

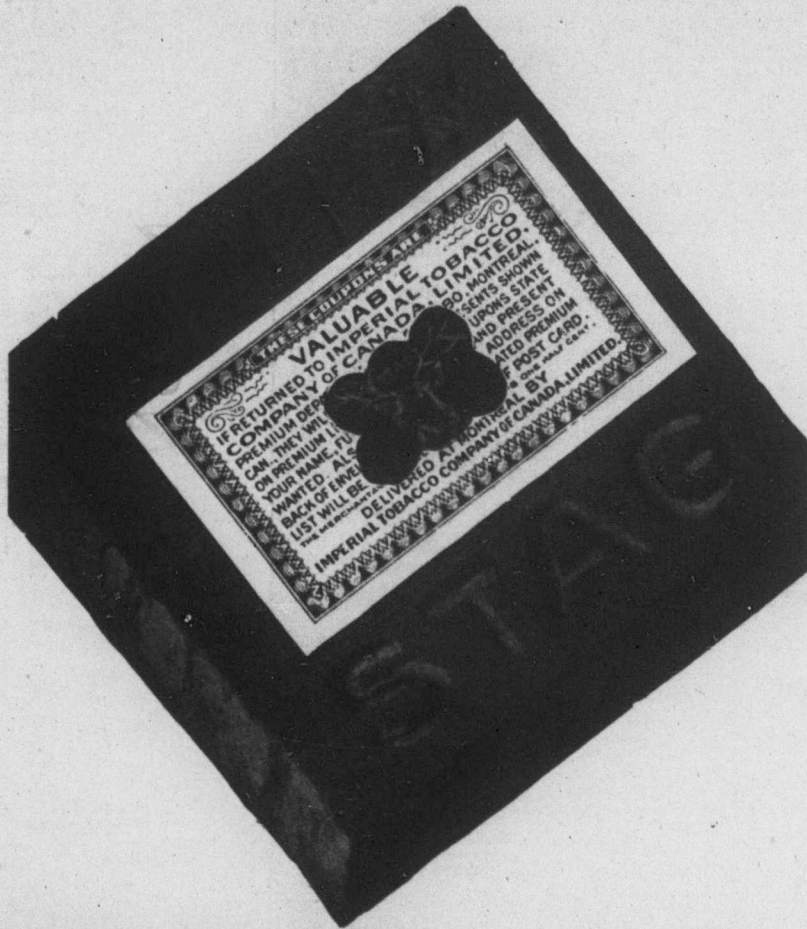
CANADIAN GROCER

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

Vol. XXXIII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 14, 1919

No. 46



STAG
CHEWING TOBACCO
"Ever-lasting-by Good"

is helping a lot of Grocers
to make their Tobacco
Dept. a paying proposition.

It will help you.

Handled by All the Wholesale Trade.



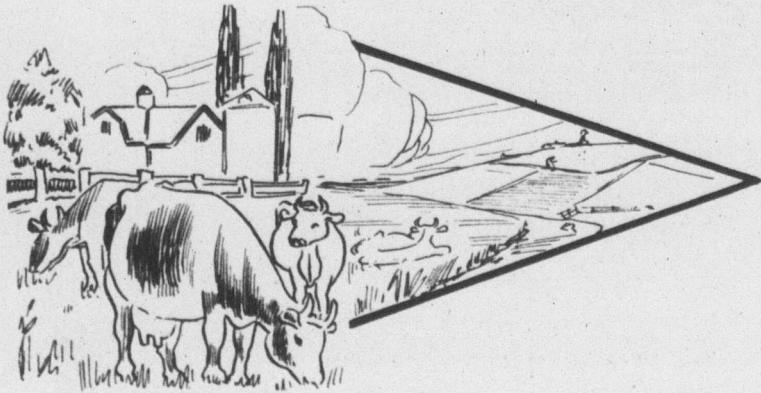
EXPANSION

The large building shown on the right of above illustration is an addition to the plant of The Cowan Company, Limited, Toronto, now in course of erection. Upon completion it will nearly double the area of this great Canadian Chocolate industry.

It is anticipated that this new building will insure prompt shipments of Cowan's Cocoa, Maple Buds and the many other famous Chocolate products of this Company.

Three Selling "Points"

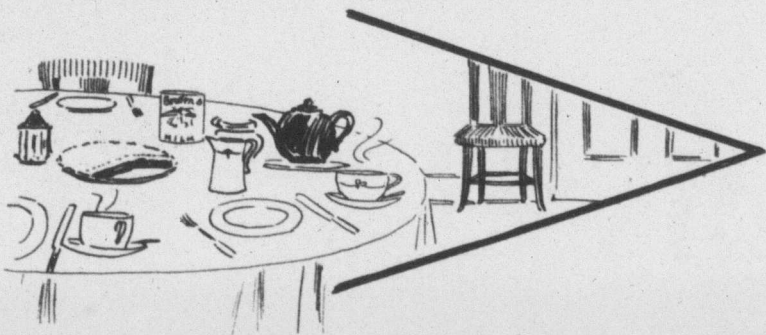
of Borden's EAGLE BRAND Condensed Milk



It is a product from modern dairy farms which are regularly inspected. The milk is delivered by the dairies within a few hours of milking time to one of our nearby factories, where it is subject to a rigid analysis. Our factories are located in the heart of the best dairying districts.



Borden's Eagle Brand once stocked on the housewife's shelf is always ready for use. The cans are hermetically sealed and with ordinary care the contents will retain their freshness for nine or twelve months.



Borden's Eagle Brand will improve all cooking where recipes call for both milk and sugar. In Coffee, Cocoa, Desserts and Confections, Borden's Eagle Brand adds a delicious flavor of its own and quite apart from the sweetening which it also supplies.

Tell your customers these points. Of course they already know that Borden's Eagle Brand is by far the leading product for infant feeding.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL and VANCOUVER



**It's
Bound
To
Please**

"Marigold" Oleomargarine will back up your strongest sales talk and please your most critical customer. It is a thoroughly high-grade margarine, noted for its fine flavor, even texture and natural butter-like coloring. You will find it a most desirable line to handle.

ORDER A TRIAL CASE

THE BOWES CO., LIMITED

TORONTO, CANADA

Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

Shirriff's

(True Seville)
Orange
Marmalade



will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many year's experience of specializing in marmalade—that's Shirriff's.

Place your order to-day

Imperial Extract Company Toronto Ont.

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

CLARK'S PORK AND BEANS

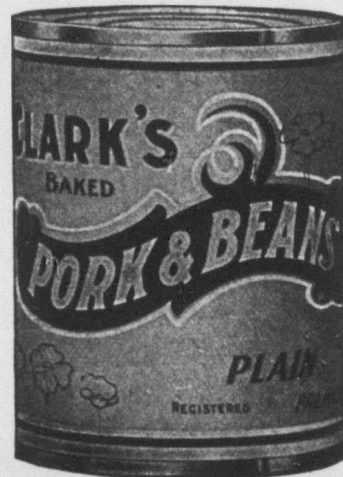


with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.



STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited

Montreal





Wagstaffe's Mince- Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA





CHOCOLATTA

We would like every grocer in Canada who reads our advertising to try CHOCOLATTA for himself. We feel sure that the purity and general excellence of CHOCOLATTA combined with its great ease of preparation would so impress itself upon you that you would not only be sure to carry CHOCOLATTA in stock regularly, but that you would also recommend it to your customers from your own personal knowledge of its good qualities.

Write to us for full particulars.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto



Made Under
the British
Flag

Sold in All
Parts of the
World

COX'S

Instant Powdered

GELATINE

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

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

Manufactured in the splendidly equipped Laboratory of

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

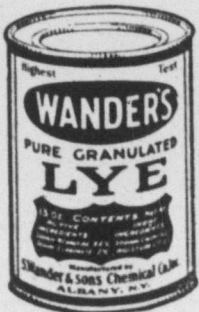
For Sale by Leading Grocers Everywhere

Tees & Perase
Manitoba

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

Martin & Robertson, Ltd
Vancouver

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

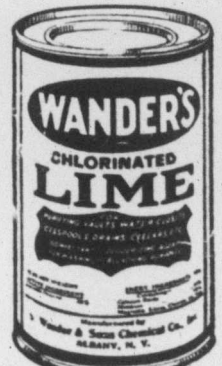
THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory: ALBANY, N.Y.

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

HANDY SNAP TOP



Kills Germs. Bleaches
Destroys Odors

—————
“Curling” Brand
 —Marrowfat Peas—



December Delivery

THESSE are the choicest of hand picked, Japanese, green wrinkled peas — tender and full flavored.

The big selling season is now on. Stock up with “Curling” Brand and be sure of a good profit margin and customer satisfaction.

Attractively packaged in 9 oz. cartons. 3 dozen to the case, \$1.40 per dozen (less usual trade discount).

Maclure and Langley, Limited

MONTREAL

TORONTO

WINNIPEG



You Can Now Make
A Substantial Profit On
FLAT FISH

SOLES BRILLS

Specify "Rupert" Brand to Your
Wholesaler

Speed up your fish department. It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

**The World's Largest and Most
Modern Fish Cold Storage Plant**

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale dealers.

**Retailers of Winnipeg and Points
West**

If you cannot get "Rupert" Brand Fish from your local wholesaler please advise us.

TO THE RETAIL TRADE :

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

**CANADIAN FISH & COLD STORAGE
CO., LIMITED**

PRINCE RUPERT, BRITISH COLUMBIA





NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts
and Hominy Feed*

The Parkinson Cereal Co.

THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son

311 King Street East
TORONTO

**ESTABLISHED
JULY 22, 1919**

MANUFACTURERS will appreciate the wisdom of using the services of a young firm where there are no cobwebs. The selling ability to which the success of various specialties on this market is largely attributable now belongs to this establishment and is at your disposal.

Excellent connection, detail work by competent men and a business-getting record second to none.

F. MANLEY

Manufacturer's Agent

354 Main Street

Winnipeg

SOLE AGENT IN CENTRAL CANADA FOR
John Oakey & Sons, Ltd., London, "Wellington" Knife
Polish, Emery Cloth, Plate Powder, etc.
Teissier Freres, "Tallos" Brand Genuine Olive Oil.
T. S. Jackson & Sons, London, Floor Wax Polish, etc.
May, Roberts & Co., Ltd., London, Waterglass, etc.
Salt Union Ltd., Liverpool, "Falk" and "Union" Salt.

Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.



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



A Display of

Sloane's
"Excelsior" Brooms

will convince your customer
of the **DIFFERENCE**,
and the cheap, sloppy broom
down street is forgotten.

Get In Touch With Us.

J. C. SLOANE

Owen Sound,

Canada



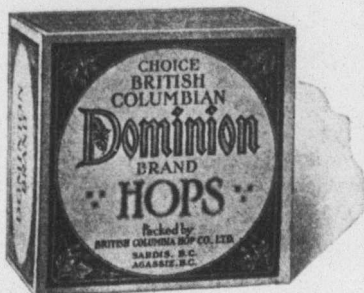
HOPS

In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIAN HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

TELL WOMEN How Raisins Save

Tell your customers these facts about raisins, and note how it speeds up sales.

Because of their rich nutrition (1,560 calories per pound), raisins are one of the most economical of foods.

They add luscious flavor to boiled rice, breakfast foods, bread pudding and scores of other so-called "plain" foods. Those foods, therefore, become more acceptable and can be served more often.

The "plainer" foods save money. Thus raisins help you save.

You'll sell twice as many raisins when you tell these interesting facts.

SUN-MAID RAISINS

The Nationally Advertised Brand



Always display these raisins. They are the kind most women know. Let them be the sign to show that you stand for the best foods in all lines.

California Associated Raisin Co.

