary of the Retail Merchants' Association, J. H. Curle, in a communication to the market, license and relief committee of the City Council of that city, recommends that the following definitions of stores which do a day and night business, be accepted as the basis for carrying out the early closing by-law:

WHAT MAY BE SOLD AT NIGHT

The following definitions shall apply for the stores permitted to remain open after the closing hours of shops. No other goods can be handled by night stores:

A confectioner is a person, firm or corporation who sells by retail only the following: Biscuits, plain or fancy, bonbons, cakes, candied gums, candies, chewing gum, chocolate bars, chocolates, ice cream, ice cream cones pastries and pop corn confectionery.

A fruiterer is a person firm or corporation who sells by retail only the following: Fresh fruits and fresh vegetables (not canned, bottled, dried or evaporated fruits or vegetables), nuts, table figs, table raisins and dates.

(Preserved fruits and syrups may be consumed upon the premises.)

A tobacconist is a person, firm or corporation who sells by retail only the following: Tobaccos, cigars, cigarettes, tobacconist sundries, including the following: Cigarette papers, lighters, matches, cigar and cigarette holders, pipes, pouches, humidors, playing cards and walking sticks.

A hotel, inn or tavern is a place in which the public are provided with rooms and meals.

A newsagent is a person, firm or corporation who sells by retail only the following: Newspapers, magazines, periodicals and pamphlets.

A victualling or refreshment house is a person, firm or corporation who sells by retail only the following: Cooked meats (not in sealed containers), cooked vegetables (not in sealed containers) and for consumption on the premises only, all kinds of meals and all kinds of drinks.

In addition to the above lines, the by-law provides for the sale of bread, butter and milk in such stores.

WORLD-WIDE ORGANIZATION OF FRUIT AND VEGETABLE TRADE

A world-wide re-organization of the fruit and vegetable trade is being established by the amalgamation of leading London and provincial firms under the name of the Fruit and Produce Exchange of Great Britain, Limited. It has an authorized capital of £1,250,000.

Many well known firms in all parts of the country have already joined the combine, and negotiations are in progress with a view to many more additions.

In an interview Mr. Richard Da Costa, managing director of the new concern, said: "We hope not only to establish more direct relations with growers and packers in the United Kingdom and abroad, but to extend existing agencies in most countries. We also propose to set up subsidiary companies in America and Australia.

"Our English growers and customers, Australian, American and European shippers, hold shares in the company, which makes it a purely co-operative concern.

"Where necessary, motor lorries will be run between growers and markets, in order that fruit and vegetables may be sold in the best possible condition, thus, also, saving very high freight rates.

"One result of this increased efficiency will certainly be a reduction in the cost of all foodstuffs to the consumer."

Big Western Crop Buoy Up Business

Representative Opinion in Western Canada Believes That the Big Crop Will Easily Exceed in Value a Billion and a Half Dollars

R. AND W. SUTHERLAND, of New York, representing Norcanners' Limited, a Norwegian canning company, has been in Canada for some time travelling across the country from Vancouver. Speaking to Canadian Grocer on Tuesday in Toronto, he stated that Western Canada was feeling quite buoyant in view of the big crop, and the outlook for the liquidation of it. His opinion, after discussing the matter with Western farmers and business men, was that the value of the crop would easily exceed a billion and a half dollars. "It will be closer to two billion," he predicted.

Western business men are quite naturally inclined to hold back on their buying because of the restrictions put upon expansion by the banks. Buyers have

instructions from heads of firms to go easy at the present time, but Mr. Sutherland points out, in view of the ultimate outlook, Western business is bound to be splendid. He looks forward to a good business next year in Canada, due chiefly to the bountiful harvest we are reaping this fall.

Dealing with the Norwegian sardine situation he stated that prices in Norway were being kept steady, in view of the high cost of labor. On the other hand, the exchange situation between the Old Country and America had tended to keep the prices of sardines to a fairly reasonable level. Mr. Sutherland called on the trade in Toronto this week with A. S. May, of A. S. May and Company, agents of Norcanners' Limited.

Saltiest Lake in the World Exists in Saskatchewan

Saskatoon, Sept. — One hundred and twenty miles west of Saskatoon, at Senlac, Saskatchewan, is a salt lake that is believed to be the saltiest in the world. It is more than five times saltier than Salt Lake, in Utah, and its waters are hence five times as valuable commercially. And this lake, which is 185 acres in area, is a commercial project owned by five Calgary residents, who have no stock to offer and who have refused an offer from P. Burns for the whole project.

This lake was discovered when a search for potash was being made by W. G. Worcester, of Calgary. He is a geologist and when he ascertained that this lake was wonderfully rich in saline content he recognized its value to Alberta and interested John Arnold, A. H. Kelly and J. O. Williams, of Calgary, who are the sole stockholders and who have financed the undertaking.

500 Tons Daily Output

They have already installed what is known as a solar plant for drying out the salt, but this is a slow process which is delayed when the weather is bad and especially when it is rainy. Hence an evaporator plant is being built at Winnipeg, and will be ready for operation shortly. With that working the output will be 10 tons a day. This will be the first unit and others will be added in

due course. It is believed that a maximum of 500 tons a day can be attained.

It is no exaggeration to say that the water of this lake is literally brine, for it is just about as strong as the ordinary pork pickling solution. Its salt content runs from 53 to 55 per cent., as compared with 10.7 for Salt Lake, in Utah. Indeed sometimes it is even saltier after a stretch of dry weather.

Fed by Salt Springs

Now this lake is only eighteen inches deep and the assumption might be that it would soon be emptied, but fortunately for those who saw its worth it is fed by living salt springs, and its level is maintained no matter how much is taken out, which would indicate that the pressure from that source of supply is heavy and that such source must be of practically inexhaustible volume.

Four wells were sunk this year and they have produced very satisfactory results. One is a flowing well with 53 per cent. salt saturation.

This salt is in great demand for stock, packing, ice cream making and other purposes, and will be prepared for table use in due time. Hitherto Western Canada has been importing all its salt from Ontario and Utah. The recent increase in freight rates in the United States has just about cut off the Utah supply and the rates from Ontario are very high, which makes salt an expensive commodity in this province. This is why the Alberta Government is encouraging drilling for salt at Fort McMurray and other places.

The one big need is railway transportation. There are two C. P. R. lines running through the district, but the nearest is 12 miles away.

REPLACEMENT VALUE MUST RULE (Continued from page 35)

good place for any but alert men now. Quick witted men have opportunities all around them; but only a few are speedy enough to cash in on them.

A certain grocer ran out of sugar a few weeks ago, just as a lot he had bought on contract came in. He learned, simultaneously, that the market was off so that it would be right for him to sell at about his last cost. He did not act. The bottom dropped out of the market. Inevitably he took a loss of several cents the pound. Thinking afterwards, he said: "Had I been speedy enough I would have advertised that sugar at once at cost. Customers would have relieved me of the entire load at that figure. Then I could have repurchased in a small way on the new cost basis, and very shortly I could have recouped my loss. But I missed it!"

Yes, insight does not get us very far!

Chain Stores Alert, Also Department Stores

The chain and department stores are mostly alert to these happenings. They sense a market change at once. They meet it so promptly that they make capital out of it. They reduce to the new level while the ordinary grocer is hesitating, scratching his head and "wondering" what he'd best do. Thus they get in ahead of us all, and we say they are not "fair competition."

That "fair competition" idea has been overworked. It is about time for us to go back to the old idea that this is an open field, and that the race is to the swift. Let him who can get away from the line most promptly win. He will, anyway, and in the long run, so what's the use?

If you are curious to know why only five per cent. of the grocers of the country make real money, many of the reasons are set forth above. You must get enough for your goods; but it is just as suicidal to get too much as to take too little. The plan is to buy moderately; turn often at a fair margin; keep alert and wakeful. There is no other way and no law can help you if you cannot help yourself under this plan.

Let me sum up in the words of Solomon: "There is that scattereth and increaseth, and there is that withholdeth more than is meet, but it tendeth to poverty." Translate that and you will have the true answer!

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally have a tendency to show gradual declines although some commodities have considerably strengthened. The features are the reduction in price on sugar and flour which has been manifest throughout Canada.

MONTREAL—The prices on fresh meats have expanded in their range. The market is very firm. Smoked hams are quoted slightly lower. The egg market shows little relief. Lard holds firm at the advanced prices. There is a better cheese market. Butter shows a more active market but export trade is restricted. Sugar drops again. Molasses holds in price. Flour is reduced fifty cents per barrel. Vegetable market continues very good. Potatoes may be dearer. Apples are in good supply. Sugar dropped one dollar and half per hundred during the week. Kraft paper is also higher. Cereals are lower. Baking soda is quoted higher.

TORONTO—Sugar declined one-fifty to two dollars per hundred. Refiners report a better movement; second-hand sugars are moving less freely, apparently supplies are becoming cleared up. The market is still weak and further reductions are not unlikely. Syrups and molasses are steady under a quiet demand. As intimated in last week's issue package oats have been reduced. The situation in other package cereals is rather unsettled and reductions on corn and wheat products are not unlikely. The condition is about the same in bulk cereals, rolled oats, barley, rolled wheat and corn meal are marked lower.

There is little movement at present in canned goods with possibly the exception of sockeye salmon. Sockeye salmon is a short pack and the small stocks available are rapidly going into retailers' hands. The competition on canned peas which was in effect for the past few weeks has somewhat abated and jobbers are now settling to the opening price basis. One line of marmalade in No. 2 and No. 4 tins is marked higher also pure extracts, condensed mincemeat and baking soda in packages. The spice market generally is steady although a slight shading downward is noted on some lines. Shipments of new crop Grecian currants are on the water and are expected to arrive on this market about the middle of October. New crop prunes and apricots are also moving this way. Primary markets for raisins and currants are in a strong position and prices are holding at

high figures. The most noticeable feature in the tea market is the scarcity of fine liquoring Ceylons and Indians; it is said that lower grades continue to accumulate in London and other large markets and that these teas are offered at prices below the cost of production simply because there is no demand for low grade teas, however, if trade is opened up with Russia, then a large portion of these stocks will be disposed of. It is estimated that there will be only a twenty-five per cent. crop of pecans which indicates that higher prices can be expected. Spot stocks of coffee are not large and it is said that the market will be almost bare when the new crop arrives about the middle of November when lower prices will be manifest. Reductions are noted on tapioca, one brand of peanut butter in bulk, milk stock in bulk and bulk soap flakes. Owing to the weakness which has characterized the wheat market, flour declined 50 cents per barrel, millfeeds are also reduced \$5.50 per ton.

The market for fresh beef is easy under heavy receipts and a light demand. Hogs are fairly firm with pork cuts marked higher. Smoked meats are steady and unchanged. Mess pork in barrels has advanced. Lard is firm under a three cent advance. Butter, eggs and cheese are holding firm.

WINNIPEG—Owing to rainy weather during the past week, harvesting has been curtailed, but notwithstanding this fact, it is reported that over a thousand cars of wheat are arriving in Winnipeg daily. Money still remains very tight, but just as soon as the crop is harvested and farmers receive payment for their crop business conditions will improve. The retailer and wholesaler has a feeling of big business for the coming year. Sugar prices have been readjusted as the B.C. Refinery Co. have withdrawn from the Manitoba market. There has been practically no change in the price of grocery commodities this week. The primary coffee market is showing considerable strength, due to the heavy demand of European buyers. Manzanillas and Queen olive crops owing to the great heat are reported very scarce. These lines are 20 per cent. and 40 per cent. higher than last year's price. The prune market has eased off considerably but even with lower prices in view the trade is showing very little interest. Shelled pecans are reported very scarce. Cape Cod cranberries are now on the market, as well as many lines of B.C. fruit. Virginia sweet potatoes are now on the market.

QUEBEC MARKETS

MONTREAL, Oct. 1.—Sugar dropped one dollar and a half per bag early in the week. Flour is also reduced fifty cents per barrel. Cereals are also cheaper. The retailers are looking for lower prices on canned goods. The good supply of vegetables and fruit continues with lower prices on oranges. Baking soda is quoted higher. Kraft wrapping paper takes another advance. The big supply of molasses on hand at the present time insures steady prices. Tea market is very weak due to supplies of English tea offered. Coffee will be cheaper as soon as the new crop is prepared. The trade reports a good recuperation to the spice market. Some compound jams are cheaper. Spot stocks of nuts in some cases are much reduced. No prospect of California dried fruit supplying this market.

Another Sugar Decline

Montreal.
SUGAR. — The sugar market took another step downward this week when quotations on granulated sugar dropped 1 1-2 cents per pound. The new price of granulated sugar is now 19 1-2 cents per pound and No. 1 yellow, 18 1-2c. The sugar market has been rather weak for some time and has been gradually moving back toward normal prices. Some reports show that raw sugar is being bought as low as 8 and 9 cents per pound but this is not general. On the other hand, it is stated that a shortage of raw sugar may be expected between now and the first of January. These reports are only rumors, however, and every tendency evident on the market is for a gradual movement towards lower prices.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries	19 50
Iceing, barrels	19 70
Do., 25-lb. boxes	20 10
Do., 50-lb. boxes	19 90
Do., 50 1-lb. boxes	21 20
Yellow, No. 1, bags	18 50
Do., No. 2	18 40
Dark Brown	18 30

Molasses Nominally Firm

Montreal.
MOLASSES.—The molasses market continues as it has been for some time and prices are as quoted on stocks one month ago. The wholesalers and jobbers in the cities have their supply on hand to cover the next few months and a change in price is not likely. Some quotations, however, cut the prices given here slightly in bidding for the market. As in the case of sugar some rumors have it that there will be a shortage of molasses before the new year. There is no change in the price of corn syrup.