Membership 9,000 Growers

FRESNO

CALIFORNIA

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



A TRADE WINNER

You will be surprised,

Mr. Grocer

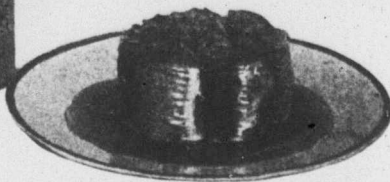
at the big sale of Brodie's XXX Self-Raising Flour. Now is the time to stock this product. Makes delicious muffins, cakes, biscuits, pies, etc.

Include a case in your next order from your wholesaler.

BRODIE & HARVIE
MONTREAL LIMITED



EVERY MORSEL EDIBLE AND DELICIOUS



“What? serve a fish on her table that hadn't been cleaned”
You would insult your customer if you hinted at such a thing

“ALBATROSS PILCHARDS”
ARE CLEANED NO ROE OR ENTRAILS

Clayoquot Sound Canning Co., Ltd.

VICTORIA.

AGENTS:

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

YOU CERTAINLY PICKED A WINNER!
RED ARROW BRAND

ARE A
PHENOMENAL
SUCCESS

The National Biscuit & Confection Co., Ltd.



“Caught in Salt Water”
HALLPINK
choice pink
SALMON



1 lb. and
1/2 lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

A Fish Department!
Stocked With Watson's!!
Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers	Feature Herrings	Scotch Cured Herring
Bloaters	in 10-pound pails.	in barrels, half
Boneless Herring		barrels or pails.
Herring Chicks		

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and
Packing Co., Limited
Vancouver

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION
NAME OF THIS PAPER

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



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

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

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

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg. 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.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

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

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

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

C. H. GRANT CO.

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

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

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

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

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

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)

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

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

J. K. McLaughlan
Manufacturers' Agent and
Grocery Broker
Biscuits, Confectionery, Jams,
Cereals, Grocery and Drug
Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

SUNDRIED APPLES
We are headquarters
and always pay the
highest price. Write us
when you have any.
Mention quantity and
quality.
W. H. MILLMAN & SONS
TORONTO
*Reference Imperial Bank
or any Wholesale Grocer.*

WHEN ANSWERING ADVERTIS-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 **SCIENTIFIC SPECIALTY SALESMEN**

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask.	Calgary, Alta. Ft. William, Ont. Edmonton, Alta.
---	--

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

When you sell Cold, Briand & Jacquets Brand of Non-Alcoholic Beverages you are selling the Best Drink.

S. G. BENDON UTILITY CO.
Montreal, Que.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

PAUL F. GAUVREAU WHOLESALE BROKER

Flour, Feeds and Cereals

84 St. Peter Street, - QUEBEC

If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

J. C. Thompson Company 209 St. Nicholas Bldg. MONTREAL

We cover the Confectionery Trade

THE DOMINION TRADING CO. MONTREAL

We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED

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

SILCOX & DREW

33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

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

AGENCIES WANTED

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

H. S. JOYCE,

Room 903 Southam Bldg., Montreal

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

BRITISH GUIANA

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

McDAVID & CO.

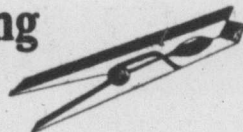
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



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

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

There's Big Demand for REX PRODUCTS

Rex Cedar Oil

Rex Floor Wax

Rex Furniture Cream

Rex Washing Powder

Order from your Wholesaler, or

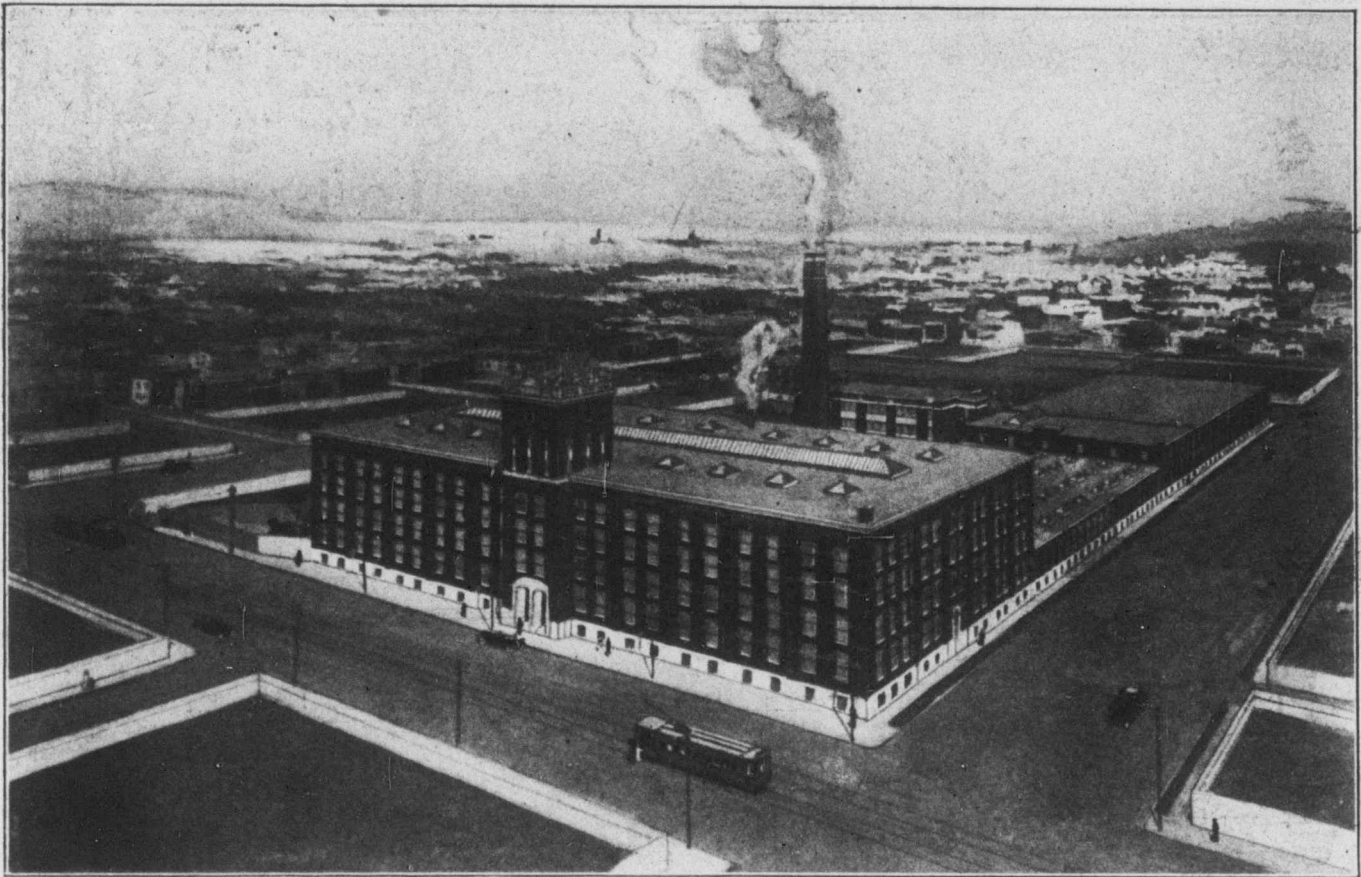
REX CHEMICAL CO.

103 Wellington St., MONTREAL

McDONALD ADAMS
WINNIPEG

S. H. MOORE & CO.
TORONTO

KING & SOUTHCOT
VANCOUVER



BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

Plug Chewing

**PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON**



Plug Smoking

**BRIER
INDEX
BRITISH CONSOLS**

Trade Mark Registered

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons
Ottawa—D. Stewart Robertson & Sons
Toronto—D. Stewart Robertson & Sons

Hamilton—Alfred Powis & Son
London—D. C. Hannah
Manitoba and Northwest—The W. L. Mackenzie & Co.,
Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL





A Sure Way
To Bring the
Delicious
Flavor of

“Sealshipt Oysters”

Fresh from the Sea
To the Consumer

“Sealshipt Oysters” in glass jars are your “Oyster Insurance” —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer’s table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration— they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA’S EXCLUSIVE OYSTER HOUSE

50 Jarvis St.

TORONTO

Nucoa

Nucoa is a **pure**, appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of coconuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

**Canadian Wholesalers
Who Handle Nucoa**

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons

Kingston—J. Y. Parkhill & Co.

Toronto—Whyte Packing Company,
Front Street E.

Galt—Glennie & Moore, Ltd.

Windsor—S. P. Lyttle, 88 Quellerie Ave.

Quebec

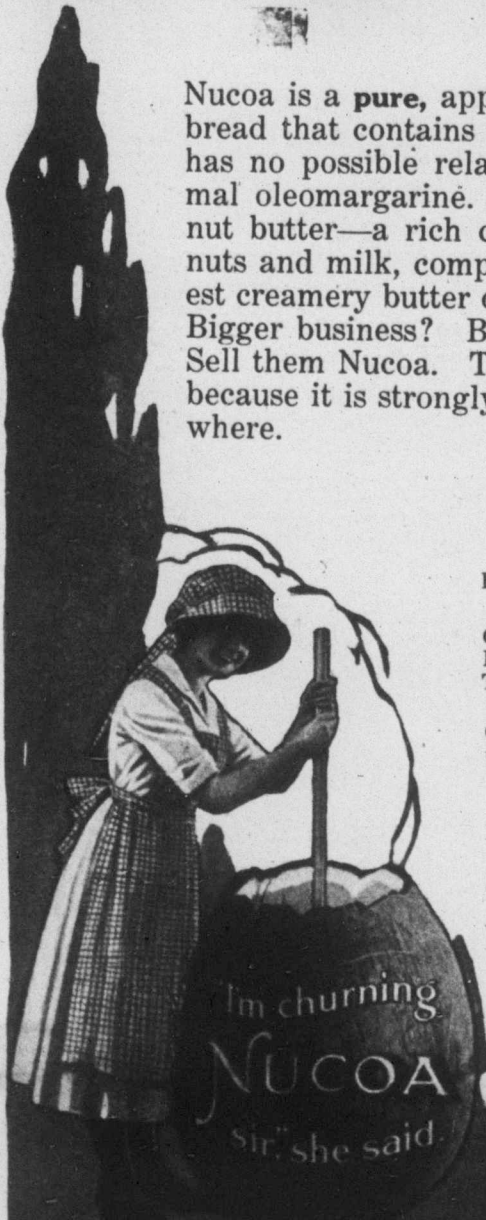
Montreal—Labrecque & Pellerin, 11

Rue St. Timothee

Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307
Union Trust Bldg.



**BUTTERS BREAD
STAYS SWEET**



EUREKA

A Modern Combination of
Simplicity
Efficiency
Economy

The result of 33 years of concentrated effort along these lines, it well deserves the reputation of **Dependability**.

RIGHT NOW

We are specializing in grocers' refrigerators. We are building large quantities of our different stock models.

We can give you the best of service and undivided attention to your individual needs. Therefore, our advice to you is

WRITE NOW

for particulars, catalogues, prices. Don't wait till the rush season, when a refrigerator becomes a necessity. Do it now!

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

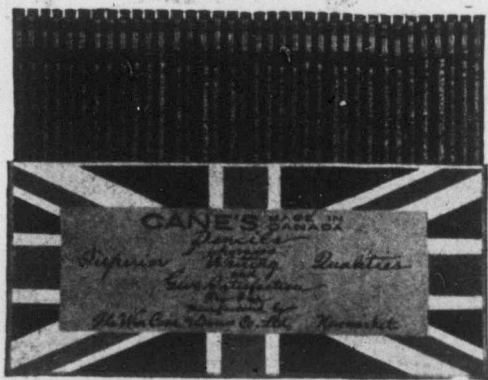
So many uses for
KLIM

Klim is an everyday necessity in every home. It doesn't matter what food is being prepared, if it requires separated milk, that's the opportunity Klim is looking for to establish its superiority in convenience and economy. There are so many uses for Klim it is no wonder it has become a staple, steady seller. Always keep well-stocked with Klim—it pays.

CANADIAN MILK PRODUCTS LIMITED
TORONTO

Winnipeg Montreal St. John

Every person that enters your store is a BUYER of PENCILS



Have you ever considered how profitable it would be for you if the housewife bought the family pencil supply at your store? A good many pencils are used up by a family in a year. Look at this attractive eye-catching counter display and you will be convinced that you can not only make profit on selling pencils, but that the display will do most of the selling for you.

Containing half a gross of good, easy-writing **Canadian-made** pencils, every one tipped and priced to retail at 5c each, it costs you only \$2.50. Write your wholesaler or write direct to

The Wm. Cane & Sons Co., Limited

Newmarket, Ontario

BIG SALES



BIG PROFIT

Your customers will admire your good judgment

when you recommend this big **Red and Blue** Package of Quality Rolled Oats.

The delicious "Nutty Flavor" so apparent in "Quality" Brand is due to our exclusive "Pan-Dried" Process and because they're rolled the thinnest, busy women find they cook the quickest—a forcible selling point for "Sales Talk"—Mr. Grocer.

Every package is guaranteed by us to please. Our excellent shipping facilities and the great daily capacity of our plant assures you of prompt deliveries.

(A progressive advertising campaign is daily stimulating "Quality" sales).

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Canadian Cereal & Flour Mills Co., Limited
 TILLSONBURG, ONTARIO
 Head Office: - - Stratford, Ont.

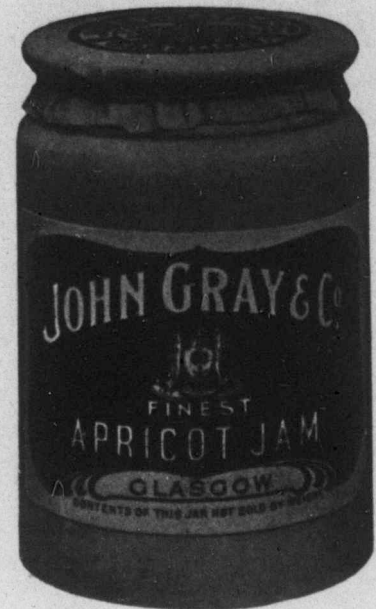
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE

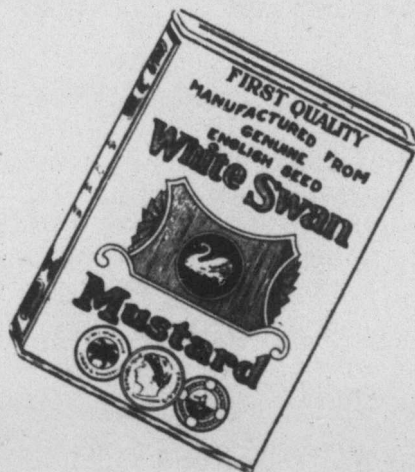


Agents:

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

Lind Brokerage Co., Ltd., Toronto

A Better Mustard
—at a Better Price



Why pay a higher price for Imported Mustards when you can buy a genuine *Made-in-Canada Mustard* that is superior to any other in flavor and strength.

White Swan Mustard is put up in very attractive packages—Always sells well and every sale means a “Neat profit.” Stock up with White Swan—order to-day.

¼ pounds—\$2.25

½ pounds—\$3.50

“The Mustard with the Kick”

White Swan Spices and Cereals, Limited
TORONTO, CANADA

Have you prepared for the
greater demand for Mince
Meat during the cold
weather?

Wethey's Mince Meats

whether
Condensed in Cartons
or
Bulk in Tubs and Pails
always lead.

Order from your Jobber.

J. H. WETHEY, LIMITED

St. Catharines, Canada

Are You This Young Man?

We would like to get into touch with a grocer or clerk familiar with the grocery trade capable of preparing advertisements or booklets.

Send full information about your experience, salary expected, references, etc.

This is a splendid opening, for a grocer or clerk who would like to advance in this class of work.

Apply BOX 764,
CANADIAN GROCER
143-153 University Ave.
TORONTO



The World Demands Salada Tea



UP-TO-DATE EXTRACTS



We are now coming into the Canadian market with the most up-to-date line of extracts that have been offered for many years.

A large, tall, attractive Taper White Glass Bottle, beautifully labeled and containing flavors that make you imagine that the true juice of the fruit were squeezed into the bottles.

It is by a new and special process that we have been enabled to produce such a fine extract and at a minimum cost of production and we are able to offer to the trade to-day the greatest value for the money, since the days of 1912.

In order to rapidly introduce this new line all over Canada, we offer this beautiful 2½ oz. Artificial Extract at

\$10.00 per Gross

F.O.B. Toronto

Packed in Wood Cases of 1 Gross Each.

We will undertake to supply any merchant in Canada at this price until the first of May, 1920, providing you place your order now and specify shipping dates. Terms net 30 days. 1% cash 10 days.

All mail orders receive personal and prompt attention. Mail in your order, and get acquainted with us. We are good people to deal with. We are exclusive agents for some of the best grocery specialties in Canada. Also makers of the famous "DOUBLE CREAM CUSTARD POWDER." (Kindly pin this advertisement to your order).

THE HARRY HORNE CO. LIMITED

Manufacturers and Importers of Good Things to Eat.

1297-99 Queen St. West

Toronto, Canada

**Skilful Blending
produces the distinctive
Red Rose flavor and
keeps the standard of
quality the same day after
day, year after year.**

The Norcanner Brand

of "Brisling" Sardines will be greatly appreciated by your more discriminating customers. 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 that will appeal to the taste of the most exacting consumer. 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

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

Don't be dubious about taking up a new product. Savora is made in conjunction with Colman's D.S.F. Mustard which is sufficient guarantee of its goodness. You can safely recommend it just as you have all other products of the Colman-Keen family.

Savora is put up in convenient sized jars—2 doz. large or 4 doz. small to the case. Put a trial case on your next order to your wholesaler.

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO



Have YOU Tasted Upton's Jams and Marmalades?

Upton's Apple and Pineapple Marmalade. It is surprisingly delicious—at breakfast or luncheon.

A demonstration will surely convince your most critical customer. All Upton products are tempting—they make for repeat orders—just what you want.

They are different. For instance—try

Put them to the test on the demonstration plan.

The T. Upton Company, Limited HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company,
Toronto, Ont.
Rose & Laflamme, Limited,
Montreal, Que.

Gaetz & Co.,
Halifax, N.S.
Schofield & Beer,
St. John, N.B.

P. H. Cowan & Co.,
St. John's, Nfld.
Scott, Bathgate Co., Ltd.,
Winnipeg, Man.

CANADIAN GROCER

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TORONTO, NOVEMBER 14, 1919

No. 46

HOW I MADE A PROFIT OF \$72.20, PLUS A LITTLE HOLIDAY ON A MODEST INVESTMENT OF \$10.00, PLUS A LITTLE EXERCISE

By J. L. WYCKOFF

CAN you take your mind back to October of last year—to the days of continued sunshine, when the streets and all nature were putting on their beautiful autumnal clothes of such wonderful colors, when you could hike along the country roads with head up drinking in deep draughts of pure fresh air? Oh, joy! The nearby orchards and fields abounding with the good things of the earth, and you just wishing that some good fairy would come along and invite you to tarry amongst all this peace and plenty—away from the worry of the grocery shop, when you could only give your customers two pounds of sugar when they demanded twenty to

preserve the fruit which was spoiling, and the complaints that the flour was dark and rummy, and they just knew they would surely die if they did not get more sugar and better bread. Oh, my! Oh, my!

Here I am rambling along when I should be telling you how I made the profit which opens this story; along about this time when I am thoroughly enjoying my tramp comes Friend Farmer and with a sweep of his arm indicates a magnificent orchard just loaded with fruit, and says: "See all those apples? They're yours for one dollar a barrel if you pick 'em—sure, and throw in your board."

On the following Saturday at closing time I arranged to be away for a few days, and early Monday morning I don my oldest clothes and away I go to the country, leaving behind the cares and worries of grocery life.

Say, did you ever pick apples? The first hour or two was great sport, but by the time you have lugged around heavy ladders, climb the trees and reach around for apples and get scratched by the twigs and down the ladder with a heavy pail laden with apples, and do this a few million times, you commence to feel as though you had been put through a threshing machine. Gee, I was tired when the musical notes of



How the windows of the Wyckoff Store were used to speed up the sale of apples and kindred lines.

the supper horn came floating through the air; very little time was lost in getting to the house—I was about ready to quit.

After a good wash up at the old wash block and amidst mush joshing and joking from the boys on the tenderness of the "city bugs," we all gathered around the table, and such a spread—with your plate heaped with spare ribs stuffed with—well, "just stuffin'"—potatoes that looked like balls of flour, boiled onions and parsnips, home-made sausage with delicious bread and butter, pickles, honey and to top it off with deep apple pie smothered with rich cream. Say, did I tuck it in? I really thought my little tummy would burst.

After supper when the chores were done—the hens sent to roost, the little piggies and calves fed and tucked in their beds, we all went back to the house and out came the deck of cards scarred with many a battle: with a jug of fresh cider and a heaped-up dish of rosy Snow apples to keep us company, the fun commenced; can you imagine a more enjoyable way to spend the "end of a perfect day?"

The next day was about the same as the first, except that my bones did not ache so much, for you see I was getting the knack of handling the ladders, and by the end of the third day I was quite



J. L. Wyckoff enjoying a quiet season with the profitable apple and the friendly pipe.

an expert in the art of apple picking. I picked nineteen barrels during the two and one half days I was at the farm, which I got safely to the store with the aid of our delivery car. I sold the apples for \$4.30 a barrel, giving me a profit of \$72.20. Friend farmer and his wife pressed me to stay the week-out, but business problems called me home—never had I spent a more enjoyable and profitable holiday, and I left with a hearty handshake and with an invitation to go back.

Just a word at closing to "ye Brother Knight of the White Apron": When e'er the business gets you and you feel like "busting things up"—just get acquainted with some "tiller of the soil" and get out into the country for a few days and you will come back greatly refreshed; but mind you, if you go, wear your oldest clothes. Leave your Sunday best and patent leathers at home.

B. C. MILK PRODUCERS START CO-OPERATIVE BUYING

The Fraser Valley Milk Producers' Association have announced their intention of opening a large store at Chilliwack, B. C., for the purchase of feeds to meet the needs of the members of the association.

Retail Merchants Protest Against Attitude of Board of Commerce

Claim They Are Discrediting the Retailer Without Reason—Urge Other Methods of Considering Situation

REPRESENTATIVES of the Retail Merchants' Association of Canada, who met the Board of Commerce in Ottawa recently, held that there was no profiteering among the retailers; that they were prepared to do all in their power to assist the board in their effort to relieve present conditions and that, in their opinion the lowering of prices arbitrarily would not help, but make matters worse.

E. M. Trowern, Secretary of the Dominion Executive of Retail Merchants, said the retailers no longer wanted to be branded as thieves and scoundrels. It was no good, he insisted, on fooling the public longer about a reduction in the cost of living. Prices would only come down in natural order. The retailers had been trying to get the Board of Commerce to allay that great unrest in the public mind. He held that ninety per cent. of the people did not know what they were talking about when they insisted that prices had been arbitrarily lowered.

Stop the Camouflage

The two vital things affecting the cost of living were supply and demand. The Board of Commerce could not pull down prices; they would have to come down in the natural order. He considered it the duty of the board and also of the mer-

chants to protect the public from camouflage of this kind.

Judge Robson assured the deputation that they would be consulted on any points affecting their business.

Retailers Make Suggestions

Mr. Henry Waters, Treasurer of the Dominion Executive of Retail Merchants, submitted the following suggestions to the board:

(1) That the board should begin its investigations by a consideration of the basic principles of production, manufacture and distribution and by ascertaining the cost of raw materials, and the cost of service involved in the same.

(2) That the board should ascertain the percentage of increase and profit, if any, on the same during the past few weeks.

(3) The increase in wages paid, also in freight, and in all other charges.

(4) The demand for such articles in foreign countries.

(5) What effect the taking of war profits and the increased income tax has had upon the cost of raw materials and manufactured articles.