Corn Syrup—	
Barrels, about 700 lbs.....	0 10
Half barrels, about 350 lbs.....	0 10½
Quarter barrels, about 175 lbs.....	0 10½
2 gal., 25-lb. pails, each	3 10
3 gal. 33½-lb. pails, each.....	4 65
5 gal. 65-lb. pails, each	4 45
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, ½ doz. in case, case	7 75
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50

Barbadoes Molasses—	Prices for
	Island of Montreal
Puncheons	1 50
Barrels	1 53
Half barrels	1 55
Puncheons, outside city	1 45
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Barley Prices Reduced

Montreal.
CEREALS. — There has been further reductions in cereals this week. Pot and pearl barley have been reduced in price to \$6.00 and \$7.25 per bag. The cereal market has been considerably reduced in its prices as a result of the good crops this year.

Oatmeal, granu., fine, standard..	6 10
Rolled oats, 90 lbs.	5 50
Pearl Hominy	6 25
Cornmeal, Gold Bust Brand	6 00
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	6 00
Pearl Barley	7 25

Baking Soda Higher

Montreal.
PACKAGE GOODS. — The feature of the package goods market is the drop in the price of rolled oats. Some firms have dropped their prices already to the \$5.60 basis and others are expected to follow this week. There is an advance in the price of Cow Brand baking soda amounting to twenty cents per case. This makes the price four dollars per case. Wethey's mince meat has been advanced in price ten cents per box, making the price \$7.10.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocconut, 2 oz. pkgs., doz.....	0 73½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 16
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 60
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case..	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.....	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 60
Self-raising Flour (3-lb. pack.)	
doz.	6 80

Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15½
Starch (laundry)	0 12½
Flour, Tapioca	0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs.	
case	4 30
Celluloid Starch, 45 pkgs. case..	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

Rice Market Weak

Montreal.
RICE.—The rice market is very weak at the present time. Quotations given below are nominal. There has been much to upset the rice market and the demand is reported to be rather poor. Texas broken rice is quoted by some jobbers at a reduction of 1 cent per pound this week, making it 12 1-2 cents per pound.

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

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

Canned Goods Hold Firm

Montreal.
CANNED GOODS. — Retail and wholesale merchants in the city feel that lower prices will be quoted on canned goods before many weeks pass. Some retailers are withholding their buying in expectation of this decline. There is no assurance that this decline will come into effect. Campbell's tomato soup, which has been rather hard to obtain for some time, is again offered on the market at \$2.00 per dozen. Okra No. 3 tins are offered in 2 dozen cases at \$3.00. New preserved Niagara cherries are offered on the market at \$4.50 per dozen. The market for canned goods appears to be very firm at the original quotations but there is a feeling among the retail trade that lower prices will be offered before the winter season. Wholesalers offer compound jams at a reduction from 24 cents per pound to 21 cents per pound.

CANNED VEGETABLES

Asparagus (Amer.) mammoth		
green tips	6 85	
Asparagus, imported (2½s)	6 65	
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	1 80	
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	1 60	
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (dos.)	1 50	1 55
Do., gallons (dos.)	4 00	
Peas, standards	1 95	
Do., Early June	1 92½	2 05
Do., extra fine, 2s	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 20 oz.	1 57½	

Do., 2-lb. tins	2 75	
Peas, New Pack—		
Standard, 2-lb.	1 82½	
Choice, 2-lb.	1 87½	
Early June, choice	2 06	
Do., standard	2 00	
Fine French, 2-lb.	2 80	
Asparagus Tips	4 10	
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
New Pack Strawberries—		
Standard No. 2, per doz.	4 60	
Choice grade	4 70	
Fancy Preserved	5 50	
New Pack Cherries, choice	4 00	
Rhubarb, preserved	2 80	
Canadian Pineapple (sliced)	4 80	
New Blueberries, 2 lbs.	2 25	

Black Tea Market Upset

Montreal.
TEA.—The tea market has gained no strength this week and conditions are little improved. Japan teas, however, hold very firm at original quotations. The market for Ceylon and Indian teas has been upset by a large supply of superior teas shipped from England which have been held by the British Government.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 66
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee Market Weak

Montreal.
COFFEE AND COCOA. — The cocoa market holds firm with a very good demand but the market for coffee shows weakness and lower prices are expected. The declines will be only gradual but the stocks of raw coffee are being procured by dealers at a much lower figure than present stocks.

Spices in Active Demand

Montreal.
SPICES.—Reports show a very active market for spices. The trade in the city is very much pleased with the developments in sales during the last two weeks.

Prices are unchanged and are accurately as possible quoted below. These prices are quoted on a basis of one quarter pound.

Allspice	0 20	
Cassia (pure)	0 30	0 38
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Belgian chicory		0 25
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 86
Do., American high test	0 80	0 85
Ginger (Jamaica)		0 42
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 65
Pepper, black		0 35
Do., white		0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Spot Nut Stocks Reduced

Montreal.
NUTS.—The nut market for the new crop retains all the strength with which it has been credited. Spot stocks, however, are being offered at sacrifice prices by jobbers in the city and at prices which will not replenish supplies. Shelled almonds are being offered at a reduction of 6 cents per pound, at 60 cents, filberts also reduced by some wholesalers 6 cents and walnuts at a reduction of 5 cents per pound. Despite this, importers state that the new crop will be marketed at a much higher figure.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan		0 75
Brazil nuts (new)		0 32
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1		0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (salted)—		
Fancy, wholes, per lb.		0 45
Fancy splits, per lb.		0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples		0 28
Do., shelled		0 50
Do., Bordeaux		0 63
Do., Chilean, bags, per lb.		0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Fruit Scarce

Montreal.
DRIED FRUITS.—The market for dried fruits holds firm. Prices on spot stocks remain the same but there is every indication that quotations for the

new crop will be higher. There is very little hope of getting any supplies of currants, raisins or prunes from California. There is a very abnormal demand for the product in the United States and prices this season are almost prohibitive. Importers are relying this year on European supplies which have not been called on for some years.

Apricots, fancy	0 68	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 19	
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice	0 30	0 35
Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (sliced)—		
Muscateis, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown		0 27
Fancy seeded (bulk)		0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose		0 20
Do., Greek (16 oz.)		0 24
Dates, Excelsior (36-10s), pkg.		0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.		0 40
Do., 2½, lb.		0 45
Do., 2½, lb.		0 48
Do., 2½, lb.		0 50
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 44
Do., 5 Crown, lb.		0 45
Do., 10-lb. box		2 75
Do., mats		5 00
Do., 23-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 33
30-40s		0 30
40-50s		0 27
50-60s		0 23
60-70s		0 22
70-80s		0 20
80-90s		0 19
90-100s		0 17½
100-120s	0 16	0 17

Kraft Wrapping Paper Higher

Montreal.
MISCELLANEOUS. — Kraft wrapping paper has advanced another quarter of a cent a pound. The price now is 16 1-4 cents per pound. Canned clams in one pound tins are now quoted at \$2.35 per dozen which is an advance of ten cents.

Potatoes Show Strength

Montreal.
VEGETABLES — There is very little change in the vegetable market this week. Potatoes show signs of being stronger in price. Prices vary more than they have according to grade. The quotations now vary from \$1.25 per bag to \$1.80. It is rumored that potato prices will be much higher within the next month or so.

Beets, per doz.	0 25
Beans, wax (20-lb. bags)	1 00
Do., new string (imp.) hamper	0 29
Cucumbers, Montreal, per doz.	0 50
Cabbage, Montreal, doz.	0 65
Chicory, doz.	0 50

Carrots, doz.	0 25
Corn, cob, per doz.	0 15
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bag)	1 25
Do., sweet, hamper	3 50
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, per doz.	0 40
Watercress (per doz.)	0 75
Montreal Tomatoes, per box	0 75
Cauliflower, per doz.	0 90
Spanish Onions, per case	5 50

Apples in Plentiful Supply

Montreal.

FRUIT. — Oranges are quoted this week back at normal prices of ten dollars per case. This is a reduction of fifty cents per case for some numbers. There is a plentiful supply of apples offered on the market. The Alexanders are now included in the list at \$6.00 and \$6.50 per barrel. Peaches are selling at \$1.25 and grapes at 60 cents per basket.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	5 50
Do., Wealthy, No. 1, per bbl.	7 00	7 00
Do., No. 2, per bbl.	6 00	6 00

ONTARIO MARKETS

TORONTO, Oct. 1—Dominion sugar has declined \$2.00 per hundred. Other refiners have reduced prices \$1.50 per hundred. Differentials on yellow sugar have also been readjusted, making the price basis \$1.00 to \$1.20 under granulated. Package oats and bulk rolled oats are reduced. Barley and rolled wheat are quoted lower. One line of marmalade is quoted higher, also pure extracts, condensed mince-meat and baking soda. Some spices are marked lower this week. Pecan nuts are likely to be higher in view of the small crop. Rice is steady. Tapioca has declined. Flour is down 50 cents barrel and millfeeds have been reduced \$5.50 per ton.

Sugar Reduced

Toronto.

SUGAR. — The Dominion Sugar Refinery has reduced quotations \$2 per hundred, bringing the price to \$19.21. Other refiners reduced prices \$1.50 per hundred, now quoted at \$19.71. The differentials on yellows have also been reduced, making No. 1, \$1; No. 2, \$1.10, and No. 3, \$1.20 under granulated. Refiners report a better movement, second hand sugars apparently are fairly well cleaned up. The market is still weak and further reductions are not unlikely.

St. Lawrence, extra granulated, cwt.	\$19 71
Atlantic, extra granulated	19 71
Acadia Sugar Refinery, extra granulated	19 71
Dom. Sugar Refinery, extra granulated	19 21
Canada Sugar Refinery, granulated	19 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 60-lb. sacks, 25c; barrels, 6c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Quiet

Toronto.

SYRUPS. — This market is quiet and there is nothing of interest to report.

Do., Alexander, per bbl.	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	5 00	5 00
Do., Florida, 54, 64, 80, 96	6 00	6 00
Lemons, Messina	4 25	4 25
Oranges, Cal., Valencias	10 00	10 00
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 00	10 00
Cal. Naveles—		
80s, 100s	10 00	10 00
126s	10 00	10 00
150s	10 00	10 00
176s, 250s	10 00	10 00
Florida, case	9 75	9 75
Pineapples, crate	8 50	8 50
Watermelons, each	1 00	1 00
Canadian Peaches, 11 qts.	1 25	1 25
Plums, 11 qts.	0 50	0 60
Pears, 11-qt. basket	1 00	1 00
Cantaloupes, crate (45)	9 00	9 00
Blueberries, box (Lake St. John)	4 50	4 50
Tokay Grapes, per box	5 00	5 00
Peaches, per basket	1 25	1 25

Flour Reduced 50 Cents

Montreal.

FLOUR.—A fifty cent reduction has been made this week in the prices of both the new and the old flour. This reduction brings the price of new flour to \$13.80 and the old to \$14.30. This reduction follows the new wheat market which has dropped in price as a result of the splendid wheat crops this year.

of 2 doz.	5 50
Tins, No. 5, baking grade, case	4 00
of 1 doz.	4 00
Tins, No. 10, baking grade, case	4 25
of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 50
	6 95

Package Oats Reduced

Toronto.

PACKAGE GOODS. — As intimated in last week's issue, package oats have been reduced 70 cents per case. Robin Hood porridge oats are now \$5.80 per case for large, and \$2.10 for the small size. Tillson's oats are now \$5.60 per case. The situation in other package cereals is rather unsettled and reductions on corn and wheat products is not unlikely in the near future.

PACKAGE GOODS

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

Barley and Oats Reduced

Toronto.

CEREALS. — The cereal market is rather unsettled and it has been intimated that an all round reduction will be made. Rolled oats are down 50 cents per bag, now quoted at \$5. Pearl barley has been reduced \$1 per bag, bringing the price to \$8, and pot is now quoted at \$7, a reduction of \$1.50. Rolled wheat is down 55 cents a barrel, now quoted at \$8.25.

Single Bag Lots

F.o.b. Toronto	
Barley, pearl, 98s	8 00
Barley, pot, 98s	7 00
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 75
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	5 75
Oat Flour	6 75
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	5 00
Rolled Wheat, 100-lb. bbl.	8 25
Cracked wheat, bag	6 75
Breakfast food, No. 1	8 50
Do., No. 2	8 50
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 00 1/2
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 45
Farina, 98s	6 20

Marmalade Quoted Higher

Toronto.

CANNED GOODS. — There is little movement in canned goods, with possib-

ly the exception of salmon. Sockeye salmon is a short pack and the small stocks available are rapidly going into retailers' hands. One packer is quoting new pack tomatoes at \$2 per dozen, but generally opening prices have not been named. The competition on canned peas which has been in effect for the past few weeks has somewhat abated, and wholesalers are settling to a price basis of \$1.90 for standards, although one house is still offering at \$1.80. Uptons, No. 2 tins, orange marmalade has advanced to \$6.90 per dozen, and pineapple marmalade in No. 4 tins to \$1.50 each.

Salmon—		
Sockeye, 1s, doz.	5 80	5 95
Sockeye, 1/2s, doz.	3 20	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 50
Lobsters, 1/2-lb., doz.	5 90	6 50
Do., 1/4-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 76	1 99
Pilchards, 1-lb. talls, doz.	1 76	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	1 72 1/2	1 90
Do., Early June, doz.		
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.	1 45	
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.		1 85
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 76	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 43
Black Currants, 16 oz., doz.		5 65
Do., 4s, each		1 50
Gooseberry, 4s, each		1 43
Do., 16 oz., doz.		5 35
Peach, 4s, each		1 25
Do., 16 oz., doz.		4 80
Red Currants, 16 oz., doz.		5 50
Raspberries, 16 oz., doz.		5 65
Do., 4s, each		1 50
Strawberries, 16 oz., doz.		5 65
Do., 4s, each		1 50

Some Spices Marked Lower

Toronto.

SPICES.—The primary spice market is ruling fairly steady, although there are shadings in prices on some lines to the retail trade. Cloves, Jamaica ginger, mace, mustard seed, celery seed, coriander seed and curry powder are marked down 5 to 10 cents per pound. Peppers are holding firm.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochln		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 35
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole 100s.		0 55
Do., 50s		0 60
Do., 25s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20

Caraway seed, whole	0 30	
Tumeric	0 23	
Curry Powder	0 40	
Cream of Tartar—		
French, pure	0 75	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 76
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

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

Grecian Currants Expected Soon

Toronto.

DRIED FRUITS.—Spot stocks of dried fruits are not large, and are expected to be practically cleared up by the time shipments of new crops arrive. Shipments of new crop Grecian currants are now on the water and are expected to arrive on this market about the middle of October. New crop prunes and apricots are also moving this way. Primary markets for raisins and currants are strong and are holding at high figures. Quotations on spot stocks are unchanged.

Evaporated apples	0 21	
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s.	4 55	
Lemon	0 48	
Orange	0 50	
Citron	0 80	
Currants—		
Greek Filiatras, cases	0 16 1/2	
Do., Amalias	0 18 1/2	
Do., Patras	0 19	
Do., Vostizza	0 23 1/2	
Australians, 3 Crown, lb.	0 18 1/2	
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	
Dromedary, 9 doz. in case	7 25	
Fard, per box, 12 to 13 lbs.	3 50	
Hallowee dates, per lb.	0 18	0 23
Prunes—		
30-40s, 25s	0 31	
40-50s, 25s	0 26	0 28
50-60s, 25s		0 23 1/2
60-70s, 25s		0 21 1/2
70-80s, 25s		0 18 1/2
80-90s, 25s		0 16 1/2
90-100s, 25s		0 15 1/2
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	0 27 1/2	
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets		0 29
Crown Muscatels, No. 1, 25s.		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 30

Tea Market Steady

Toronto.

TEAS.—The tea market is holding steady. The most noticeable feature is the scarcity of fine liquoring Ceylons and Indians. Importers state that lower grades continue to accumulate in London and other large markets, and that these teas are offered at prices below the cost of production simply because there is no market for low grade teas. It is still felt, however, that if trade is opened up with Russia that a large portion of these teas will be disposed of. Japans are holding at the high prices named.

Ceylons and Indians—		
Pekoe Souchongs	\$0 40	\$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Japans—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 60
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 68

Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Pecans to be Higher Likely

Toronto.

NUTS.—It is estimated that there will only be a 25 per cent. crop of pecans, which indicates that higher prices can be expected on the new crop. Shelled Brazils are scarce and it has been intimated that Brazils will reach \$1.50 per pound. Shelled Bordeaux walnuts are quoted at 60 cents per pound in case lots. The peanut market rules easy under declines of last week. Shelled filberts are down three cents per pound, bringing the price to 35 cents.

Almonds, Tarragonas, lb.	0 31	0 35
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 00	
Cocoanut, unsweetened, lb.		0 35
Do., sweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.		0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.		0 25
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.		0 20
Do., Chinese, 30-32 to oz.		0 15
Do., Java		0 14 1/2
Brazil nuts, lb.		1 00
Pecans, lb.		1 15

Coffee Stocks Light

Toronto.

COFFEES.—Spot stocks of coffee are not large, and it has been said that the market will be almost bare when the new supplies arrive, which will be about the middle of November, when lower prices will be manifest.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 56
Maracalibo, lb.		0 47
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Tapioca Marked Lower

Toronto.

RICE.—The rice market is steady and unchanged. Tapioca is easier, now quoted at 10 cents per pound in bag lots, and half cent higher in broken lots.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.		15 00
Do., broken, 100 lbs.		11 00
Japans, fancy, per 100 lbs.		0 18 1/2
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 10	0 10 1/2
White Sago	0 10	0 10 1/2

Potatoes Are Easier

Toronto.

VEGETABLES.—All vegetables are ruling steady, and prices are generally unchanged. Potatoes are a shade lower, now quoted at \$1.60 to \$1.75 per bag. Onions are expected to be lower in view of the large crop.

Cabbage, Can., per doz.	0 50	0 75
Parsley, domestic, per 11-qt. bask.	1 00	1 00
Cucumbers, per 11-qt. basket	0 40	0 50
Carrots, per 75-lb. bag	1 25	1 25
Beets, per 75-lb. bag	1 25	1 25
Turnips, per 75-lb. bag	1 00	1 00
Onions, 100-lb. sack	3 00	3 25
Do., Spanish, large crate	5 50	5 50
Do., small crate	3 25	3 25
Do., Pickling	1 50	2 50
Tomatoes, Ontario, 11-qt. bskt.	0 50	0 50
Green Peppers, hot, 11-qt. basket	0 50	0 50
Do., sweet, 11-qt. basket	0 65	0 50
Vegetable Marrow, doz.	0 50	0 50
Celery	1 00	1 00
Egg plant, 11-qt. basket	0 75	0 75
Potatoes, per bag	1 60	1 75
Corn, per doz.	0 12	0 15
Sweet Potatoes, hampers	3 00	3 00

Peaches in Abundance

Toronto.
FRUIT.—There are heavy receipts every day in the fruit market. Peaches are offered as low as 40 cents for 11-quart baskets, but the average price is around 65 cents. Plums are also in abundance, and prices range from 50 to 75 cents per basket. Apples are in good supply, and sold in a quiet market at steady prices. Moore's early grapes are quoted at 40 to 50 cents for 6-quart baskets.

Oranges, Valencias—		
12cs	8 00	8 00
150s	8 50	8 50
176s, 200s, 216s, 250s	9 50	9 50
Bananas, Port Limons	0 12	0 12
Lemons, Cal., 240s	5 00	5 00
Do., Messina, 300s	5 50	5 50
Grapefruit, 46s to 96s	6 25	7 00
Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box	6 25	6 25
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	4 75	4 75
Moore's Early, 11-qt. basket	1 25	1 25
Do., 6-qt. basket	0 40	0 50
Apples, Duchess, box	1 50	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 50	0 75
Peaches, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 50	0 65

Flour Declines 50 Cents

Toronto.
FLOUR. — Following the weakness that has characterized the wheat market, flour has declined 50 cents per barrel. First patents in jute bags is now \$13.50 per barrel, and second patents, \$13.

Flour—		
Patent Firsts, in jute bags, per barrel	13 50	13 50
Do., Seconds, in jute bags, per barrel	13 00	13 00

Millfeeds Drop \$5.50

Toronto.
MILLFEEDS. — Coinciding with the drop in flour, millfeeds also declined. Bran is now quoted at \$49.25 per ton and shorts \$54.25, a reduction of \$5.50 per ton.

MILLFEEDS—		
Shorts, per ton	54 25	54 25
Bran, per ton	49 25	49 25

Honey Unchanged

Toronto.
HONEY. — The market for honey is steady at unchanged quotations. Five pound tins are quoted at 30 to 32 cents per pound, and 60 pound tins, 26 to 27 cents per pound.

Some Lines Reduced

Toronto.
MISCELLANEOUS. — Princess soap flakes have been reduced to \$3.30 per case. Milk stock has been reduced to 28½ cents in drums, and 26½ cents in barrels. McLaren's peanut butter in bulk is quoted three cents per pound lower. Cowan's unsweetened Perfection

chocolate has been reduced to 95 cents per dozen.

Some advances have also been registered. Whethey's condensed mince meat has advanced to \$7 per case. Cow brand soda is quoted higher. Shirriff's pure extracts have advanced, 2½ ounce lemon and vanilla are now \$3.40, and two ounce \$2.85 per dozen.

WINNIPEG MARKETS

WINNIPEG, Oct. 1.—The markets for general groceries show few price changes. Sugar is reduced in price. Starches and cereals are unchanged. Olives are quoted higher. Spices are firmer with indications for higher prices. The tone of the currant market is strong due to short crop and extra demand. Pecans are scarce and higher prices are expected on the new crop. Little business is noted as yet for jams and prices are holding. First shipments of Cape Cod cranberries and Virginia sweet potatoes have arrived.

Sugar Declines

Winnipeg.
SUGAR.—Granulated sugar has declined 75 cents per hundred, now quoted \$20.80. Yellow sugar declined \$1.30, now quoted \$19.70.

Lantic granulated, 100-lb. bag	\$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag	20 80
Yellow sugar, 100-lb. bag	19 70

Syrups Are Unchanged

Winnipeg.
SUGAR.—There has been no change in syrups or molasses since our last report. Local jobbers, however, due to the large amount of stock on hand, have not quoted higher prices, although molasses advanced recently. There is the usual demand for both cane and corn syrup, and taking into consideration the increased freight rates future declines in these lines do not seem possible for the present at least.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	8 80	8 80
5-lb. tins, 1 doz. in case	10 30	10 30
10-lb. tins, ½ doz. in case	9 80	9 80
20-lb. tins, ¼ doz. in case	9 55	9 55

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	7 35	7 35
Cases, 5 lb. tins, white, 1 doz. in case	8 40	8 40
Cases, 10 lb. tins, white, ½ doz. in case	8 05	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	8 05	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	6 75	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	7 80	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	7 55	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	7 55	7 55

MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	26 90	26 90
Pure, 5s. per case of 1 doz.	24 50	24 50
Pure, 10s. per case of ½ doz.	26 25	26 25

TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	13 75	13 75
Do., 5s. tins, per case of 1 doz.	13 00	13 00
Do., 1s. tins, case of ½ doz.	11 50	11 50

Above subject to a discount of 10 per cent.

MOLASSES, BARBADOS—		
2-lb. tins, 2 doz. case	6 75	6 75
5-lb. tins, 2 doz. case	12 35	12 35
5-lb. tins, 1 doz. case	16 00	16 00

10-lb. tins, ½ doz. case	9 70	
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	5 10	5 10
2s, 4 doz. in case	4 70	4 70
2½s, 4 doz. in case	4 40	4 40
3s, 4 doz. in case	4 40	4 40
10s, 4 doz. in case	4 35	4 35

Starch Markets Steady

Winnipeg.
STARCH.—The corn market is reported to be weak yet on the other hand the high cost of labor and the increase in freight rates have a tendency to keep prices at the present level.

Cereals in Fair Demand

Winnipeg.
CEREALS.—The demand for package cereals is reported fair, and with the variations of the oat market definite information regarding future prices is very hard to procure; however, prices can hardly be expected to be higher, and the merchant would do well to carefully watch his stock at the present time.

PACKAGE CEREALS

Gloss, 1-lb. pkgs., per lb.	0 14¼
Celluloid, 1-lb. pkg., per case	5 65
Do., No. 1 quality, 1-lb. pkgs.	0 13½
Cornstarch, 1-lb. pkgs., per lb.	0 12
Rollod oats, 20s, round cartons.	6 00
Do., 86s, case, square pkts.	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 65
Cornmeal, 2 doz. case, per case	4 00
Puffed Wheat, 3 doz. case, case	4 50
Puffed Rice, 3 doz. case, case	6 70
Cream of Wheat, 3 doz. case, case	9 00
Grape Nuts, 2 doz. case, per case	3 33
Package Peas, 3 doz. case, case	5 75

BULK CEREALS

Rollod Oats, 80s, per bag	4 60
Do., 40s, per bag	2 45
Do., 20s, per bag	1 25
Do., 10-8s, per bale	5 50
Do., 15-6s, per bale	6 25
Oatmeal, 98s, gran. or stand, bag	6 35
Wheat Granules, 98s, per bag	7 70
Do., 16-6s, per bale	8 60
Peas, whole, green, 100-lb. bag, bush	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bush	6 80
Do., Lima, 100-lb. bag, per lb.	9 15¼
Barley Pot 98s, per bag	6 00
Do., pearl, 98s, per bag	8 80
Cornmeal, 98s, per bag	5 60
Do., 24s, per bag	1 45
Do., 10-10s, per bale	6 75

Buckwheat grits, whole, 95-lb. bags, per bag 11 00

Sockeye Salmon Firm

Winnipeg.
CANNED GOODS.—The situation in the canned fruit, vegetable, and fish lines remains unchanged. The market still holds firm with sock-eyed salmon, while in other grades a weakness is being shown and lower prices are being named by some packers. New canned fruit and vegetables are arriving daily.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., 1/2s, 8 doz. case, case,	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz.	3 35	
Do., 1/2s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60	
Do., 2s, 8 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 50	
Do., 1/2s, flat, 8 doz. case, case	10 00	
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case,	21 75	
Do., 1/2s, flat, 8 doz. in case,	23 50	
Red-Spring, 1s, tall, 4 doz. case	15 75	
Do., 1/2s, flat, 8 doz. case,	17 75	
Coho, 1s, tall, 4 doz. case,	14 50	
Do., 1/2s, flat, 8 doz. case,	16 50	
Pink, 1s, tall, 4 doz. case,	10 40	
Do., 1/2s, flat, 8 doz. case,	12 25	
Humpbaek, 1s, tall, 4 doz. case	8 60	

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case, ..	3 40	3 85
Blueberries, 2s, 2 doz. case		7 00
Cherries, 1s, 4 doz. case		11 00
Gooseberries, 2s, 2 doz. case		9 50
Lawtonberries, 2s, 2 doz. case,		9 50
Peaches, 2s, 2 doz. case		3 50
Pears, 2s, 2 doz. case		6 50
Plums, Green Gage, 2s, 2 doz. case		6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case		5 75
Raspberries, 2s, 2 doz. case,		9 50
Strawberries, 2s, 2 doz. case,		10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case		13 00
Peaches, 2 1/2s, 2 doz. case		13 20
Peaches, sliced, 1s, 4 doz. case, ..		14 00
Do., halved, 1s, 4 doz. case,		13 85
Do., 2s, 2 doz. case		3 50
Pears, 1s, 4 doz. case		16 00
Pineapple, sliced, 2s, 2 doz. case, ..		