Find Profits to Jobbers

(6) The increase, if any, of the orders received and profits made by jobbers

and wholesalers, and on what lines, if any, these increases exist, bearing in mind the increased cost of production and overhead charges.

(7) What overhead charges are necessary to conduct business properly by the various sections of the retail trade, and offer our services to secure same.

(8) That all forms of contract as to the fixing of prices by manufacturers to the wholesale, retail and buying public, should be submitted by the manufacturers and producers to the board.

(9) That it is our opinion that the methods of investigation by which special articles of a dealer's stock are singled out and exposed as an evidence of unfair profit are unfair to the dealer, and are not conducive to a just estimate of business costs, but that the yearly turnover of every class of merchandise should be the basis of computation of financial returns.

(10) That we will gladly co-operate with the board, and we offer our services without remuneration, and we will give the board any information regarding the retail trade that they may require.

HEAD OF CHAIN STORE RECEIVES PRESENTATION

At a banquet tendered the employees the Williams chain of cash and carry stores, Sarnia, Ont., recently, Stanley Williams, the head of the concern, was presented with a handsome rocking chair, and Mrs. Williams with a bouquet of flowers. Mr. Williams, in thanking the members of the organization, spoke of what the cash and carry system had done for Sarnia.

Change Made in Income War Tax Act

Important Amendment Provides for Penalties for Those Not Making Returns as Required by Law—Time for Giving Information Has Been Extended

AN important amendment to the original act regarding income war tax has been made. It will, in one respect, alter the machinery by which the Act is enforced. Instead of imposing the penalty of a fine collectible in the courts of the land, a departure is made whereby this penalty is collected in the same manner in which taxes are assessed and collected.

The New Clause

The clause reads:

"Every person required to make a return under sub-section one of this section who fails to make a return within the time limited therefor, shall be subject to a penalty of twenty-five per centum of the amount of the tax payable, and every other person who is required to make a return under the provisions of this section who fails to do so within the time limited therefor, will be subject to a penalty of ten dollars for each day during which the default continues, and all such penalties SHALL BE ASSESSED AND COLLECTED FROM THE PERSON LIABLE TO MAKE THE RETURN IN THE SAME MANNER IN WHICH TAXES ARE ASSESSED AND COLLECTED."

Time Is Extended

This clause, of course, refers to the returns to be made for the present year. There is also one other change in the Act with reference to the time when such returns must be filed with the proper officers. This time has now been extended to the thirtieth of April, and all 1919 returns must be forwarded to the proper authorities by that date.

An innovation in taxation like the Income War Tax naturally has required and has received a good deal of leniency in enforcement. Under the provisions of the Act, as originally passed in 1917, no obligation rested on the officers of the Crown, whose duty it became to enforce it, to give any notice whatever to those liable for the tax. It was specifically set out that,

"Every person liable to taxation under this Act shall, on or before the twenty-eighth day of February of each year, WITHOUT ANY NOTICE OR DEMAND, deliver to the Minister a return.....of his total income during the last preceding calendar year."

Took Precautions

Recognizing that the Act was an innovation in taxation, extra precautions were taken by the Government to see that it would not become necessary, in the working out of the Act, to impose the penalty prescribed, namely, a fine

of "one hundred dollars for each day during which the default continues"; and, in the case of false statements, "a penalty not exceeding ten thousand dollars or to six months' imprisonment, or to both fine and imprisonment." Notices have been sent out by the officers of the Crown ever since the Act came into force, not once but two and three times, to persons who, either knowingly or unknowingly, have failed to file the proper information with the Income Tax Commissioner or such other person deputed to receive the information.

Were Not Imposed

While a complete record of fines and convictions under the Act is not avail-

able to the public, it will probably be found that the extreme penalty of the law, or anything like the extreme penalty, has never been imposed. Justice has been tempered with mercy, and the exact letter of the law has not been carried out. Ever since the Act came into force, the daily newspapers have contained notices, at the proper time, of the provisions of the Act and the penalty of failing to comply with it. So far, there have been few, if any, cases of conviction due to absolute ignorance of the law, but rather to an unwise determination on the part of the person fined, to refuse to forward the proper information to the officers of the Crown.

New Package Tea on Ontario Market

Selling Agents, With Representatives of the Company, Hold Conference With Travelers of Wholesale Grocers to Explain the Campaign

J. L. TRUMBULL and G. L. Beveridge, of Wm. Braid & Co., Vancouver, B.C., and Reed L. Parker, of Lord & Thomas, advertising agents, Chicago, were in Toronto on Friday of last week in connection with the selling campaign of "Lanka" tea which Wm. Braid & Co. are putting on the Ontario market.

In the afternoon S. H. Moore, of S. H. Moore & Co., agents for Wm. Braid & Co., held a conference in the lunch room of the Board of Trade rooms, at which addresses were given to travellers of the wholesale houses that will be selling Lanka tea.

S. H. Moore presided. In introducing the other speakers, Mr. Moore pointed out that during the war, trade routes were greatly changed, and while before, practically all our tea used to come through London, England, a great deal was now coming direct from the East by way of Vancouver.

Mr. Trumbull explained in detail the reason why Wm. Braid & Co. decided to invade the Ontario market with Lanka tea. It would be sold through wholesale grocers only. He also explained the scope of the advertising campaign being conducted, the price at which it would be sold, and a friendly competition instituted among the salesmen of this jobber.

Mr. Beveridge gave a very instructive talk with lantern slides showing the growth, harvesting, preparation from the leaf and shipping of tea in the Orient. The moving pictures showed exactly how the top leaves were plucked for the finest grades of tea, how they were carried in baskets to the weighing station, the fermentation or curing of

the tea, the packing in chests, loading on vessels, etc.

Mr. Parker covered the important points in connection with the new tea and showed the importance of the salesmen of the wholesale grocers co-operating with the advertising in interesting the retail trade to stock and sell Lanka tea. Mr. Parker stated that the success of an advertising campaign of this character could be attributed to 10 per cent. advertising and 90 per cent. aggressive selling and merchandising methods.

Among the wholesale grocers present at the meeting were noticed W. G. Craig, of Warren Bros., Hugh Blain and Percy Eby, Thos. Kinnear, F. Hudson. A. C. Pyke, secretary of the Wholesale Grocers' Association, was also present.

A similar conference was held on Saturday at London, Ont., where there was a large attendance of salesmen of wholesale grocers, and others will be held this week at Hamilton, Ottawa and Kingston.

GALT, ONT., TO HAVE WEEKLY HALF-HOLIDAY EXCEPT IN DECEMBER

By an almost unanimous vote Galt Retail Merchants' Association granted the petition for a weekly half holiday on Wednesday afternoon during 11 months of the year. In the past clerks have enjoyed a half-holiday only during the three summer months, but recently an agitation was started to have the holiday continued in all months but December. By the decision of the Merchants' Association stores will close every Wednesday, commencing in January, at 12.30 p.m.

Further Export Orders Received

Canadian Flour Mills Are Assured of Further Business—The Question of Who is Responsible for Purchase of Flour Raised at Ottawa

THE flour mills doing an export business have received further orders from the Canadian Wheat Board. This will assure business for another period. As the mills have grown accustomed to seeing only a few weeks ahead, they are not inclined to quarrel with the system. The present order is for delivery up to December 15, and the price is \$19.65 for spring wheat flour in jute bags, delivered at the seaboard.

It is not known as yet what is the exact extent of the order. There is a report that the order was for 500,000 bbls., but the orders placed with some of the larger mills do not suggest this figure. This is the third order received from the Canadian Wheat Board, the previous orders totalling 1,200,000 barrels. It is probable that the third order falls well below the 500,000 barrel figure. The order is spring wheat flour exclusively, as there has been much difficulty of late from smut in winter wheat.

When the question of setting a price on wheat was raised some time ago, the point was made that setting a price practically made the Government a buyer, as in the event of the millers refusing to buy, some Governmental agency would have to step in.

Developments at Ottawa

In the House on November 4 Mr. Archie McCoig raised this very point. He informed the Government that the millers in Western Ontario were refusing to accept the farmers' wheat at Chatham, and he was anxious to know what action the Government proposed to take to help the farmers in disposing of their crops. In view of the fact that the Government had regulated the price and the millers were now refusing to buy, he said he thought the Government should take some action.

Interviewed on the matter, Mr. McCoig said he had brought the question up because there was much discontent regarding it, and it was felt that unless the farmers could readily dispose of their wheat at this time it was going to seriously interfere with the sale of the Victory Bonds.

Sir George Foster states the position thus: He says the millers are entirely their own judges as to the amount of wheat they shall buy or at what time they shall buy it. The duty of the Canadian Wheat Board is confined simply to fixing the prices which shall be paid for the wheat. He points out that the regulations of the Wheat Board and the powers granted to it provide simply for the purchase, delivery of, and payment for wheat. He expressed the opinion that there should be licensed buyers in Chatham prepared to buy and forward wheat, and if not, Mr. Watts, of To-

ronto, the member of the board of Ontario, could be consulted.

Wheat Board Regulations

The regulations of the Wheat Board on the matter do not seem to be generally known; and as they are of importance to all concerned in the wheat and flour trade, they are given here, as quoted by Sir George Foster to Mr.

Distinct Scarcity Noted in Many Christmas Lines

THE scarcity of Christmas goods is giving some cause for worry among wholesale grocers, who usually at this time, have received the lines that sell best in the festive season. Some imported foodstuffs, that are brought to this country particularly for Christmas business, are very much delayed this year. The dockhands' strike in New York has interfered greatly with the receipt of shipments, and has played a big part in the scarcity. Spanish valencia raisins are not yet available. These of course have been off the market during the war, but it was expected that they would have been here for this year's trade. While they have been very much delayed, it is thought, with the settlement of the strike, they will still be on sale for Christmas. Prices on Spanish raisins,

however, are so high as to make them almost prohibitive.

Nuts Are Scarce

Nuts too have not arrived in any quantities, and of course it is chiefly at the Christmas season, that they sell best with the wholesale trade. Quotations on them are very high, and are at record prices as compared with other years. There is not a heavy inquiry for nuts as yet from the retail trade.

All candied peels are very high in price. California peels have been pretty well sold up, even at the high figures that are being asked. Candied citron peel is selling at 60 cents, lemon peel at 46 cents and orange peel at 48 cents. There are no peels arriving for this market from Europe, and there hasn't been since the beginning of the war.

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Difficulty Over Raw Sugar at New York

AN interesting phase of the sugar scarcity was brought to the attention of the Canadian Trade Commission recently. For the past two weeks there has been a cargo of 6,000 tons of San Domingo sugar, owned by the St. Lawrence Sugar Refineries Co. and destined for Canadian use, lying at New York and delayed there on account of the stevedores' strike. It is claimed the Canadian owners, through their brokers, attempted to dispose of some of it to American consumers at four and a half cents over the legal price allowed by the United States Government. Thereupon the Federal Food Administrator threatened to seize the shipment.

The St. Lawrence Refining Company's Montreal office got in touch with the Trade Commission here immediately and explained the matter, requesting intervention on the part of the Canadian Government with the Food Administrator. The company explained that the cargo was all free sugar and not subject to interference on the part of the United States officials in any way, and, moreover, although they had offered a small

quantity of raw sugar, they had done so after consultation with the United States Sugar Equalization Board. It was the intention of the St. Lawrence people to cover the sale of the sugar offered in New York by the purchase of an equivalent amount of British West Indies sugar.

BEEF SUGAR PLANTS COMMENCE OPERATIONS

The beet run is well under way at the plant of the Dominion Sugar Company, Chatham, Ont., and the factory is running to capacity. A large percentage of the beets in the district, however, are still in the ground. The continued wet weather has prevented the farmers from harvesting them, and unless dry weather comes soon, operations at the factory may be interrupted.

The company claim that they are experiencing difficulty in securing an adequate supply of raw sugar. The longshoremen's strike in New York has tied up several tons of the raw material, which is in transit bound for the Chatham factory.