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz case, per doz.		2 75
Beans, Golden Wax, 2s, 2 doz. case		4 75
Beans, Refugee, 2s, 2 doz. case, ..		4 50
Corn, 2s, 2 doz. case,		4 20
Peas, Standard, 2s, 2 doz. case,		4 10
Peas, Early June, 2s, 2 doz. case		4 70
Sweet Potatoes, 2 1/2s, 2 doz. case		6 40
Pumpkin, 2 1/2s, 2 doz. case,		3 00
Sauer Kraut, 2 1/2s, 2 doz. case, ..		4 90
Spaghetti, 2 1/2s, 2 doz. case,		5 40
Tomatoes, 2 1/2s, 2 doz. case,		4 20
Spinach, 2 1/2s, 2 doz. case		5 70

Tea Market Steady

Winnipeg.
TEAS.—There is practically no change in the tea situation, high grades of India and Ceylon remain steady, and the low grades remain the same as reported last week, the quality being considered very poor.

INDIA AND CEYLON—

Pekoe Souchongs, first quality .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
JAPAN—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Firming Up

Winnipeg.
COFFEE.—The primary coffee market has shown considerable strength dur-

ing the past week, due to the heavy demand from European countries. Buying is reported very lively at present. Local quotations remain unchanged.

COFFEE—

Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lb., per doz.		6 25
In 1/2-lb., per doz.		3 25
In 1/4-lb., per doz.		1 70
In small size, per doz.		1 25

Olives Quoted Higher

Winnipeg.
SPICES.—Owing to the great heat, the olive crop has changed considerably. At first it was expected to be an average crop, but now it is found to be a very short one. Manzanillas are quoted 20 per cent. higher, and Queens 40 per cent. higher than prices quoted last year. All lines of spices show considerable strength, due to the short spot stocks held in the United States. Cloves and cream of tartar, as well as peppers, show considerable strength.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23
Cassa, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 65
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 60
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 65
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 23
Do., No. 2, per lb.	0 25

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassa, No. 1, bulk, per lb.	0 85
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 96
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 60
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 85
White pepper, No. 1, 2 oz. cartons ..	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons ..	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Firm

Winnipeg.
RICE.—There has been no change in the rice, tapioca, and sago markets. The primary markets for these lines are re-

ported firmer, due largely to the decline in sterling exchange. Rice is being offered by local jobbers at lower prices than the new quotations.

Prune Market Easier

Winnipeg.
DRIED FRUITS.—The prune market is reported decidedly weak. Independent offerings of prunes have been made at a marked reduction below the association prices. Even with these lower prices the trade is not showing very much interest as their idea is that the price of prunes must be lower before they will be tempted to buy. Evaporated apples are also reported easier.

DRIED FRUIT

Evaporated Apples, per lb.	0 19
Currants, 90-lb., per lb.	0 22
Do., 8 oz., pkgs., 6doz. case, lb.	0 16 1/2
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 3 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton, ..	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 19 1/2
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/2
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28
Apricots, choice, 25s, lb.	0 45
Do., 10s, lb.	0 47
Do., Standard, 45s, lb.	0 40
Do., choice, 10s, lb.	0 42
Do., fancy, 45s, lb.	0 50
Do., do., 10s, lb.	0 52

Shelled Pecans Scarce

Winnipeg.
NUTS.—The shelled almond situation is much firmer, and this is accounted for by the fact that Germany is now becoming a buyer on the market. The shelled walnut market has been very erratic, this being due entirely to the exchange situation, and it is necessarily very hard to get reliable prices on these lines. Brazil nuts still remain firm and scarce. There has been very little change in the shelled peanut market although it is reported that there have been very heavy importations from Japan and China to the United States, which, no doubt, will affect the Canadian market. It is now an assured fact that the 1920 crop of pecans will be a total failure, and prices on pecans will advance materially in the near future, while the new crop will be very high.

Jam Prices Steady

Winnipeg.
JAMS.—Retailers are buying very sparingly of the new pack jams until (Continued on next page)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Sept. 30.—Wholesale grocers here report business as picking up, while flour and feed merchants state business exceptionally bright. Another fall in sugar makes the price of standard granulated \$19.60, a drop of \$1.50. Fresh eggs are selling at 65 cents, a decrease of 5 cents per dozen. Cheese and butter also show slight decreases. Gravenstein apples, the biggest sellers now on the fruit market, are quoted: No. 1, \$7; No. 2, \$6.50, a decrease of \$1 per barrel. Lemons are down \$2.50 a case, now quoted \$4. Grapefruit has advanced, now \$4 half case.

Flour, No. 1 patents, bbl.	16 50
Cornmeal, bags	5 00
Rolled oats, per bag	6 25
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 55
Sugar, standard, granulated	19 60
Do., No. 1, yellow	18 50
Cheese, Ont., twins	0 29
Eggs, fresh, doz.	0 70
Lard, compound	0 24 1/2
Lard, pure, lb.	0 30
American clear pork, per bbl.	48 50
Tomatoes, 2 1/2s, standard, doz.	2 20
Breakfast bacon	C 52
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 65
Do., creamery solids	0 61
Do., dairy, per lb.	0 55
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	10 50
Do., Cohoes	15 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per bbl.	4 50
Beans, white	5 50
Do., yellow eye	7 50
Bananas, lb.	0 11 1/2
Lemons, Cal.	5 00
Grapefruit, Cal., half case	4 00
Apples—	
Gravenstein No. 1	7 00
Do., No. 2	6 50
Do., Dom.	6 00
Do., No. 3	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 30.—The market for foodstuffs is considerably weaker and a gradual decline is anticipated. Flour has declined to \$15.75. Rolled

oats are down 50 cents, now quoted \$12.25. Rice is reduced to \$13. Granulated sugar is reduced to \$19.60, and yellow \$19.10. Lard is firmer, now quoted at 30 to 30 1/2 cents. Eggs and butter are holding firm and unchanged. The potato market has a weak tone and quotations are down 50 cents, making the price \$4.

Flour, No. 1 patents, bbls., Man.	15 75
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 50
Rolled oats	12 25
Rice, Siam, per 100 lbs.	13 00
Tapioca, 100 lbs.	16 00
Molasses	1 40
Sugar—	
Standard, granulated	19 60
No. 1, yellow	19 10
Cheese, N.B.	0 30
Eggs, fresh, doz.	0 72
Do., case	0 68
Lard, pure, lb.	0 30
Do., compound	0 24 1/2
American clear pork	49 00
Tomatoes, 2 1/2s, standard, case	4 85
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 65
Do., dairy, per lb.	0 62
Do., tub	0 58
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	5 00
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	10 50
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per barrel	4 00
Lemons, Cal., case	6 50
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 12
Oranges, case	9 00
Plums, Ont.	0 90
Peaches, Ont.	1 50
Pears	1 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 30.—Patent flour has declined, now quoted \$13.30 to \$13.50 per barrel. Good samples of B.C. white beans are selling at \$7.75 to \$8 per hundred. No. 1 Japan rice has been reduced 50 cents per hundred. Siam rice is also down one cent per pound. New shipment of Manchurian shelled walnuts arrived, quoted at halves, 54 to 59 cents per pound, and broken 41 to 44 cents. Prunes have declined one cent, 90 100s now 16 cents, and 70 80s, 17 1/2 cents per pound. Canned sweet potatoes are 35 cents per case higher. Local potatoes advanced to \$40 per ton.

Flour, first patents, bbl.	13 50
Do., second patents, bbl.	13 30
Beans, B.C.	8 00
Rolled oats, 80s	4 60
Rice, Siam	12 25
Japan, No. 1	13 50
Tapioca, lb.	0 09
Sago, lb.	0 09

Sugar, pure cane, granulated, cwt.	21 47
Cheese No. 1, Ont., large	0 32 1/2
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45
Lard, pure, 3s	18 60
Eggs, new laid, local case	19 00
Do., storage, case	18 50
Tomatoes, 2 1/2s, standard, case	4 75
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17 1/2
Potatoes, local, ton	40 00

WINNIPEG MARKETS

(Continued from page 45)

the public become more familiar with the high prices. Jobbers report that they are practically cleaned up on the 1919 pack.

Cranberries Arrive

Winnipeg. FRUITS.—A shipment of Cape Cod cranberries is now on the market and selling at \$16 per barrel. B. C. wealthy apples are on the market and quoted at \$3.50 to \$4.25 a box. B. C. Hyslop crab apples offered to the trade at \$2.85 and \$3 per case. California Tokay grapes are in good demand and are quoted at \$6 a case. Several shipments of Ontario fruit, including peaches, damson plums and pears have arrived, the plums and pears are arriving in splendid condition, and the demand has been extremely active.

Sweet Potatoes Arrive

Winnipeg. VEGETABLES.—Virginia sweet potatoes have arrived on the market and are being quoted at \$10. The last cauliflower to appear this year are exceptionally good and are being offered at \$2.50 to \$2.75 per dozen. Potatoes advanced 25 cents a bushel this week and are now quoted at \$1.75. Spanish Valencia onions are selling \$7.60 per large case.

VEGETABLES

Carrots, new, per lb.	0 03
Beets, new, per lb.	0 02
Turnips, new, per lb.	0 02
Leaf Lettuce, per doz.	0 50
Radish, per doz.	0 50
Green Onions, per doz.	0 35
Cucumbers (hothouse), per doz.	2 50
Cabbage (new), per lb.	0 02
New Potatoes, per bushel	1 75
Onions (Cal. Bermuda sack), per sack	3 50
Cauliflower, per doz.	1 90
Celery (B.C.), per doz.	0 11
Rhubarb, per lb.	0 04
Tomatoes, per basket	1 40
Head Lettuce, per doz.	1 75



PRODUCE AND PROVISIONS

A Butcher Business With a Grocery a Good Combination

C. B. McGuire, Stirling, Ont., Finds That the Two Departments Work Well Together, and One Often Brings Trade to the Other—Attracted by Window Display.

"A butcher business with a grocery, certainly is a fine combination," remarked C. B. McGuire, of Stirling, Ont., to Canadian Grocer on the occasion of a visit of a representative recently. "It is a very workable plan," he continued, and proceeded to tell how one department helps to stimulate sales in the other.

Mr. McGuire's butcher business is alongside his grocery, the entrances being separate, and to all intents and purposes one would think they were two distinct businesses. The butcher department is one of only two meat markets in town, and Mr. McGuire declares that he gets the bulk of the trade.

"I think possibly my butcher business helps my grocery trade to a greater extent than does selling groceries stimulate meat sales," Mr. McGuire intimated. "I have more customers for meats than for groceries, but in many cases people buy both from me, and often, when intending to buy some meat, they are persuaded to purchase some special grocery lines or plan an order for a list of groceries. Persons coming in to the meat store are sometimes attracted by a display of groceries in the window adjoining, and in many instances are purchasers of some lines that they had not before thought of. This is one way where my windows

can be of distinct value to me, and I endeavor to use them to the best possible advantage."

Mr. McGuire has two windows in his grocery store and one in the meat market adjoining. He is situated on the main street, convenient for both town and country people. His grocery trade comprises a goodly portion of farmers, but he is finding the country people are using fresh meats more freely now than generally has heretofore been the case. While meat sales to farmers are not on the same scale as to townspeople a very fair business is done.

For the convenience of customers Mr. McGuire also sells smoked and cooked meats in his grocery. He has meat slicers in both stores, and he states that he long since has been convinced of the advantages of meat slicers. Getting a uniform thickness in both smoked and cooked meats makes them more saleable, and economically more profitable.

Conducting a butcher and grocery business together, certain expenses in connection therewith are minimized. The same help sometimes can be used for both. When business is pressing in the grocery department, help from the meat store can be diverted and vice versa. In many ways Mr. McGuire believes the combination a very satisfactory one.

Canadian Apples in Demand for Export

English and Scandinavian Markets Are Open for Canadian Apples on Account of Crop Failures in Those Countries

THE English apple crop last year was one of the largest in many years, and the marketing period extended well into the first of the year. This year it is quite the reverse, the crop being a poor one, and it is estimated that the crop will be entirely

consumed by the middle of November. The crop in Holland, which was one of the chief sources of supply for the Scandinavian countries, is also a failure this year. As a rule there is only a light demand for Canadian and American apples in Denmark, before the mid-

dle of December, on account of the home and Dutch supplies, but this year on account of the crop failure in Holland, it is possible that apples from North America will find an earlier market there than usual. The same condition applies more or less to Norway and Sweden. Throughout Norway the red varieties command the best prices, Baldwins, Kings and Ben Davis packed in barrels being the special favorites. Sweden and Denmark both prefer the red varieties also, though there is some difference in the variety most favored.

With the British and Scandinavian market open to buy Canadian apples, the outlook for export business, looks very promising.

The Department of Agriculture in a recent report on the apple crop of Canada says: "The commercial crop in Canada this year, having due regard to the increase in Ontario, now indicates a decrease of approximately one-quarter of a million barrels, but the quality is decidedly better, and as the supply of barrels and other packages used for shipping apples has decidedly improved, and should this improvement continue, it is expected that the quantity packed will not be very far short of last year."

PROTEST RATES ON CHEESE

Ottawa, Sept.—A delegation of dairymen from Leeds county, Ont., interviewed the Prime Minister in regard to the new railway rates on cheese. They protested against the recent increases granted by the Board of Railway Commissioners. They represented that, as they exported cheese to Great Britain at a price fixed by the British Food Controller, they were unable to pass their increased charge on to the consumer.

THREE PALATABLE FISH DISCOVERED BY SCIENTISTS

Ottawa, Sept.—At this morning's session of the convention of the American Fishery Society, William C. Kendall, of the United States Bureau of Fisheries, condemned the present hatchery methods in use in both Canada and the United States.

Prof. E. E. Prince paid tribute to the assistance rendered the fish industry by scientists of McGill, Queen's, Toronto and Dalhousie universities. He told of the recent discovery of three palatable fish which had been named angler, lump, plaice and mutton fish.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 1.—The feature of the produce market this week is the very firm tone all around. Prices on meats diverge. The higher quotations are advanced and the lower prices are a little easier. This applies to fresh meats, cooked meats and bacon. Smoked hams are a little cheaper. The butter market is improved this week and cheese sales are a little better with a good outlook for export. The egg market continues very strong with not a much improved supply. The lard market is very firm at the advance of last week.