Montreal Court Explains Term F.O.B.

An Interesting Case Concerning What Constitutes Free Delivery on Board—Court Holds That Defendant Has Right of Refusal on Delivery of Goods at Destination.

An important ruling was made in Montreal last week which is of much interest to the trade. This refers to the commercial expression "f.o.b." and makes a ruling as to the significance of this term.

The seller at his expense under this term "Free on board" means that the seller at his own expense places the goods on the car or vessel which is to carry them from the point specified and that the buyer takes the risk onwards; at the same time the goods must, at destination, be in conformity with the conditions of sale or they may legally be rejected.

The matter developed out of an action of a Montreal and Quebec City firm. Masson Sons, Ltd., of Montreal, sued E. Coulombe, of Quebec, for the sum of \$1,460, being the value of a carload of tomatoes shipped to Quebec to the order of the defendant. The shipment is f.o.b. Montreal, and when the tomatoes reached Quebec defendant complained they were not in the condition he stipulated in his orders. He advised the plaintiff by telegram accordingly, but they persisted that he was responsible to them for the price agreed upon. Defendant, knowing that tomatoes would be a complete loss if shipped back to Montreal, sold them at once in Quebec for the best price he could obtain, deducted 5 per cent. of his commission on the sales, and forwarded the balance, \$868.07 to plaintiff, who however refused to accept the cheque and sued the defendant for the price agreed upon when the order was given by defendant, namely, \$1,460.

Plaintiffs based their claim on the fact that the tomatoes were in good condition when they delivered them "f.o.b. Montreal," and that from this point defendant was liable. On his side the defendant submitted that the "good condition" mentioned in his order referred to the state the tomatoes were to be in at Quebec.

There was no delay in transportation, and the main question for adjudication turned on what interpretation was to be given, in the circumstances, to the expression, "f.o.b. Montreal."

The Court's Ruling

Mr. Justice Panneton said there was a divergence of opinion on the meaning to be given to the commercial expression, "f.o.b." In England, the weight of jurisprudence was to the effect that the object sold was at the risk of the purchaser from the moment it reached the point of delivery "free on board." A decision was reported, however, which gave to these letters a limited sense—that was to say, the vendor put the merchandise sold at the place indicated "free of all such costs as cartage, wharfage," etc., and it was the latter sense that had been

adopted by the jurisprudence of the courts in the United States. In the case of the Dominion Lumber Company vs. Auger, confirmed by the Court of Appeal, the following definition was given to the letters, f.o.b.; "They mean that the seller, at his own expense, shall place the goods on the car or vessel which is to carry them on account of the buyer, at whose risk they are from that time."

"It is necessary," said Judge Panneton, "to distinguish delivery from acceptance of the thing sold. The carrier is the agent of the purchaser, but his mandate is limited to the transportation of the goods. The question to decide is whether it was the thing sold which was delivered at Montreal. According to the proof, the tomatoes were to be of first quality (No. 1), and in good condition. They were neither the one nor the other. If, in the case of the sale of goods by correspondence, as in this instance (the order was given over the telephone), the rule was adopted that inspection had to be made at the place of delivery when that place was not the destination, it would be necessary that the buyer, who resides in another city or country, should have an agent to make an inspection of the merchandise at the place where the goods were placed on the car or vessel. This would be impracticable.

Understanding Not Vague

"When a merchant in Montreal sells goods to a merchant in Quebec he knows and understands very well that the buyer can only know the condition of the goods when they have reached their destination. If the vendor has correctly delivered the thing sold, the buyer becomes the proprietor immediately. If he delivers something else—for instance if he has sold goods of first quality and delivers goods of second quality, there is no delivery of the things sold. The buyer can refuse them only when they arrive at their destination.

In this case the court concluded that the attitude of the defendant was correct, and that, although the tomatoes were sold f.o.b. Montreal, the defendant could not refuse them until they reached Quebec, and that his refusal was proper under the contract, inasmuch as the tomatoes were not in the good condition that the contract specified. For this reason the judgment of first instance was reversed, and it was held that the defendant's offer of \$868.07 was sufficient in the circumstance.

There was a slight variation of the order as to costs, part of which were against defendant because he did not pay into court the amount he admitted he had in hand in payment for the tomatoes.

SWEDEN SEEKS CANADIAN TRADE

Erik Lylander, M. P., of Stockholm, managing director of the General Export Association of Sweden, was in Montreal early this week. Mr. Lylander is here in the interest of trade expansion as between Canada and his own country, and he represents an association composed of 1,400 members. In addition to the authority he carries from this body, the Swedish Government is also interested in the proposition which he carries with him. He pointed out that it was desirable that a direct trade connection with Canada be effected. His country, as he stated, being one of the greatest industrial countries in the world. In the three Scandinavian countries, Norway, Denmark and Sweden were in a favorable position to consider trade with this country. He believed that a closer trade relationship could be established than that which had obtained in the past, under which arrangement the merchants in this country had been convinced to have an agent in the European centres.

Fourteen Distinct Groups

In speaking of the lines of manufactured products which Sweden had to offer, Mr. Lylander stated that there were fourteen main groups of industries in which Sweden was contributing to the world's markets. Among these are manufactured iron and steel goods, household furniture, building materials, agricultural and dairy machinery and utensils, shoes and implements of all kinds, electrical machines and apparatus, transport apparatus, wood pulp and paper and wood goods, chemical and chemical technical products.

To promote trade conditions between the two countries the speaker went on to say that Canada's offerings, which would be acceptable in Sweden, were such as the following: wheat, coal, canned goods, and other products which were more natural to this country.

Mr. Lylander thought that when conditions were better, Sweden would be in a good position to help Canada in the cultivation of trade through its free ports, Stockholm, Gothenburg, Malmoe. All of these three ports have deep water plans adjusted, so that they will be able to take draught steamers. The ports mentioned are being maintained by the city in question on their own financing, through the direct steamship lines which Sweden has with other countries. There was no question that relations as between the two countries should develop very materially.

In outlining what his country had to offer, Mr. Lylander displayed a very well-arranged catalogue, which was printed in English and showing the various groups of manufactures which Sweden is contributing to the world's markets.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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A DILIGENT scribe in a recent edition of the *Winnipeg Tribune*, in the course of an interesting little story on fruit that bristled with mistakes like a porcupine with quills, among other things, stated that "More grapefruit is now sold than oranges." We are not very well versed in the figures, but we are confident enough to venture a little statement that for every one who knows the look of grapefruit, there are a hundred that nibble an orange more or less regularly.

PROTECTING THE MARKETS

ANY danger that may have existed in regard to Germany trying to use Canadian or other British colonies as a dumping ground for German goods, has been removed by the appointment of a president of the British Chamber of Commerce in Germany. His duties will give him complete control of the license department. It is announced that all goods leaving Germany for British ports without license will be confiscated. It would be difficult to imagine a more complete protection of British markets from the Hun.

THE SIXTH WAR LOAN

CANADA'S sixth war loan and third Victory Loan is being subscribed to at a rate that is bringing joy to those in charge of the campaign, and is putting the returns to date far ahead of those of pre-

vious years. The success of this loan speaks volumes for the soundness of the Dominion and the prosperity of the people. It shows as nothing else could, that although they have been carrying for five years the burdens of a great war, they are still ready and willing to stand shoulder to shoulder and solve the problems of the after the war period. A feature of the present campaign is the number of requests from outsiders for subscription. This shows that the eyes of the world are not only on Canadian affairs, but that the future of the Dominion is viewed favorably. This is significant and its bearing on later development projects that may be undertaken is important. If Canada wants money to "carry on" at any time, it looks as though her chances are good for securing it.

REGARDING THE MATTER OF "TALK"

IN a recent number of the *Modern Merchant and Grocery World*, of Philadelphia, the editor, Elton J. Buckley, brackets the labor conference at Washington and a recent meeting of wholesalers and retailers in Toronto as "Nothing but talk." After outlining the subjects discussed at the Toronto gathering, he continues:

"I wasn't present at the Conference, but I know everything that went on there. Nothing went on but talk. Everybody had something to say on these subjects, and he said it. What else could be done? The only way to make a conference of opposing interests worth anything, is to send delegates representing a majority of the field, with authority to make agreements, and then let them make one which will bind somebody. The Washington labor conference, and the Canada Grocers' Conference, and all other similar conferences, are simply talk. Lord deliver us from any more talk!"

The worthy editor of the *Modern Merchant and Grocery World* has let his well-known inclination toward getting on the other side of any question, make him say something that when he stops to consider he will realize is far from sound. The great advances of the world have not been developed by accredited representatives, but largely by the creation of an intense public opinion, that was developed by what Mr. Buckley describes as merely talk. Lincoln did not free the slaves till he had talked about it a round dozen of years, and he could not well have done it then had not a million or so of other talkers paved the way.

Mr. Buckley, to the contrary, we contend that the meeting of members of the wholesale and retail trade to discuss their problems, quite apart from the question of whether any definite action results or not, is a step in the right direction. It means a clearer understanding of the other's case, an understanding that means a measurable decrease in little causes of friction, that without this understanding are often inclined to assume undue importance.

Editorials You Should Read

NOT OMNISCIENT

ONE reason why Chicago is suffering so acutely from a sugar shortage is the talk of an uninformed government official, who declared that sugar should not retail for more than 11 cents a pound. During this agitation much sugar came into Chicago. It was not touched by wholesalers, who knew it could

not be bought to retail for that price. As a result it was sold to manufacturers and not to the public. Of course the public does not know this. It should be made a matter of record, just the same."—*The Modern Merchant*, Chicago.

HERE'S ONE VIEWPOINT

"THE Board of Commerce has got so loaded up with material that it has suspended investigating operations till it has digested the fruit of its labors. It isn't indigestion the board has got; it's anemia."—*The Phoenix*, Saskatoon, Sask.

CONCERNING THE CONSUMER ASSOCIATION, WINDSOR

THE following letter came to hand a day or so ago enclosing a price list of the Consumers' Association of Windsor, Ont., used by this enterprising association to get business. On various occasions in the past year or so, we have published this list and explained the methods. It is the old and simple practice of robbing Peter to pay Paul, in other words making an excess profit on practically worthless tea to cover the loss on sugar. Here then is the letter:

"I am sending you a price list enclosed of the Consumers' Association of Windsor, and would like you to publish same in your paper and explain if you can, how they can sell sugar at \$8.50, when we are paying \$11.70 for it, and soaps are costing us 8 $\frac{3}{4}$ c a bar and they are quoting them at 5 bars for 25c. Standard peas are worth \$2.02 $\frac{1}{2}$ c a dozen to-day, and they are selling Early June at 3 cans for 25c. It is the same way all down their list, and I think the Retail Merchants' Association of Ontario should look into this, or if they are defrauding the public, to take such steps and stop it, because I think it causes more unrest among the public, and when they see a list as this one, the public must feel that the retail merchant is robbing them.

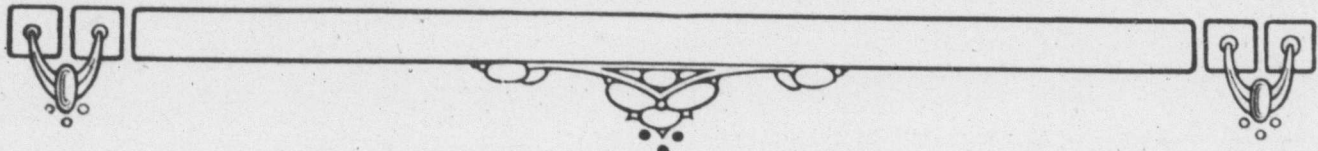
"I have about 50 customers in the section where this list was distributed and it will be safe to say that over half of them are going to join this Association, and that means a good many dollars lost to not only my self but other merchants who have customers in that district. Hoping you will give space in your paper for this list and to ask the manufacturers and wholesalers how this firm can quote such prices."

Every now and then we receive such letters from different parts of the country, where an epidemic of Consumer Association propaganda has broken out. For almost two years past we have been discussing this question almost monthly, and prior to that had time and again outlined this firm's method of selling.

"How can this firm sell sugar at \$8.50 when we are paying \$11.70 for it?"

By the simple method of losing \$3.20 on every hundreds pounds of sugar sold. The Consumers' Association pays for the sugar it sells the regular wholesale rate on a Windsor, Ont. basis. Where it sells less than that, it sells at a definite loss that it makes up on other lines, for remember, "three cans of solid pack tomatoes" and "high-grade tea" and "finest fruit" prunes mean precisely nothing. There is nothing to prevent anyone calling any trashy tea "high-grade." and remember, that the well-known named articles are just pullers for other unknown lines. It is a game that is as old as Adam, yet there seems to be a perennial crop of ready victims. Yet even at that the Consumers' Association gets no firm hold on the community. It is constantly changing its field of action, and does not show any indication of a growing prosperity. It is not so much a danger to the merchant as the merchant imagines, because it does not do the sort of business that sells the customer for good. Probably the best argument against the company is to let the customer purchase; that seems usually to be a sure cure.

The operations of the Consumers' Association as we have stated time and again are within the law, just as the "bearded lady," and the wild man of Borneo" are within the law, they are an appeal to the gullibility of the public. The only difference is that the public has grown more sophisticated of late, and is somewhat prone to look askance at the bearded lady's claim to fame, whereas, in the case of the Consumers' Association, they have the pristine innocence of the first purchaser of the gold brick. Probably no definite action has been taken against the business in question, because it has done nothing legally wrong; that it has not maintained a high standard of business dealing is a thing to be regretted, but a thing that only public opinion can correct. The merchant can do much to encourage a change in this line by letting the public know the methods of this organization. That much he owes to himself.



Makes Over 44 Per Cent. in Year

Beginning With \$2,200, Now Has \$7,100—Looks Good to Me

By HENRY JOHNSON, Jr.

THE following story is meagre of details, but the final facts are all there to substantiate my contention that there are plenty of chances in the retail business to-day:

Middlemiss, Ont.

Dear Sir:

Enclosed find statement of my present standing. Have been here five years, April 1. Have I made money? Our expenses were light. Had a clerk perhaps a year in that time, family assisted in store. In the five years our bad accounts would be perhaps \$75 on a line which averages \$1,000 to \$1,100.

April 1, 1914, bought stock of \$2,900 for approximately 75c on the dollar, paying \$2,200 for it, which was all the capital we had. In March, 1917, I bought out my competitor's stock and fixtures for \$3,400 and his store building for \$1,000. Stock was taken at 90c on the dollar, all bought before the rise. Here is how we stood on February 1st, 1919:

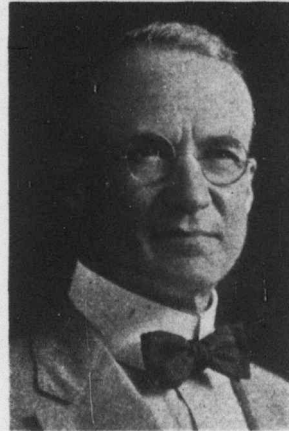
Stock on Hand	\$ 7,200.00
Shop Furniture	389.00
House and lot bought and paid for, 1916	1,200.00
Store Building	1,000.00
Horse, cow, Buggy, Etc.	225.00
<hr/>	
Total Assets	\$10,014.00
Less Liabilities	2,900.00
<hr/>	
Net Assets	\$7,114.00

As stated, the only capital put into the venture was the original \$2,200; our wholesale friends helped us purchase the competing store and stock. Please say if this standing is any good. Our present stock is good and cheap. Have bought very little at present prices, only what we needed of dry goods, shoes and groceries.

Opportunity Always Knocks

I hold that opportunity always knocks, sometimes even pounding in the door. So long as there are earnest men bent on making their way upward in the world she will be there with the chance for them. That, as I see it, is the chief lesson to be gained from the little statement now sent me.

But during the last five years, opportunity has favored new ventures in an unusual way; as witness the purchase of the second stock at 90c, notwithstanding enhanced market values. So, while my friend has made a quite unusual showing, the time is now come for him to get down to brass tacks analysis of his affairs. If he does not, the chances are that the period of closer competition which undoubtedly lies ahead of us may be not only trying but even disastrous



HENRY JOHNSON, JR.

to him. He is well entrenched now, but how much of it is "unearned increment" is not shown. It would have been better had he occupied some of the last five years in learning just how to appraise his own progress more accurately.

What Are the Facts?

The records now show that this man has multiplied his original capital more than three times. He has now 223 2-3 per cent. increase on his original sum. That shows net accumulations of over 44% per cent. a year, which is fully half again as much as would satisfy the most exacting demands of efficiency. But how was it done? The answer given is very meagre:

"Our expenses were light. Had a clerk perhaps a year in that time. Family assisted in the store!"

Until he gets down to the point of knowing just what business he has done and exactly what it has cost him to do it, things are not in good order with him. I think it fair to say that more businesses are in a bad way to-day, in small localities that is, because the "family" has "assisted in the store," than for any other one reason. Why? Because that is an actual source of expense which is disregarded.

Know Where You Are At

So while it is plain enough, and mighty fortunate, too, that this man now is vastly to the good, he still owes to-day 29 per cent. of his entire resources. While his credit losses seem to have been small, still, there is an air of uncertainty about his statement even here—and you want to know! My urgent suggestion is, therefore, that buying continue to be held down to the last absolutely necessary item, that debts be paid off, and that he get knowledge of just what his legitimate expenses are. His jobber friends undoubtedly would help him work out a simple system to include every cent of expense, his own salary,

rent of his store, what his family help is worth and all that.

Opportunity has knocked and been admitted. She has treated you very well. See now that you give her a square deal in return.

A Difficult Question

A grocer writes me thus: We would be pleased to have you answer the following questions:

- 1.—What was the average gross profit in a straight grocery store for 1918?
- 2.—Same for expense?

My information plus what I conclude from observation and experience is that the possible average margin in a high-grade, full service store, is around 21 to 22 per cent.; not counting in the exclusive, really very fancy city stores which cater to the wealthy alone. From that figure it ranges downward until we hit 12 to 14 per cent. in the limited service and self-serve stores, with a few notable examples where the margin is even narrower.

Expenses range from 18 to 19 per cent. down to 8 to 10 per cent., considering the same general classifications and divisions.

Is that the information wanted?

Helpful Little Plans

A large merchant has an extensive cake and cracker department, with divided shelves for 218 cans. Naturally, he wishes to keep the stock turning rapidly, to buy just enough of each variety and to ascertain which are the most popular and staple kinds. So he devised a sheet, cross-ruled, along the top margin of which are written the names of all kinds carried, each being assigned a column. On the left margin is room for 31 days, a line to a day. That sheet is kept with the stock on the galley.

Now, when Mary goes up on May 3 to get a fresh tin of Bonny Doones, she marks a straight count stroke in the Bonny Doone column opposite the third of the month. If she goes again for the same goods, she puts another stroke. Thus not only can the orders be gauged accurately, but whether any of the lines is lagging beyond the safety time, can be told at a glance, and steps taken either to speed sales or drop the number:

A Sales Safety Device

In the rush of serving meats at a busy counter, it is not hard for a dishonest buyer to cheat the seller. A slip is rapidly scratched off calling for \$1.42. The customer's business is to take that to the cashier, pay it, get his return stub stamped Paid, take that back to the counter and receive his package. But in a crowd it is not hard for him to lean against a showcase or box while he carefully erases the dollar mark and

Continued on Page 48

CURRENT NEWS OF THE WEEK

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

Quebec

Harper R. Gray, manager Gunn, Langlois and Co., Ltee., Montreal, was in Toronto this week.

The members of the Canadian Fisheries' Association held a banquet at the Windsor Hotel, Montreal, on Tuesday night of this week to celebrate Armistice and National Fish Day.

A. R. Gilligan, of New York, where he was for the past twenty-five years connected with the Murai Trading Co. (formerly Furuya and Nishimura), died at his home last week.

Robert Bennet, for fifty-one years an employee of the Canada Sugar Refineries, Ltd., Montreal, died on Saturday of last week after a prolonged illness. Mr. Bennet leaves to mourn his loss, a wife, two sons, and one daughter.

The National Fish Day idea has taken a real hold on the Montreal grocery and fish trade. Many excellent window displays have been made, and CANADIAN GROCER hopes to be able to reproduce some of the winning displays in a near future issue.

O. C. Bissell, sales manager of the Atlantic Sugar Refineries, Ltd., Montreal, returned from a trip to the Maritimes last week. Mr. Bissell states that conditions there are very flourishing and that this condition is reflected in the splendid response that is being made to the present Victory Loan. Business conditions are good.

The Montreal West Milling Company, Ltd., has recently been incorporated. The new company's chief place of business will be in Montreal and its capitalization is \$150,000. The incorporators are Dominus Potvin, of Laprairie, Quebec, merchant; Zephir Bastien, of Ste. Anne des Plaines, Quebec, traveller; Wilfrid Ernest Mahon, Montreal, merchant; Georges Albert Dube, of Angeline, Quebec, merchant; and Egbert Gervase Mahon, of Howick Station, Quebec, merchant.

Ontario

Mrs. F. Pye, grocer, Toronto, has sold to Sylvestre Cushere.

J. H. Pearson, grocer, Toronto, has sold to J. R. Richardson.

L. R. Putnam has opened a grocery at 730 Lansdowne Ave., Toronto.

J. J. Moser has opened a grocery and feed store in Hamilton St., Goderich.

Drewery & Buker, 827 Lansdowne Ave., Toronto, have succeeded F. R. Kilgour.

D. Sullivan has gone into the grocery business at 1738 St. Clair Ave. W., Toronto.

Louis Laforet, general merchant, Belle River, has sold to E. Wilkinson.

J. P. Carter has purchased the busi-

ness formerly owned by C. McCarthy, 450 Roxton Road, Toronto.

The Superior Macaroni Co. are erecting a factory at the corner of Elm St. and Centre Ave., Toronto, for the manufacture of macaroni, etc.

Robert T. Gray, one of the best known insurance men of Madoc, Ont., died recently. He was born in Belleville 85 years ago. In 1866 he took part in the Eldorado gold rush, later he entered into the general grocery business. He was license commissioner for several years.

The butchers and grocers of St. Thomas have decided to close their places of business on Wednesday afternoon all the year round, omitting the two weeks prior to Christmas and weeks in which legal holidays occur.

John T. Duggan, traveller for the William Rennie Company, Toronto, for a member of years, died here on Saturday, after a lingering illness. He had a wide acquaintance amongst the merchants and travelling salesmen of Canada.

W. A. Ellsworth, senior member of Ellsworth & Son, grocers, Ridgetown, Ont., passed away in his 65th year. He had suffered from asthma for years, but was about as well as usual until very recently, when he took suddenly worse and passed away shortly after.

P. L. M. Egan, of Talbot street, St. Thomas, grocer, had a narrow escape from serious injury Friday evening, when a bicycle he was riding was struck by an auto truck, the front wheels of the car passing over Mr. Egan's right leg and inflicting several severe bruises. Fortunately, the truck driver had the presence of mind to throw on the brakes immediately and the wheel was struck, thus prevented the rear wheels passing over Mr. Egan's body. Mr. Egan's limb is still badly swollen, causing him considerable pain in walking.

NEW STORE FOR BRAMPTON, ONT.

Under the name of G. Anderson's Sons, the three sons of the late G. R. Anderson, all recently returned from service with the C.E.F. overseas, on September last opened a new grocery and dry goods departmental store in Brampton at the location formerly occupied by their late father for over fifteen years at a period terminating some years ago. Their immediate predecessor was the late T. H. Shields. The three brothers are: A. G., N. J., and T. R. Anderson, all of whom have lived in Brampton practically all their lives.