Strong Fresh Meat Market

Montreal.
FRESH MEATS. — There is little change in the meat situation this week. Cattle show a little improvement in the numbers offered at local packers. Western hog prices are a little higher than they were a week ago. The price list for fresh meat shows a further expansion in that the range of prices is greater than it has been. The better cuts show higher prices and the poorer cuts are slightly lower. Prices on beef show more strength and in some cases higher prices. On the other hand, some cuts which are in smaller demand are reduced in price.

FRESH MEATS

Hogs, live (selects)	0 19½	0 20
Hogs, dressed—		
Abattir killed, 65-90 lbs.....	0 30	0 31
Fresh Pork—		
Legs of pork (foot on)	0 36	0 37½
Loins (trimmed)	0 42	
Bone trimmings	0 33	
Trimmed shoulders	0 31	0 34
Untrimmed	0 29	
Pork sausage (pure)	0 25	
Farmer Sausage	0 20	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		
(Cows)		(Steers)
\$0 22-0 30 ..Hind quarters..	\$0 30	\$0 35
0 10-0 15 ..Front quarters..	0 14	0 19
0 30-0 42 ..Loins	0 35	0 46
0 18-0 30 ..Ribs	0 20	0 35
0 10-0 14 ..Chucks	0 12	0 18
0 30-0 34 ..Hips	0 32	0 36
Calves (as to grade)	0 18	0 30

Cooked Meats in Demand

Montreal.
COOKED MEATS. — The market for cooked meats continues very good, with a big demand. There are some changes in the price list, and in some cases prices are higher, and in other cases prices lower. Cooked hams are a little easier than they have been, showing a range of prices from 61 cents to 66 cents a pound. Cooked veal is slightly higher, being offered at 35 cents a pound. The demand for cooked meats has been very good all summer.

Jellied pork tongues	0 47
Jellied pressed beef, lb.	0 36
Ham and tongue, lb.	0 42
Veal	0 35
Hams, cooked	0 61
Shoulders, roast	0 50
Shoulders, boiled	0 43
Fork pies (doz.)	0 30
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 45

Some Barrel Meats Reduced

Montreal.
BARREL MEATS. — The situation as shown in fresh meats is reflected in the barrel meat market. Although the demand is not large for home consumption there has been an expansion of these prices also. Some cuts are cheaper, such as fat backs, which are being offered at \$49 per barrel. Plate beef is also offered at a reduction of \$3, which makes the price \$25 per barrel. On the other hand, Canadian short cut pork is \$4 per barrel higher.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	58 00
Clear fat backs (bbl.), 40-50 pieces	49 00
Heavy mess pork (bbl.)	39 00
Plate Beef	25 00
Mess Beef	23 00

Smoked Hams Easier

Montreal.
BACON. — The best breakfast bacon is offered at one cent a pound higher than prices quoted last week. Smoked breakfast bacon is also higher. Other quotations are slightly easier than they have been. There is a slight reduction in all smoked hams this week.

BACON—

Breakfast, best	0 38	0 47
Smoked Breakfast	0 30	0 47
Cottage Rolls	0 38	
Picnic Hams	0 31	
Wiltshire	0 36	0 44

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 39½
Do., 14-20	0 39½
Do., 20-25	0 34½
Do., 25-35	0 29½
Over 35 lbs.	0 29

Egg Prices Strong

Montreal.
EGGS. — The egg market is practically unchanged this week. The Government reports show a slight increase in receipts, but it still remains below the figures for the same week last year. The storage supplies are also smaller than they were last year, and this would indicate that prices will be just as high as were asked last year. The export from Montreal has fallen off considerably on account of the weakening sterling exchange. At the same time present supplies of eggs reaching the market do not appear to be sufficient to meet the demand, which is large, and

storage supplies will have to be called on. Prices remain unchanged. Strictly fresh are quoted at 75 to 76 cents. Selects, at 68. No. 1, at 60.

More Active Butter Market

Montreal.
BUTTER. — There is a stronger and more active butter market this week. The big demand and higher prices in the United States and the improved demand among buyers and exporters has had a very noticeable effect on the market. The local prices are unchanged, but the market is very strong. The demand seems to be centred on the finest creamery butter, and there is little change with regard to the dairy butter. The receipts of butter for last week show an increase on figures for the previous week.

BUTTER—

Creamery prints, qual., new ...	0 61
Do., solids, quality, new	0 60
Dairy, in tubs, choice	0 52
Dairy, prints	0 53

Improved Cheese Market

Montreal.
CHEESE. — Despite the adverse sterling exchange situation there is a more active market for Canadian cheese. Higher prices are being offered in Europe, which stimulates the market here. Western Canada offers a better market also for Eastern cheese. Prices are unchanged but the more encouraging outlook to the market makes the price basis much firmer than it has been.

New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 34
Quebec	0 28

Lard Holds Strong

Montreal.
LARD. — The lard market is holding firm at the advanced prices of last week. The demand is at present requiring all the output, and in some cases there tends to be a shortage. The market is strong at the present prices.

LARD—

Tierces, 360 lbs.	0 27	0 27½
Tubs, 60 lbs.	0 27½	0 27½
Pails, 20 lbs.	0 28	
Bricks	0 29½	0 30

No Change in Shortening

Montreal.
SHORTENING. — The shortening market holds firm at present prices, reflecting the condition of the lard market. There is no change in prices.

SHORTENING—

Tierces, 400 lbs., per lb.	0 25½
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Margarine Market Quiet

Montreal.
MARGARINE. — The margarine market is quiet and unchanged. The demand is limited and sales are not active.

MARGARINE—

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

ONTARIO MARKETS

TORONTO, Oct. 1.—There have been fairly heavy runs of cattle at the stock yards during the week but the quality has not been up to the standard. Hogs are holding firm with an advance of twenty-five cents. Pork cuts are also higher. Beef cuts are down one cent on all lines. Smoked meats are holding steady with a scarcity noted for backs in some quarters. Mess pork and short cut backs in barrels are quoted higher. Heavy weight pickled rolls in barrels are reduced slightly. Eggs, butter and cheese are steady and prices are well maintained. Lard is quoted three cents per pound higher. The shortening market is fairly firm with one pound prints marked up one cent per pound. Oysters are now on the market and quotations show a slight increase over last year. Poultry supplies are arriving freely and there is a fairly active demand; light weight fowl is quoted a shade easier.

Pork Cuts Marked Higher

Toronto.

FRESH MEATS. — The hog market is fairly firm with an advance of 25 cents over last week. Live hogs are quoted on the fed and watered basis, \$21.25 per hundred. Fresh pork cuts are up one to three cents per pound. Loin of pork is selling at 46 cents per pound, tenderloins, 64 cents, and fresh hams at 40 cents. There has been a heavy run of cattle at the Stock Yards, but butchers are complaining that the quality has been very poor. The wave of hot weather has had the effect of causing sales of fresh beef to fall off somewhat, with the result that fresh beef cuts are marked one cent lower all round. Calves and spring lamb are steady at unchanged quotations.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.		21 50
Live, fed and watered, per cwt.		21 25
Live, f.o.b., per cwt.		20 25

Fresh Pork—

Legs of pork, up to 18 lbs.	0 39
Loin of pork, lb.	0 46
Fresh hams, lb.	0 41
Tenderloins, lb.	0 64
Spare ribs, lb.	0 20
Picnics, lb.	0 27
New York shoulders, lb.	0 34
Boston butts, lb.	0 39
Montreal shoulders, lb.	0 34

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 24	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 27	0 33
Chucks, lb.	0 13	0 15
Loin, whole, lb.	0 29	0 35
Hips, lb.	0 21	0 24

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

Calves, lb.	0 26	0 30
Spring lamb, lb.	0 34	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Back Bacon Scarce

Toronto.

PROVISIONS. — Smoked hams, bacon and dry salt meats are holding steady at unchanged quotations. A scarcity of back bacon is reported in some quarters.

BARREL PORK.—Mess pork advanced \$2 per barrel, bringing the price up to \$39. Short cut backs are also up \$1, now quoted at \$56.50 per barrel. Lightweight pickled roll, are unchanged,

but heavyweight are down \$1, reducing the same to \$60 per barrel.

Hams—

Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	0 43½	0 44½
Heavy, 25 to 35 lbs.	0 38½	0 39½
Heavy, 35 lbs. and upwards	0 35½	

Backs—

Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Roll		0 67

Bacon—

Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.		0 42
Wiltshire, three-quarter cut.		0 46
Wiltshire, middle		0 48

Dry Salt Meats—

Long clear bacon, av., 50-70 lbs.	0 29
Do., av. 80-90 lbs.	0 28
Clear bellies, 15-30 lbs.	0 31½
Fat backs, 10 to 12 lbs.	0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.	

Barrel Pork—

Mess pork, 200 lbs.	39 00
Short cut backs, bbl., 200 lbs.	56 50
Pickled rolls, bbl. 200 lbs.—	
Lightweight	66 00
Heavy	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Hold Steady

Toronto.

COOKED MEATS. — There has been no noticeable falling off in the sale of cooked meats. Business on this line is fairly active and prices are holding steady and unchanged.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 66
Jellied calves tongue		0 52
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.		0 32

Above prices subject to daily fluctuations of the market.

Egg Market Unchanged

Toronto.

EGGS. — The egg market is unchanged, with fair receipts reported. Export shipments are not heavy at present, and quotations are holding steady. Fresh selects are quoted 67 cents, No. 1 candled at 61 cents per dozen. Extra selects in cartons are 72 cents.

EGGS—

Fresh, selects	0 67
Fresh	0 65
No. 1 candled	0 61
Fresh selects in cartons	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Prices Maintained

Toronto.

BUTTER. — There is nothing of interest to report in the butter market this week. Supplies are offered quite freely and quotations are steady at 63 cents for the best quality creamery, and 60 cents for the poorer grade. Dairy butter being offered is mostly of an inferior grade and quotations range from 53 to 58 cents.

BUTTER—

Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Market Steady

Toronto.

CHEESE. — The cheese market is holding steady with quotations to the retail trade unchanged at 29½ cents for large, and one cent higher for twins.

CHEESE—

Large, per pound	0 29½
Stilton	0 35
Twins, 1c higher than large cheese.	0 36
1½c higher than large cheese.	0 37

Lard Up Three Cents

Toronto.

LARD. — The lard market is firm with quotations three cents higher, which brings the price up to 30 cents per pound tierce basis, and one pound prints 32 cents. There is a greater demand noted this past week especially for domestic uses, and produce men expect that the market will remain firm.

LARD—

1-lb. prints	0 32
Tierces, 400 lbs.	0 30
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1-lb. prints 2c higher than tierces.	

Shortening Prints Up One Cent

Toronto.

SHORTENING. — The shortening market is fairly firm with one pound prints marked up one cent, bringing the price up to 26 cents. Tierce basis, however, is unchanged at 21½ cents per pound.

SHORTENING—

1-lb. prints	0 26
Tierces, 400 lbs.	0 21½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¼ cent higher than tierces.	

Oysters on the Market

Toronto.

FISH. — The first shipment of oysters are on the market and quotations are slightly higher than last year. No. 1 tins are quoted at \$4.20, No. 3 tins, \$12.30, and jars, \$6.50 per dozen. The fish market is quite firm and quotations are likely to be higher. The increased cost of nets and freight rates is given as the reason. Smoked fish is in good demand and prices are holding firm.

FRESH SEA FISH.

Cod Steak, lb.	0 12
Do., market, lb.	0 09
Haddock, heads off, lb.	
Do., heads on, lb.	0 10
Halibut, chicken	0 18
Do., medium	0 23
Fresh Whitefish	0 18
Fresh Herring	0 10
Flounders, lb.	0 09

Fresh Trout, lb.	0 19	0 20
Fresh Salmon, Red Spring... ..		0 30

Oysters—

No. 1 tins	4 20
No. 3 tins	12 30
Glass jars, doz.	6 50

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 11½
Flounders	0 10	0 11
Pike, round	0 08	
Do., headless and dressed	0 09	
Salmon, Cohoe	0 23	
Do., Red Spring	0 28	

SMOKED FISH

Haddies, lb.	0 13
Filletts, lb.	0 18
Kippers, box	2 25
Bloaters	3 00
Salt Cod, Quail-on-Toast, lb.	0 16

Light Weight Fowl Easier

Toronto.
POULTRY.—Supplies of poultry are arriving freely and the demand is fairly active. Lightweight fowl is down three cents per pound. Other quotations are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	\$0 35	\$0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 33	0 33
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 25	0 35
Guinea hens, pair.	1 25	1 50
Spring chickens, live	0 30	0 36

Prices quoted to retail trade—

	Dressed
Heans, heavy	0 32 0 38
Do., light	0 30 0 35
Chickens, spring	0 45
Ducklings	0 40

Egg Receipts Light

Winnipeg.
EGGS.—Egg receipts have dropped off and although there is just a fair supply of eggs arriving the quality is very poor. Fresh farm eggs are quoted at 65 cents a dozen. Fresh candled are being offered at 60 cents.

Cheese Unchanged

Winnipeg.
CHEESE.—There has been practically no change in the cheese market and prices remain as quoted.

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Manitoba large, per lb.	0 30
Do., twins, per lb.	0 31

Whitefish in Demand

Winnipeg.
FISH.—Good quantities of whitefish cleaned and scaled are in demand. Lake trout is arriving from Port Arthur, and the demand is good. Bulk oysters are arriving and are being offered to the trade at \$5 per gallon. Oysters in the shell are expected to arrive in a week or two.

FRESH FISH

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

WINNIPEG MARKETS

WINNIPEG, Oct. 1.—The hog market has shown considerable strength and selected hogs are being quoted at \$22.50 per cwt. Fresh beef is in good demand. Ham and bacon remain steady. There is a falling off in the cooked meat line, due no doubt to the cooler weather. Creamery butter remains firm with upward tendencies. Fair supplies of eggs are arriving but the quality is far from being good. Lard advanced one cent a pound this week and is now quoted at 30 cents a pound. The demand for fish is exceptionally good. Large quantities of whitefish and lake trout are arriving daily.