Brampton Fall Fair day was the opportune date which the Anderson brothers chose to open their establishment, and at the same time renew a large number of old acquaintances. Decorations of autumn leaves, potted plants, com-

bined with the new and attractive interior decorations throughout, made a pleasing appearance for the new store on opening day. The freshness of the stock and the well-chosen lines displayed made a splendid impression on Bramptonians as evidenced by the great success they have had in their first month of business, which, by the way, has exceeded all their expectations.

The lines handled by this store are staple dry goods, millinery, boys' clothing, men's and boys' furnishings, house furnishings and draperies, with groceries occupying a large part of the floor space on the ground floor.

As stated above, business for the first month has been exceedingly gratifying. Their friends have all expressed themselves as highly pleased with their policies and their lines of merchandise. They are of course very hopeful about the Christmas trade this year.

In the matter of advertising, they have adopted the plan of advertising specials for Friday and Saturday, and displaying the advertised goods in their windows—always linking the two up. This they have found very successful so far.

Modern bin fixtures are used in the grocery department throughout and give a splendid appearance to the department. Each department has its own manager.

GUELPH, ONT., PIONEER PASSES

William Frederick Barber, one of the oldest and most highly respected residents of Guelph, Ont., passed away recently at his residence, 47 Glasgow St., in his 72nd year.

The late W. F. Barber had lived in Guelph and district all his life.

He was the son of the late Samuel Barber, one of the pioneer farmers of the township, his birthplace being on the old homestead on the Waterloo Road. In early life and for a number of years, Mr. Barber was in the dressed hog business. At that time drovers brought the hogs to Guelph from as far north as Durham and Mount Forest. Mr. Barber conducted stores on Norfolk and Huskisson streets, and later entered the grocery business with a store at the corner of Glasgow and Durham streets.

OSHAWA, ONT., ALSO TO CONTINUE HALF HOLIDAY

At the meeting of the Retail Grocers' Association, Oshawa, Ont., recently, a petition signed by nearly all grocery clerks and drivers in town was presented, requesting that the Wednesday afternoon half-holiday be continued, with the exception of the month of December and when Wednesday preceded a holiday. The petition was given full consideration and was granted.

THREE LOBLAW STORES, TORONTO, ROBBED DURING PAST WEEK

The Loblaw store at 419 Yonge Street was broken open early on Sunday morning last, and four hundred and fifty dollars in cash and a certified cheque for \$30 was taken. Entrance was made to the store by the thieves climbing up on the roof at the rear and cutting out the window of the skylight and dropping down into the store. They opened the cash register and found the cheque and after ransacking the shop located the day's cash receipts. They also filled a large bag with groceries and unlocking the catch on the front door walked out on Yonge street, and as yet have not been located by the police.

This is the third store of his that has been entered by burglars during the past week. Early last week the branch store at 1221 West Bloor street was entered by way of the breaking of a window and the day's receipts stolen. A few days later the branch at 985 Dovercourt road was entered in a similar manner and money stolen.

COMMERCIAL TRAVELLERS' ASSOCIATION OF CANADA NOMINATE REPRESENTATIVE

The general meeting of the Commercial Travellers' Association of Canada was held in St. George's Hall, Toronto, on Saturday last. C. J. Tuthill, president, was in the chair, and in his opening remarks congratulated the members on the continued prosperity of the association, the year closing having been, he said, the most prosperous in its history, notwithstanding that the association had contributed over \$75,000 during the five years of war to the various funds called for by the Government and had also invested \$400,000 on Victory bonds, making the assets of the permanent reserve over one and a half million dollars invested in gilt-edged securities.

The following nominations were made for the Board of Management for the incoming year:

Toronto Board—C. J. Tuthill, president; Walter Moore, first vice-president; J. H. Dodeson, second vice-president, and E. Fielding, treasurer.

Directors for Toronto Board—C. A. E. Colwell, Jas. G. Cane, John Cormack, John W. Charles, John Curtis, F. W. S. Davis, John Everett, R. G. Hector, M. Matthews, B. E. Miller, C. E. Prime, J. Angus Taylor, Geo. L. Willmot, Geo. G. York and F. J. Zammers.

For the Hamilton Board the following nominations were received of which nine are to be elected: C. C. Smye, first vice-president, and Geo. A. Matheson, second vice-president. Directors for Hamilton Board—E. J. Fenwick, David Fraser, R. T. Hunter, M. P. Malone, D. C. McKeon, C. P. Rason, John Stoneman, P. A. Sommerville and H. G. Wright.

The following boards were all elected by acclamation: Kitchener Board, W. J. Moody and F. S. Urstadt; Kingston Board, W. H. Graham and J. E. Singleton; Guelph Board, Adam Taylor, vice-president, and T. H. Gommell, director;

Brantford Board, J. H. Hamilton, *D. J. Waterous; Montreal Board, W. Williamson; Winnipeg Board, A. C. Merritt, vice-president, and A. E. Rowland, director; Vancouver Board, F. W. Sterling, Robt. Stewart; Ottawa Board, J. H. Laurie; Brockville Board, F. L. De Wolfe; Peterboro' Board, W. J. Hopwood.

The scrutineers of the ballot are H. C. Clearhue, John H. Kenney and Walter Madill.

The result of the ballot will be declared at the annual meeting in St. George's Hall, Saturday, December 27th.

CRAIG & CO. TAKE OVER WARREN BROS.' BUSINESS

The old established wholesale grocery house of Warren Bros., Queen St. W., Toronto, is now in control of W. G. Craig & Co., Ltd., of Kingston, Ont., and J. A. W. Craig is the Toronto manager. The change in management has been effected after several weeks of negotiations. The controlling interest in the Toronto house passes to the Craig Co. Warren Bros. & Co., Ltd., have been established for about sixty years, and do a large business through Western and Northern Ontario. The two houses, that is here and Kingston, will have a staff of twenty traveling salesmen, and will cover all the principal points of the province.

The business carried on by W. G. Craig & Co., Limited, is probably the oldest in Kingston to-day. It was established in the year 1832 by the late John Carruthers, and has been in continuous existence since that date. The president of the concern, W. G. Craig, joined the firm of John Carruthers & Co. in 1859, and for sixty years has been, and is daily, actively engaged in the affairs of the business.

AIMED TO AID PRODUCTION

The Victoria Paper and Twine Company of Toronto and Montreal have recently sent out to the trade a little card with the following important message:

PRODUCTION

It is seemingly useless to agitate for lower prices until the world's starved condition is remedied and the productive capacity of the world catches up with the needs of the consumer. This can never be as long as the present labor unrest exists and the only satisfactory solution of the problem appears to lie in industrial peace and increased production.

We urge our customers and friends to eliminate all possible wasteful methods, purchasing only such goods as will take care of their present needs and those of the immediate future. By all assisting in this, more rapid recovery to a sensible level of trade conditions can be made and the present, spasmodic, chaotic and disproportionate conditions will give way to a conservative and sound basis of doing business.

GROCERS ADOPT CASH SYSTEM

George H. Nairn and Company, Windsor, Ont., have adopted the cash system, the change taking place on November 1. The store will deliver goods providing that the orders are of reasonable size, but a strictly cash business will be followed. Mr. Nairn expects that the change will cost him a few customers at first, but is confident that in the long run he will be able to sell cheaper and make more money.

J. H. Littlegrove, Amherstburg, placed his store on a cash and carry basis on October 25. He also is confident that the change will among other advantages permit of lower prices.

A Serve Self System

E. F. Mason's, Peterboro', is devoting one side of his store to a self serve system. Each class of goods is in a separate section with the name above, and every article is priced in plain figures. Customers may help themselves, or can be assisted by the clerk. The goods are taken to the end of the same side where they are wrapped and settled for. The aim of this co-operative system is to provide supplies to consumers at a low cost by eliminating the accounting and delivery expense.

Only Packaged and Bottled Lines

The A. A. Fournier Company, Ltd., Bank Street, Ottawa, has added a grocery "cafeteria" to its numerous other departments. Greater values and lower prices are the motto of the firm. They advertise that they believe a very large number of their patrons will welcome this new departure which for the present, at least, will only include package goods or canned and bottled lines.

BIG HAWAII COFFEE YIELD

Hawaii will have the biggest coffee crop this year that it has ever gathered. And the price is double that of a year ago. For several years the price has been so low that cost of production ate up profits. This year the growers are due for a clean-up.

New Goods

The California Prune and Apricot Growers' Association is now putting up Sunsweet prunes and apricots in a new carton package. The prunes are being packed in five pound cartons. In size they are 60-70s, and are wrapped in wax paper. These are packed with the intent of selling them to the consumer at \$1.50 per package. The apricots are in 11 ounce cartons, and are put up in only the one size cartons, and the apricots packed, comprise only the extra fancy. These will sell to the trade around \$4.50 per dozen packages. These new lines should be on the market before the end of the month. Shipments have left California.

NEWS FROM WESTERN CANADA

Western

Oscar Pate, grocer, Edmonton, Alta., has sold out.

The West End Grocery, Edmonton, has been succeeded by Cush & Poders.

McClure & Stewart, grocers, Edmonton, Alta., have suffered loss by fire.

Gordon & Miles, Notre Dame and Langside St., Winnipeg, have sold to M. Mulison & Co.

N. Rylatt, Kildonan, Manitoba, has disposed of his business to the Kildonan Veterans Co-operative Society.

The partnership of Walter J. Green and Alfred H. Lineker in the Vimy Ridge Groceries has been dissolved, Alfred H. Lineker continuing.

F. Brown, Notre Dame Ave., Winnipeg, has opened another meat market on the corner of St. Johns Ave. and Salter St., Winnipeg.

Pratt & Meanwell have opened a new grocery and meat market on the corner of Furby St. and Portage Ave., Winnipeg, Manitoba.

F. E. Carroll, Ellice Ave. and Spence St., Winnipeg, Manitoba, has sold to Samuel McBride. Mr. McBride is also operating a grocery and provision store on the corner of Arlington St. and Notre Dame Ave., Winnipeg, Man.

Gillan & Edgett, Port Haney, B.C., are planning to erect a fruit cannery on the site of their present warehouse, close to the C.P.R. track. The firm will also establish a box factory and expect to manufacture 40,000 crates this winter.

Oppenheimer Bros. & Richardson, wholesale grocery brokers, with head offices in Winnipeg, have been successful in securing control for Western Canada, from Port Arthur to Victoria, of the prepared floor wax, freeze proof, etc., manufactured by S. C. Johnson & Co., Chicago; also Waukesha Jiffy Jell and the full line of the King Food Products Co. of Portland, Oregon, manufacturers of dehydrated fruits and vegetables.

F. Manley, Empress Block, Winnipeg, has secured the account of Plaistowe & Co., Ltd., King's Cross, London, Eng., for their lines of "Fulcreem" Custard Powder, Blancmanze Yorkshire Pudding Powder, etc., for Central Canada.

FROST SERIOUSLY AFFECTS MANITOBA POTATOES

According to recent reports, Manitoba has sustained a loss of about 1,000,000 bushels of potatoes, frozen in the ground, if the report is not greatly exaggerated, and represents a loss of from 30 to 40 per cent of the entire crop. If this is the case, there will be a serious shortage in the Province this winter, and there will certainly be no margin for outside shipment.

Gossip From the B. C. Coast

Cy Young (Sgt.-Major), having returned to W. H. Malkin & Co., Vancouver, has taken over the Kootenay field vacated by J. D. Caverhill, who goes to Portland, Ore., to engage in the brokerage business.

Mr. and Mrs. J. A. Wattie, manufacturers of MacIntosh Marmalade, are back in Vancouver after a most enjoyable month's cruise among the islands up the B.C. coast.

The W. H. Malkin Co., Ltd., Vancouver, will erect a one-storey brick warehouse with 132 foot frontage in Nanaimo. This to take care of their growing business in the north end of Vancouver Island.

Under the auspices of the "Old Guard" the employees of W. H. Malkin & Co., Vancouver, had a festive evening at the Laurel Tennis Club. This is the first of a series of dances to be staged by the Malkin employees; the next is scheduled for the last week in November.