Hog Market Advancing

Winnipeg.
FRESH MEAT.—The hog market is showing considerable strength and selected hogs are now being quoted \$22.50 per cwt. Fresh beef is in good demand. Owing to the high price of pork the demand is only fair, as compared with the demand for beef.

HOGS—

Selected, live, cwt.	22 50
Heavy, cwt.	19 50
Light, cwt.	19 00
Sows, cwt.	17 50

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39½
Spare ribs, lb.	0 18½ 0 20½
Loins of pork, lb.	0 45
Fresh hams, lb.	0 39 0 40½
Tenderloin, lb.	0 57½
Picnics, lb.	0 28
Shoulders, lb.	0 33

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 17 0 30
Front quarters, lb.	0 10 0 13
Whole carcass, good grade, lb.	0 13 0 21

Mutton—

Choice ewes, lb.	0 17
-----------------------	------

Lambs—

Choice, 30-45 lbs., lb.	0 25
------------------------------	------

Ham and Bacon Steady

Winnipeg.
PROVISIONS.—Ham and bacon remain steady and the demand is reported fairly good. Best quality back bacon is being quoted at 64 cents a pound.

HAMS—

5 to 16 lbs., per lb.	0 61
16 to 20 lbs., per lb.	0 46½
Boneless, 5 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

BACON—

Backs, 5 to 12 lbs., smoked ..	0 64
Do., 12 to 16 lbs., smoked ..	0 62

Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Cooked Meats Steady

Winnipeg.
COOKED MEATS.—The demand for cooked meats has fallen off, due, no doubt, to customers buying more fresh beef and mutton on account of the colder weather.

Ham, best quality, skinned, lb.	0 69½ 0 70
Do., roast, lb.	0 67½ 0 69
Boiled shoulders	0 49 0 51
Head Cheese, in 1-lb. tins.	0 21
Do., in 6-lb. tins, lb.	0 19
Jellied Beef Tongue, lb.	0 63
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 24

Creamery Butter Firm

Winnipeg.
BUTTER.—Creamery butter is reported very steady with every indication for higher price. Poor supplies of dairy butter are reported. Price remains steady.

Creamery, best table grade ..	0 64
Dairy Butter, best table grade.	0 57
Margarine	0 37 0 39

Lard Advances

Winnipeg.
LARD.—Lard advanced one cent a pound this week and is now being sold at 30 cents a pound in tierces of 400 pounds. Shortening remains unchanged.

Pure lard, No. 1 quality, per lb.	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20 lb. pails	6 60
Shortening, wooden pails, 20-lb. pails, per pail	5 10
Shortening, tierces of 400 lbs., per lb.	0 23

Returns Full

Railroad Fare

During the last Dollar Day sale by the merchants of London, Ont., grocers and other merchants agreed to return full railroad fare to all purchasers of goods to the amount of \$15.00 or over that lived within a radius of fifty miles of London.

This scheme of paying railway fares to customers in nearby towns and cities is a good one and should be a feature in all grocery stores at least once a week.

Every Tenth Customer Gets Theatre Tickets Free

“Our fifth birthday. Two theatre tickets to every tenth customer at our store on Saturday. No matter whether your purchase is large or small, if you happen to be the tenth purchaser, you will be presented with two tickets free for the Wednesday evening performance at the Majestic Theatre. If you happen to be the hundredth customer, you will be given a hundred-pound sack of the best flour or twelve pounds of our English Breakfast Tea.” This was the way that an enterprising grocer in an Ontario city celebrated his fifth anniversary.



Wonderful!—Delicious!

These are the words which express the sentiment of thousands of housewives all over Canada, after they have tried Davies' Pork and Beans.

This satisfaction means repeat business for every dealer who features this brand, as when once Davies' products are taken into the home, they will be asked for again.

If you haven't already placed your order for Davies' Pork and Beans, do so at once. Either mail to us direct, or give same to our salesman.

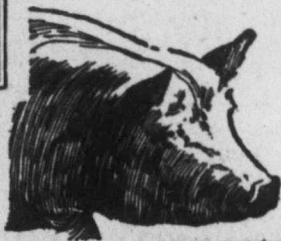
You should also feature Davies' Lunch Tongue, Corned Beef, Tomato Soup, Ox Tongue, etc.

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

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

Montreal

Hamilton



“Quick Profits !” That’s a favorite slogan of ours. It’s an *alias* for Gunns Easifirst—the quick seller, the satisfaction giver, Quality and big advertising march with it.

Phone Junction 3400
for your supplies.

**GUNNS
LIMITED**
West Toronto



M
A
R
I
G
O
L
D



M
A
R
I
G
O
L
D

“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

ROSE BRAND

Backed by a Mammoth Institution

When you sell your customers ROSE BRAND they obtain—
The finest of critically selected foods skilfully prepared in a plant that for 67 years has been famous for the high quality of its products.



Pure foods—noted for their distinctive, toothsome flavors, delicacy and wholesomeness.

The choice products of a mammoth institution.

ROSE BRAND dealer co-operation is quite in keeping

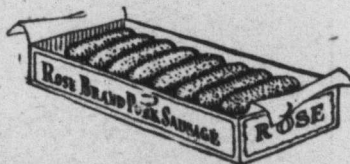
with the institute's chief ideal—to produce only the best.

By forceful advertising in large dailies, weeklies and magazines throughout the country we convince the public of ROSE BRAND merits and create the demand for these excellent foods.

Strikingly handsome, beautifully colored show cards, window trims, hangers, counter cards, etc., are prepared and given to our dealers gratis.

With these sales-promoting assets they can greatly enhance the appearance of their pure food department and arrange artistic, desire-promoting displays.

Reputable dealers everywhere take pride in supplying ROSE BRAND products.



Packing Houses
Brantford
Toronto
Peterboro
Montreal
Hull

**CANADIAN
PACKING
COMPANY, LIMITED**

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



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

BRUNSWICK BRAND

Popular Sea Foods

are just the kind of tasty canned fish that will boost your Sea Food sales in a remarkable manner.

They are processed and packed under the most rigid hygienic conditions, from selected catches, the moment they are brought in from the clear, cool ocean depths, and their wholesome tempting flavor, combined with their excellent quality and most reasonable price, has made them leaders whenever they have been introduced. Try a sample order of these ready sellers to-day.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

A Particular Customer's Desire

—is to be sure that his or her article of purchase is just as represented. This desire can always be realized in **Schneider's Sausages**—made of pure wholesome meat—meaning the purchaser's entire satisfaction and increased sales.

Schneider's Guaranteed Bacon

—can always be counted upon to please. Always recommend it for a satisfactory breakfast.



*Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.*

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO



Salt Plant, Windsor, Ontario

The Salt That Sells

Manufactured under ideal conditions, in the best-equipped salt works in the Dominion, the Canadian Salt Company's products are unequalled for quality and strength.

Salt for every need.

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt

Windsor Cheese Salt

Made in Canada

The Canadian Salt Co., Limited
Windsor, Ontario

HANSON'S GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

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

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

A REAL LIVE SELLING LINE

The bright, live, aggressive advertising which we are doing is sending the people to the store for H. P. Sauce.

STOCKS MELT LIKE SNOW

Try a bottle yourself on your own table, and you will see why it's selling so freely.

H.P. SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
 R. B. Seaton & Co., Halifax, N.S.
 The Midland Vinegar Co., Ltd., Birmingham, Eng.



Sal Soda



No Wrapping and Weighing

Put up in attractive cartons of 2½ pounds each. Saves time for you and your customer. This Sal Soda will please all.

If you are not handling this popular line, order a supply to-day.

Church & Dwight, Ltd.
 Montreal



'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



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

Sales Agents:
 Vancouver Winnipeg St. John's, Nfld. Halifax N.S.
 David Brown F. Manley Bowling Bros. J.W. Gorham & Co.
 167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.



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.

Do You Sell Mellow



Looms Large
in the Housewife's Estimation
for Lemon Pies



Makes Delicious
Lemon Pies

*Order Now
From Any Wholesaler*

Mellow Food Products
146 Garnier Street
MONTREAL

Brodie's XXX Self-Raising Flour



Feature this incomparable flour regularly in your displays and urge your customers to try it next time they order. The perfect results it produces in making muffins, pancakes, biscuits, etc., always wins satisfaction and the good profit margin on each sale makes it an excellent line to get behind. How's your stock?

Brodie & Harvie, Limited
Bleury St., Montreal

Ontario Representatives—
Chadwick & Co., 34 Duke Street, Toronto.

Quebec Representatives—
Renaud & Cie, Incorporated, Quebec

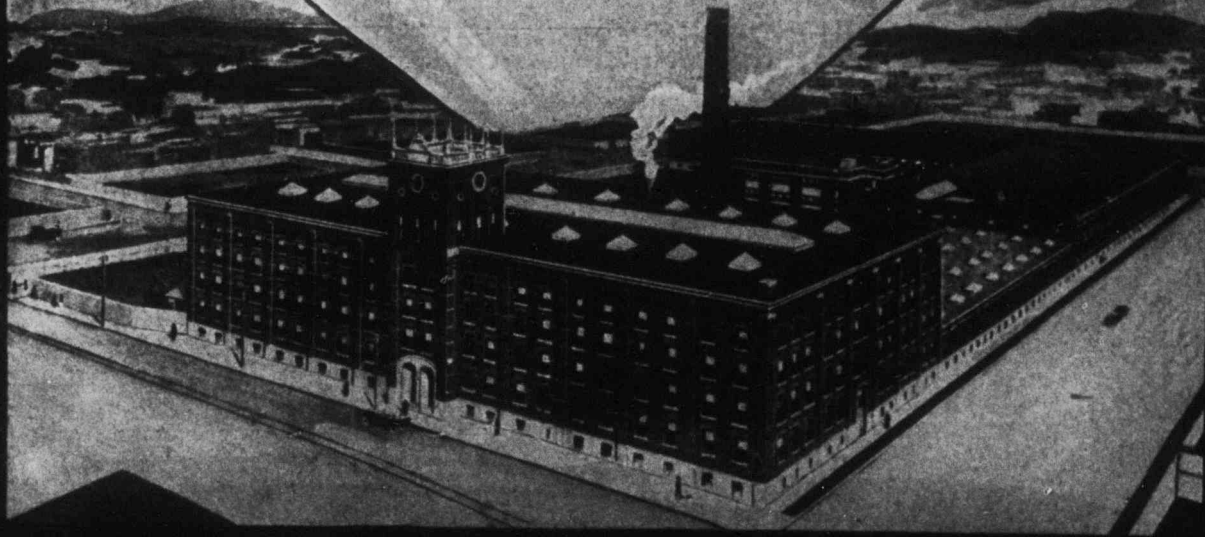
*The Tobac
with a heart*



Quality was the foundation of Macdonald's in 1858.

And that same old quality is still to be found in Cut "Brier" and "British Consols."

Manufactured by
W. C. MACDONALD, REGD.,
INCORPORATED
MONTREAL



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL



Exact size of Can
of Red Cross Pickles

Why You Should Sell Red Cross Pickles in Cans

*Because they
are economical*

Each can of Red Cross pickles contains nearly 20 ounces of pickles instead of 10 ounces packed in the average glass bottle, that your customers buy.

*Because they are
Pure and Wholesome*

In the gold lacquer lined steel cans Red Cross pickles are guaranteed to keep fresh longer than pickles in

bottles. The British and American Governments purchased millions of pounds of pickles packed in cans for use by the armies in France.

Because they are made from the Finest Vegetables grown

The vegetables for the Red Cross pickles are grown in the famous Red River Valley, Manitoba, which is admitted to be the best vegetable-growing district in North America.

Help your customers to reduce the high cost of living. Stock these pure, wholesome pickles packed in the sanitary steel cans.

Packed by

Reynolds, Moore & Bentz Ltd.
Winnipeg, Man.

E. B. Nettelield & Company

50 Front Street E.

Toronto

Eastern Sales Agents

Represented by:

J. L. Freeman & Co. for Montreal; J. B. Renaud & Co. for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. M. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Sell Your Trade Sunset

and be sure of satisfied customers

This is the Real Dye and the Complete Line—Dyes All Fabrics—made in All Colors—meets every demand for a home dye that is fast. Similar products may imitate the form and the price, but they do not imitate Sunset Quality.

Your customers want the best—sell them

Sunset Soap Dyes

Sunset Quality is your guarantee that Sunset has come to stay.



SUNSET DISPLAY CASE

Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, when requested. Insist upon having your first order packed in this way, which keeps Sunset before your trade all the time.

New Window Cut-Out—FREE.

We will send you our new Cut-Out, size 28 x 40 inches, lithographed in many beautiful colors, if you will give the window space. Address.

NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada



"The Most Wonderful Dyes in the World"

Cleanest—Easiest to Use—Most Satisfactory
Colors are Fast and Brilliant—Will not Wash Out or Fade

MAKE OLD FABRICS LOOK LIKE NEW

Don't throw away old, faded Wools and Drapes. Make them glow with Sunset. It is so easy and so fast. No More No More—and it's all finished in thirty minutes.

NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Canada

Every family in your territory is a probable customer for Sunset, because Sunset is a real dye with which any woman can dye a garment in 30 minutes, as perfectly as the professional dyer. Enthusiastic merchants the country over say Sunset is the easy-selling, business-building, profitable line of home dyes. Sunset is advertised attractively in leading publications.

Ask your jobber for prices and discounts or write to

HAROLD F. RITCHIE & CO., Ltd.
Toronto, Canada

Two Reasons

Why Eddy Products Are Easy To Sell!



1. **Quality.**—The public know that the name Eddy is a definite assurance of value for money. And Eddy quality always lives up to the Eddy reputation.
2. **Publicity** — Constant consumer advertising develops the demand and makes every Eddy display resultful.

Always have a good supply of Eddy's Matches and Eddy's Indurated Fibre-ware on hand. And let your customers know you handle and recommend these justly famous products.



The E. B. EDDY CO., Limited
HULL CANADA



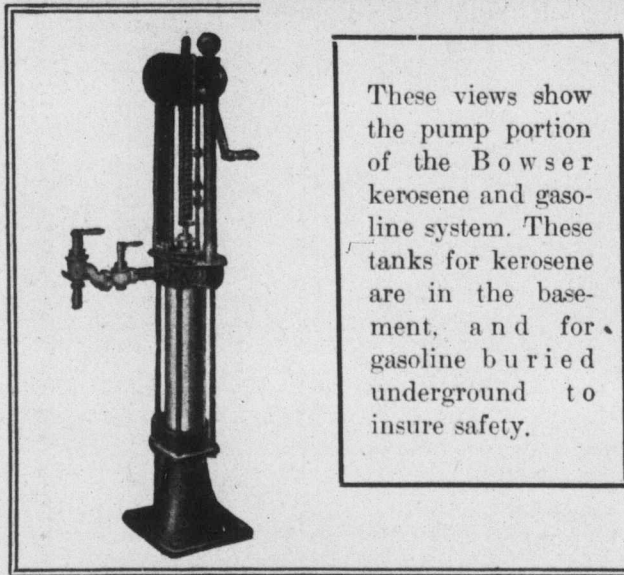
Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety.

BOWSER
ESTABLISHED 1885
SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.



Put Gold Dust packages where your customers can see them.

*Tips—
that come home to roost.*

Remind a woman of Gold Dust when she is ordering and you are sure of a sale. She will appreciate the reminder, too.

Our widespread advertising is creating a big demand for this "Made in Canada" product.

THE N.K. FAIRBANK COMPANY

LIMITED
MONTREAL



DUTCH COCOA

Cacao Brand

*On the Market
Again*

After an absence of 6 years Dutch Cocoa is now on the market and ready for immediate shipment. Packed in attractive tins, 1/2 lb., 1 lb.

Sold by Leading Grocers Everywhere.

Order from your wholesaler or direct from

Belgo Canadian Trading Co., Regd.
103 St. Francois Xavier St. MONTREAL



Vin Tonic
Sanator
a genuine Tonic for
Invalids

Known the World over

*Send your orders
direct to*

Nap. Morrissette
18 Cartier Square
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BORDEN MILK CO., LTD.,

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

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans..	\$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans....	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocos, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.

Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case	\$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag	8 50
5-lb. tins, 1 doz. in case.....	7 15

HARRY HORNE & CO.

Toronto, Ont.

Cooker Brand Peas (3 doz. Per case in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb. Canada Laundry... \$0 12	
100-lb. kegs, No. 1 white.. 0 12 1/2	
200-lb. bbls., No. 1 white.. 0 12 1/2	
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 13 1/2	
40 lbs., Benson's Enamel (cold water), per case.. 4 10	
Celluloid, 45 cartons, case.. 5 30	
Culinary Starch	
4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	
Challenge Corn	0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs..... 0 15 1/2	
(20-lb. boxes 1/2c higher, except potato flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.....	\$7 05
5-lb. tins, 1 doz. in case.....	8 05
10-lb. tins, 1/2 doz. in case....	7 75
20-lb. tins, 1/4 doz. in case.....	0 13 1/2
Celebrated Prepared	0 13 1/2
40-lbs. Canada Pure or Barrels, about 700 lbs.....	0 10
Half barrels, about 350 lbs.	0 10 1/2

MUSTARD

D.S.K., 1/4-lb.	Per doz. tins
D.S.F., 1/4-lb.	
D.C.F., 1-lb.	
F.D., 1/4-lb.	
Durham, 1-lb. jar, each ..	Per jar
Durham, 4-lb. jar, each.	

CANADIAN MILK PRODUCTS, LIMITED

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..	\$12.50
16 oz. tins, 2 doz. per case..	11.50
10 lb. tins, 6 tins per case ..	25.00
COLMAN'S OR KEEN'S CROWN BRAND CORN SYRUP	
2-lb. tins, 1 doz. in case.....	6 45
5-lb. tins, 1 doz. in case.....	7 45
10-lb. tins, 1/2 doz. in case....	6 85
20-lb. tins, 1/4 doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATIN

Cox's Instant Powdered Gela-
tine (2-qt. size), per doz... \$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

Robinson's Patent Barley— Dos.	
1-lb.	
1/2 lb.	
Robinson's Patent Groats—	
1-lb.	
1/2-lb.	

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dress- ing, ach	\$1 25
Doz.	
White Cleaner (liquid)	\$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown ..	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown...	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.....	\$1 21
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 06
Pay Roll, thick bars	1 86
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 80
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

CURRANTS

As usual, this season we are offering our well-known brands of Currants. If there is any one branch of the grocery line which we have made a success of it is our Currant business. We are continually hearing from our customers about the fine quality which we put out. You who have not been handling our special brands, will do well to take them on and give a satisfaction that others are giving and reap the good profit that others are getting.

Half Cases	Pantry Fine Filiatra -	18½
Half Cases	Monogram Fine Patras -	20
Half Cases	Victor Choicest Patras -	21½
Half Cases	Monarch Fancy Vostizza -	24½

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

**This is Peach Time!
Plum Time!
Pear Time!**

Let us fill your requirements.

Fresh Shipments

Spanish Onions

—Cases and 1/2 Cases

Malaga Grapes Bartlett Pears

WHITE & CO., LTD.

High Class Fruits

TORONTO

Main 6243

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

**Domestic Fruits
and Vegetables**

Best Varieties of

FREESTONE PEACHES

NOW COMING

**ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES**

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH

Established 1861

ONTARIO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

**COCOA AND CHOCOLATE
COCOA**

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$6 25
Perfection, 1/4-lb. tins, doz.	1 70
Perfection, 1/2-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

Eagle Chocolate, 1/4s, 6-lb. boxes	0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with	

Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.	6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 60
Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, per box	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	

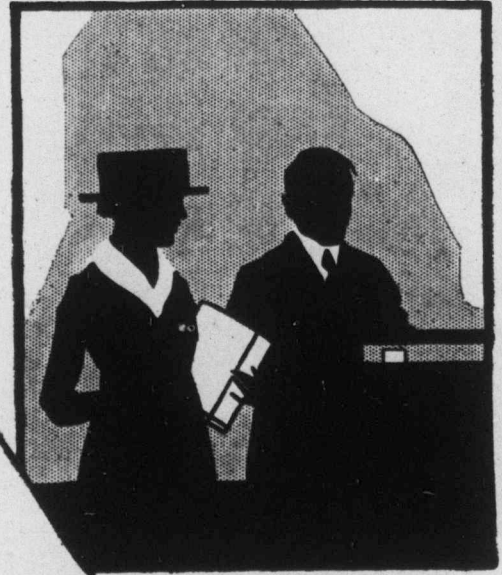
Maple Buds—	
6c display boxes
6c pyramid packages, 4 doz. in box
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada. The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.

14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	\$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pkgs., doz.	1 60

To get business you must go after it.
Others do it through this paper
—why not YOU?

SUNSWEEP



FOR MERCHANTS WITH
ONE EYE TO GOOD BUS-
INESS AND ANOTHER
EYE TO GOOD WILL

**Your
best
bet**

*—because you know
you're getting prunes
and apricots that will
measure up in quality,
count and size*

MORE and more retailers have learned to demand SUNSWEEP from their jobbers because it pays all-ways!

You save money because your profit on SUNSWEEP Prunes and Apricots is just as large on each sale as if you handled an ordinary brand. You save time because it is twice as easy to sell a nationally advertised quality-brand like SUNSWEEP. You save trouble because you avoid the complaints and returns which often follow sales of many private, non-standardized brands.

Properly handled, dried fruit can be made one of your most profitable items—especially when merchandised the SUNSWEEP way. Write us for dealer-helps that will help to swell your sales of dried fruit.

CALIFORNIA PRUNE AND
APRICOT GROWERS INC.
5477 MARKET ST. SAN JOSE, CAL.
10,000 grower-members

**—Her
best
buy**

*—because she knows
she's getting the
highest-quality dried
fruit California can
produce*

CALIFORNIA'S NATURE-FLAVORED PRUNES & APRICOTS

CANADIAN REPRESENTATIVES : SAINSBURY BROS.
Offices : Toronto Montreal Winnipeg Vancouver Halifax

Windmill Barbados Super-Fancy

The one brand standing head and shoulders above the market—the Super-Fancy grade of the very finest product of the British West Indies. And selling to you at

\$1.33

per Imperial Gallon

f. o. b. Montreal

f. o. b. Quebec

f. o. b. St. John, N.B.

The distributors of Windmill Barbados are undertaking a newspaper advertising campaign so thorough and so forceful that the public will make an unmistakable demonstration in favor of it, and insist on Windmill brand—sold in bulk!

Then why the price? Because you dealers are being offered all sorts of worthless substitutes, blends and syrups in cans and barrels, but there isn't one of you but will be glad to push the real goods at a price that nets you a handsome profit.

Place your order for one puncheon or
more by telegraph TO-DAY!

PURE CANE MOLASSES CO. OF CANADA, LIMITED

MONTREAL

ST. JOHN, N.B.

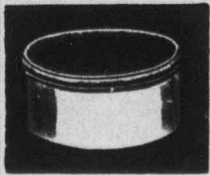
DISTRIBUTORS FOR

Plantations, Limited, British West Indies



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

as Food Protectors
are needed in every
home.
Place your order
early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

**60-62 JARVIS STREET
TORONTO SALT WORKS**

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

A. F. VINCENTELLI & CO. ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.



CRESSY'S

Concentrated Food Flavoring
Extracts
Impurity Proof. Use 5 Drops Only
True to Flavor.
Most Popular Flavors
Manufactured by
John R. Cressy, 523 King W., Toronto

SHELLED BRAZILS SCARCE

Spot stocks of shelled Brazils are very low and some importers have difficulty in filling orders. It has been intimated that prices would reach \$1.50 per pound in the near future.

Shelled pecans are in the same position in view of the fact that the new crop is only about 25 per cent. normal. The new crop pecans will not reach this market before the middle of December.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

GROCER'S

Will secure the very best selected eggs,
creamery butter and fancy dressed poultry
by getting their supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd. SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
Parafine boxes for bulk pickles,
Mincemeat, etc.

BEANS

Handpicked or Screened

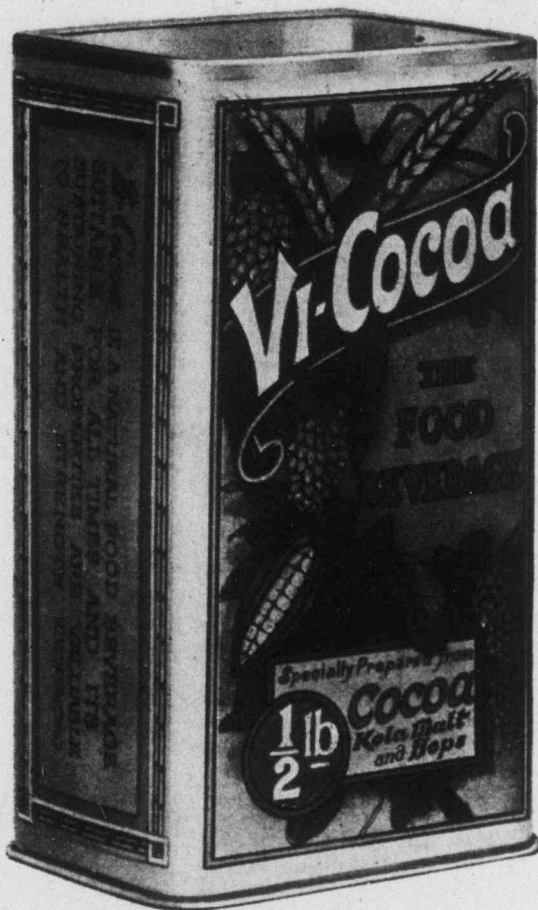
Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.




CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

Your customers usually know what product they want—but not always the particular brand. In case this happens, suggest Crown Brand Sardines. For a moderately priced fish they are excellent in flavor.

Crown Brand Sardines come from the waters of Norway.

Consult your wholesaler

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario



**A Safe Buy
for Wash Day**

When your customers are buying soap, sell them **WONDERFUL SOAP**. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.



**Quality Seeds
Perfectly
Blended**

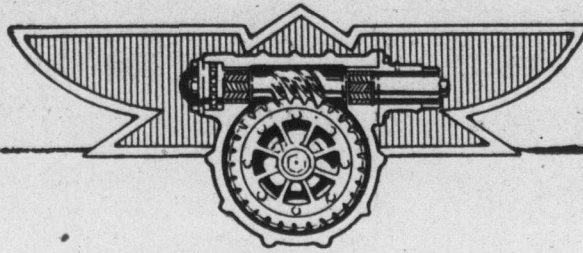
There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S
MIXED
BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

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



FORD TRUCK WORM DRIVE
develops maximum driving power

Ford Truck

Sturdy, rugged, reliable and able to withstand the jolts of heavy loads on rough roads.

Quick to start and stop, and capable of being manoeuvred into any position.

Economical in initial cost, in repairs and in gas consumption.

Your Ford dealer will advise you as to the best type of body to suit your needs.

Ford Motor Company of Canada, Limited
Ford, Ontario

20





**There's a difference
in Making Sales
and Just Selling**

When you sell Marsh's Grape Juice you make sales — that is you have a profitable turnover repeatedly because the good quality makes it asked for again and again.

A Delicious Grape Juice made from pure Concord Grapes.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company Limited
Toronto and Montreal

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

LEMON BROS.
OWEN SOUND - - ONTARIO



**Oakey's
"WELLINGTON"
KNIFE POLISH**

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

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

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

INDEX TO ADVERTISERS

<p>A</p> <p>Acadia Sugar 23 Arnett, Thos. Lewis 72 Aron & Co., Inc., J. 3</p> <p>B</p> <p>Bain & Co., Donald H. 12 Belgo-Canadian Trading Co. 16, 62 Berg & Beard 72 Bickle & Greening, John W. 68 Borden Co. 1 Bowser Co., Ltd., S. F. 61 Bradstreets 72 Brennan, H. C. 15 Brodie & Harvie, Ltd. 57</p> <p>C</p> <p>California Fruit Growers' Exchange 5 California Prune & Apricot Growers, Inc. 65 California Peach Growers, Inc. 8 Canada Nut Co. 11 Canada Produce Co. 16 Canada Starch Co., Ltd. 9 Canadian Packing Co., Ltd. 53 Canadian Salt Co., Ltd. 55 Chadwick & Co. 15 Chamberlain Medicine Co. 19 Channell Chemical Co. Inside front cover Chase & Sanborn 20 Church & Dwight 56 Clark Ltd., W. 2 Charms Co. 21 Clayoquot Sound Canning Co. 11 Climax Baler Co. 16 Connors Bros. 54 Cressy, John R. 67</p> <p>D</p> <p>Davies & Co., Wm. 51 Dayton Scale Back cover Decotint Inside back cover Diamond Dyes 19 Dominion Confectionery Co. 25 Donaldson-Phillips Agencies 11 Duncan & Son, C. 13 Dunn, Albert 16</p> <p>E</p> <p>Eckardt & Co., H. P. 63 Eddy Co., Ltd., E. B. 60 Edwards & Co., Ltd., W. C. 25 Edgett Ltd., W. H. 11 Escott Co., Ltd., W. H. 14 Estabrooks Co., Ltd., T. H. 25 Eureka Refrigerator Co., Ltd. 10</p> <p>F</p> <p>Fairbanks Co., N. K. 61 Ford Motor Co. 69</p> <p>G</p> <p>Gaetz & Co. 16 Gibson, Paterson, Brown Ltd. 13 Grant & Co., C. 12 Gray & Co., Ltd., Geo. W. 20 Griffiths & Co., Ltd., Geo. W. 12 Guelph Soap Co. 68 Gunns Ltd. 52</p> <p>H</p> <p>Hanson & Co., J. H. 55 Hargraves, Ltd. 15 Hay, A. H. M. 16 Henderson Brokerage, B. M. 11</p> <p>I</p> <p>Imperial Grain & Milling Co. 10 International Business Machines Outside back cover</p> <p>K</p> <p>Kidd, T. Ashmore 15</p> <p>L</p> <p>Lambe & Co., W. G. A. 15 Lemon Bros. 70</p>	<p>M</p> <p>McLaughlan, J. K. 15 McLay Brokerage Co. 12 Macdonald, Reg., W. C. 58 Mackenzie, W. L. 12 Maclure & Langley 15, 71 Maclure & Co., A. M. 12 Magor, Son & Co., Ltd. 26 Mann & Co., C. A. 67 Marsh Grape Juice Co. 70 Mason & Co., Ltd., Geo. 56 ("O.K." Sauce.) Mathieu & Co., J. L. 17 Mellow Food Products 57 Mickle, Geo. T. 67 Midland Vinegar Co. 56 ("H.P." Sauce.) Moore & Co., R. M. 67 Morris & Co. 52 Morrisette, Nap. 62 Mowat & McGeachie 12 Mueller Co., Ltd., The Chas. 67</p> <p>N</p> <p>National Cash Register 18 Nettlefield & Co., E. B. 59 Nelson, C. T. 11 Norcanners, Ltd. 15 North Amer. Dye Corp. 60 North-West Trading Co., Ltd. 11</p> <p>O</p> <p>Oakey & Sons, Ltd., John 70 Old City Mfg. Co. 59 O'Donnell Co., John J. 15 Ottawa Paint Works 22</p> <p>P</p> <p>Pastene, P. 16 Parkinson Cereal Co. 10 Patrick & Co., W. G. 7, 15 Pennock & Co., H. P. 13 Phillippon, D. D. 25 Pritty Ltd., John 11 Pullan, E. 22 Pure Cane Molasses Co. 6, 66 Pure Gold Mfg. Front cover</p> <p>R</p> <p>Red Rose Tea 25 Richardson & Green 12 Rock City Tobacco Co. 17 Rose & Laflamme 16</p> <p>S</p> <p>Salada Tea Co. of Canada, Ltd. 23 Sarnia Paper Box Co. 67 Scott-Bathgate Co., Ltd. 14 Shepherd-Mott Co. 16 Smith, K. 16 Smith Brokerage Co., The 16 Smith & Proctor 56 So-Clean, Ltd. 67 Spratt's Patent, Ltd. 68 St. Arnaud Pils Cie 16 Schneider & Sons, J. M. 55 Superior Macaroni Co. 26</p> <p>T</p> <p>Thompson, A. E. 14 Toronto Pottery Co., Ltd. 67 Toronto Salt Works 67 Trent Mfg. Co. 67</p> <p>V</p> <p>Vincentelli & Co. 67</p> <p>W</p> <p>Wagstaffes Limited 4 Walker & Son, Hugh 64 Wallace Fisheries, Ltd. 11 Watford Mfg. Co. 68 Watson & Truesdale 13 White & Co. 64 White Cottell's 67 Wiley, Frank H. 12 Williams Storage Co. 18 Woods & Co., Walter 10</p>
---	---

Wanted

Rates For Classified Advertising

Advertisements under this heading 8c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

SITUATIONS VACANT

GROCERY CLERK, FULLY EXPERIENCED, for country grocery store. Good advertiser and ticket writer. State wages and experience. No booze artist need apply. Apply to Frank Vickers, Lomond, Alberta.

FOR SALE

FOR SALE—RETAIL GROCERY IN CITY OF Sault Ste. Marie, located on the main street, in heart of city. Turnover over \$100,000 per year. Good, clean stock, mostly all new fixtures. Good profits, overhead expenses small. Exceptional opportunity for a good "live wire" to take hold of. Good reasons for selling. Further particulars. Address Box 272, Canadian Grocer, Toronto, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price \$2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

FOR SALE—GROCERY BUSINESS WITH POST Office, large eight-roomed house and garage. Good district Toronto, doing \$1,000 weekly. Stock and fixtures about \$4,000. Genuine money-maker. Box 264, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

WHEN WRITING ADVERTISERS
PLEASE MENTION THIS PAPER.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU.



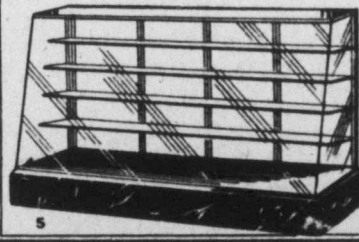
It Is a Fact

That stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



POSITION WANTED

EXPERIENCED GROCER, LATELY IN BUSINESS, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

AGENCIES WANTED

BAHAMA ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

FOR SALE—GENERAL GROCERY BUSINESS, Stock and fixtures about \$3,500. Turnover, \$50,000. Going out of business. Apply at once. Box 39, Beamsville, Ont.

FOR SALE—GROCERY AND PROVISION BUSINESS, established 10 years, doing a profitable cash business, near Vancouver, city of 8,000 population, owner has other business that takes his attention, good location, reasonable rent. Cash turnover, \$4,000 per month. Stock about \$4,000, fixtures and auto delivery about \$2,000. This is a good, live business and a good opportunity for a person to step into an established business on the Pacific Coast. Address the owner, P.O. Box 1817, North Vancouver, B.C.

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED AT ONCE

GROCERY CLERK "MAN." STATE EXPERIENCE and salary wanted. Apply to Box 1309, Welland, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of
vigorous, conscientious and
successful work.

John A. Thompson

General Manager Western Canada
TORONTO



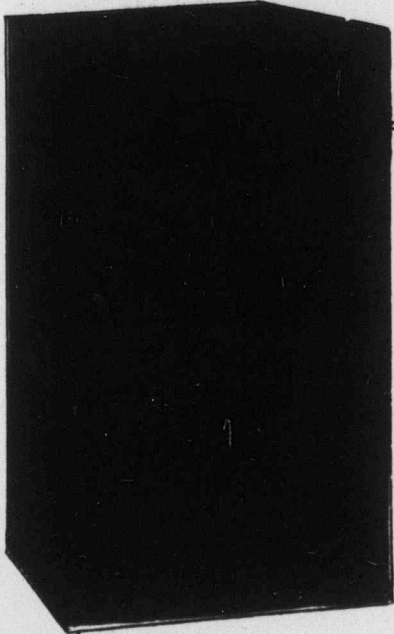
RID-OF-RATS
Warm Weather is the Breeding
Time for Rats
and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us.

Price, small box—15 cents. \$1.00 per lb. in bulk.
We also manufacture a very effective Gopher Exterminator
BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N. Y.

DECOTINT

The Sanitary Cold Water Paint
for Walls and Ceilings



A satisfactory Wall and Ceiling Paint—inexpensive, artistic and sanitary and made in twenty-two delicate colors from among which it is an easy matter for every customer to select the tints best suited to any particular purpose.

Decotint is put up in the form of a dry powder, requiring only the addition of cold water to make it ready for immediate use.

The Decotint demand, already big, is certain to be greatly enhanced during the spring months by a strong campaign of consumer advertising which will appear in the most widely read Canadian publications.

Place your order now and put yourself in line to secure a share of the demand for Decotint and the other Deco-tint Household specialties sold under the blue label.

All Canadian Products

DECO-TINT PRODUCTS

HAT-BRITE—The best hat enamel made.

METAL BRITE—Metal polish.

DECO-WAX—The wax polish for floors, furniture, autos, etc.

POLISH-OL—Auto and furniture polish.

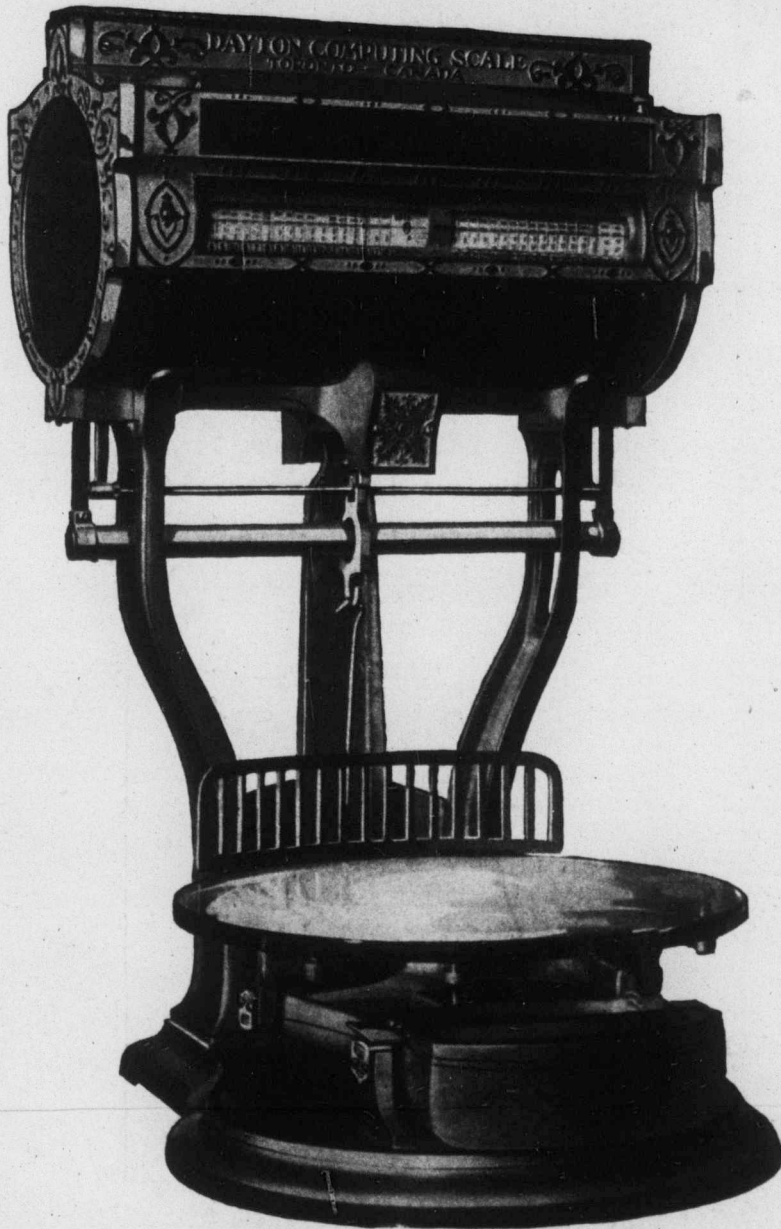
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

UNDER THE BLUE LABEL.



THE DECOTINT COMPANY
897 CENTRE ST., MONTREAL

You don't get overweight
when you buy—
You can't give overweight
when you sell



DAYTON COMPUTING SCALE

Capacity 30 lbs.—computes prices from 4 to 60 cents per pound. It is regularly finished in Turquoise Blue, but if desired may be had in Maroon or Gold finish.

Your margin of profit won't permit you to give overweight and make money. And you're never thanked for overweight, anyway — so why do business at a loss?

Dayton Computing Scales

insure accurate weight — that protects you and pleases your customers. Dayton Scales save your time, your employees' time — that you pay for — and your customers' time in every weight transaction.

*Write to our nearest
office for our new
printed matter.*

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

HALIFAX 44 Granville St.	ST. JOHN 18 Germain St.	QUEBEC 506 Merger Bldg.	MONTREAL 1 and 3 Notre Dame St. W.
OTTAWA 188 Queen St.	TORONTO 415½ Yonge St.	HAMILTON 225 King St. E.	LONDON 489 Richmond St.
WALKERVILLE 44 Lincoln Rd.	CALGARY 127 6th Ave. W.	WINNIPEG 227 McDermott Ave.	EDMONTON 10118 102nd Ave.
		SASKATOON 254 3rd Ave. S.	VANCOUVER 110 Water St.

Also manufacturers of International Time Recorders and Hollerith Electric Tabulators