H. O. Kirkham has added a 14th store to his chain in Vancouver and Victoria, taking over the grocery section of what was Whitaker's market on Hastings Street. This store will differ from the grocerias in that there will not be the self serve feature. The business will, however, be a cash proposition, with no delivery.

The company has acquired another strip of Water Street frontage adjoining their premises at Vancouver. This additional 66 feet makes their total Water Street frontage 231 feet; the depth is 132 feet. While not making any announcement re building at present, Mr. Malkin stated that the space will shortly be needed, and the opportunity came to secure the ground.

Fugita & Co., Japanese merchants and rice millers, are fitting up for immediate occupancy new offices and warehouse at 7 Alexander Street.

F. R. Stewart & Co., wholesale fruit, have welcomed back to their service, four overseas men who left their employ at the outbreak of war: Herbert (Mike) Moore, Thos. Whitely, Fred Neal, and Wm. Dye, the creamery man.

A. Magnano & Co., Ltd., Vancouver, expect two cars of Italian olive oil to arrive about Dec. 1. It is stated that this will be the first Italian oil to arrive on this market during the last four years.

R. G. Bedlington, of R. G. Bedlington & Co., Ltd., Vancouver, state that the first shipment of cocoa which their principals, the Van Houten Co., have been able to make for three years has arrived

and will be opened up, it is expected, in December. This company also states that French cream of tartar, which it has also been impossible to obtain, made its initial appearance this week. R. G. Bedlington leaves this week for California, where he will holiday for a month.

The Western Grocers, Ltd., have acquired recently two flourishing interior jobbing houses, The Nelson Jobbers, Ltd., Nelson, B.C., and the Cranbrook Jobbers, Cranbrook. Mr. Stevenson will continue to be associated with the business. Mr. Caudwell, from the Western Grocers, Moose Jaw branch, came to B.C. to take charge of the Nelson business.

Mr. H. G. White, manager of H. G. White & Co., and Consul for Peru, returned recently after a ninety-day trip round the world. With transportation in its present condition this speed almost is as much of an achievement as in the days of Jules Verne. Mr. White confirms the opinion of other merchants who have visited the Orient recently, in that China offers splendid opportunities for trade, and Japan offers few, a strong spirit of Japan for the Japs being in evidence there. With two steamship lines from Vancouver serving the Strait Settlements, Mr. White also found this a good market for the Canadian exporter. Both the C.P.R. and the Robert Dollar line have a service from Vancouver to Singapore.

SUGAR AT ANY PRICE BETTER THAN NONE

I noted with interest your article: "What They Will Do With the Prices." I was especially interested in the sugar question. The whole fruit season has passed and we never got sugar. Better sugar at high prices than no sugar at all. In Edmonton we have only been allowed sugar in two or four-pound lots at 15c a pound since the first of July. The hospitals even in September have not had enough for the patients' tea. Has this been a hold-up to force us to buy canned fruit this winter?

—Mrs. E. M. Sterne, Edmonton.

RAISIN CROP IS SAFE

Fresno, California, advices state that with the finest drying season that the raisin industry of the San Joaquin Valley has ever known, between 25 and 30 per cent of the crop has already been delivered at the associated raisin plants. The crop is now beyond any danger of loss from weather conditions, it is stated.

The Sugar Situation From a B.C. Angle

Conditions That Have Made for Scarcity—Ample Supplies in Sight for Early Part of Year, Says B.C. Refinery. After That it is Anyone's Guess

Based on interview with D. Rogers. First announcement by B.C. Refinery since shortage.

DURING the sugar shortage there have been all kinds of reports as usual, as to the cause; suggestion that the shortage was not actual—and demands that the Government should do something drastic. These things are always a by-product of any acute shortage. Those doing their best to cope with conditions beyond their control have studiously avoided any further publicity, realizing that the very fact of a sugar shortage being advertised, made the situation more acute.

The real causes for the shortage are so logical and matter-of-fact that a street orator would be disgusted with them. There was no sugar exported from Vancouver—though no doubt sugar could have been exported from here as well as the Atlantic seaboard. All the sugar available was thrown into the usual channels for supplying Western Canada.

Shortage of Raw Supply

There are several sources of raw sugar supply. Among these are Cuba, Java, Fiji and Peru. The ports from which most of the raw product usually is shipped to the Pacific Coast refineries, are Java and Peru; for while small quantities are shipped from Fiji at times, the supply is unstable, at times there is no surplus to export. During the last few months the situation has been this. The British-Indian crop has suffered a very severe drought; so serious that the production of sugars this year fell one million tons below the normal.

Then the Indian demand on the Java market forced prices there up to prohibitive levels—prices ranged that would mean that raw sugar laid down duty paid in Vancouver would cost more than the normal retail price of refined. Thus Java, possibly our largest source of supply, is out of the question.

What about Cuba? Well, quite early in the game, the Sugar Equalization Board of the U. S. and the British Commission went into the Cuban sugar market and bought up the crop. To the Eastern refiners, who every season bought supplies in the Cuban market, the British and American boards allotted a share. But the B. C. refinery, not as a rule buying from Cuba, did not come in for an allotment. An effort was made to obtain release of a share for the B.C. refinery, but owing to the unexpected jump in the sugar consumption of the United States following prohibition, the board was unable to release any of their stocks.

Heavy Demand On Peru

There remained then Peru.

The sugar crop in Peru amounts to about 250 thousand tons. Bidding for this lot there were: Britain, France, the States, Eastern Canada, Japan,

South American Republics, apparently, the rest of the world—and the local refinery. While normally the B.C. refinery could have handled at least a quarter of the Peruvian crop, it was only the share of the Peru sugar that they were able to secure that kept the Western trade supplied at all during these last several months.

It will be apparent then, that contrary to the expressed views of some, a very real sugar shortage existed. The jam-makers, and candy-makers have discussed in the columns of CANADIAN GROCER before, the increased consumption of sweets that has followed prohibition. The increased per capita consumption of sugar in the United States and Canada, has also put a real tax on the sugar supply. At a time when a crop shortage exists in India, and Europe's production has fallen from a normal 6 million tons to 3 and a half million tons, it is interesting to note that the consumption of sugar in the United States has risen till at present, to supply the hundred million souls in that nation, requires actually one-quarter of the entire sugar production in the world.

Plenty of Sugar Available for Early Months of Year

However, there is now a real and authentic ray of hope. The statement is made under the authority of the B.C. Sugar Refinery that November and December will be less acute than October; and that barring loss at sea, or delay by strikes the Western Provinces will enjoy ample supplies of sugar for at least the first half of next year. Beyond that time, unless one is a seer, the grocer may follow the raw sugar market,

and hazard as good a guess at the regular professional guesser. It lends support to the hopeful tone for next month, that two cargoes of raw sugars will arrive within the fortnight.

MONTREAL EARLY CLOSING BY-LAW UPHELD

Montreal's early closing by-law was upheld as legal and valid in every clause by a judgment rendered recently by Mr. Justice Duclos, when he dismissed a petition presented by Amedee Dagnais, George H. Lalonde, Danatien Duperron and Auguste Arsenaault, tradesmen, who asked for the issue of a writ of injunction which would restrain the city from enforcing the provisions of the by-law.

In his judgment, Mr. Justice Duclos said the question at issue was entirely disposed of by judgment of the Supreme Court in the case of Beauvais vs. the City of Montreal, which dealt with the original early closing by-law known as by-law No. 328. In this instance, the Supreme Court ruled that the provincial statute, in virtue of which the by-law was passed, was constitutional and within the powers of the province; and that the by-law was not so unreasonable, unfair and oppressive as to be a plain abuse of the powers conferred upon the municipal council by the legislature.

Accordingly the petitioner's demand for a writ of injunction was dismissed with costs.

ILLUSTRATION FOR FIGURING MARGINS

"Subtract from the Unit 100, which represents the cost, the percentage to be used; thus, if 25 per cent profit is desired, subtract 25 from 100, leaving 75. Using 75 as a divisor, divide the cost, which we shall assume to be \$1.50, by 75; carrying the same into two decimals will show \$2.00, which will be the selling price. You will notice that the difference between the cost of \$1.50 and \$2.00, thus obtained, is 50 cents, or 25 per cent on the selling price."

Sell Your Special Xmas Lines Early

Hudson Bay Company Grocery, Vancouver, Finds the Policy Effective—The Last Minute Rush Gives Us Opportunity for Saiesmanship—A Record Xmas Trade Expected

"IN our Christmas selling we always get our most expensive lines out early," stated Mr. Jackson, grocery manager of the Hudson Bay Co. store, Vancouver, B.C. "We find that the salesmen and salesgirls have more time and opportunity to sell the better and higher priced articles early. Later, within a few days of Christmas, there is a rush, and there is only time to hand out what is asked for and what is on hand. We aim to have almost all of our fancy lines of Christmas groceries sold well in advance of the actual Christmas week rush. After many years' experience I would recommend any grocer to make some such plan as this: Display and

push your fancy imported Christmas specials early while you have time to ensure them being cleaned up; you will find the late shoppers glad to take care of your staple goods.

"This is going to be the best Christmas season we have ever had," continued Mr. Jackson. "I am encouraged by every indication to prepare for the biggest season in our history. Business is excellent, and getting better every week. It would appear that with most restrictions off, and the old lines on the market again, that the householders are going to give themselves all the good things that they have been denied during the previous five years."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SHARP changes are reported in markets from Montreal, but Toronto prices are for the most part steady and strong. There is a likelihood of improved conditions in sugar. Prices at all centres are unchanged, but very firm.

MONTREAL—Changes for the week are made for molasses, in one quarter. A new advance of 5c per gallon is made effective. Sugar is unchanged, but very firm and the tendencies are of a firming nature. Clay pipes are marked up 20c per box. Moth balls are down from 16c to 12-15c. Canary seed is down 2c per pound to 18c. George Washington coffee is reduced in price to \$4.45, \$8.40 and \$13.10 per case. Bi-carbonate of soda is marked down from \$4.50 to \$4.10 per 112 pound keg. Klim milk in bulk is up 2c to 29-31c per pound, as to quantity. Menier chocolate is marked up in one quarter, present prices being quoted by this jobber at 83-85c, while Fry's breakfast cocoa is up 2c per pound to 50c. Galvanized tubs are marked up. Norwegian sardines are marked down. Split peas are higher. Nuts are high and firm. Some arrivals of dried fruits are reported, but the shipments to this market have been slow in some instances. The tea and coffee markets are very firm and tea stocks are much lower than usual. Allspice and cloves are marked up. One line of cornflakes—London—is up this week to \$4.25 and others are firming. Cutting of prices has continued on rolled oats. The flour market is very firm and one source says that an advance is not improbable. Onions are marked up this week. Barrel apples of the best grades are high in price. Oranges and lemons are likely to be lower.

TORONTO—Continued strength in practically all grocery commodities, with declines conspicuous by their absence, marks the trade this week. In fact price changes are few and the markets generally are strong and steady. Refiners state that there are indications of better supplies of sugar and that in

the course of another week the movement should be decidedly better. Prices hold at the recent advance and are very strong on the basis of \$11.46 per cwt., Toronto delivery. Advices from Barbadoes and West Indies point to higher quotations on new molasses. Advances, it is stated, will amount to from 20 to 30 cents per gallon. Packaged goods are steady with an active demand. Split peas in bulk have jumped to 8 cents per pound. Rices are very firm and tapioca is holding at 15 cents per pound. An advance of five cents per pound on Indian and Ceylon teas on primary markets is reported. Spot prices are very strong, but unchanged. Coffees are still light in supply, but there has been no changes in quotations on this market. Evaporated apples are very firm in price, at from 22 to 23 cents per pound. Shipments of apricots and prunes are not yet available for this market. Thompson's seedless raisins are very scarce on the Coast and stocks in some houses here have been depleted. Prices are now quoted around 21 cents per pound.

Few changes are reported in produce lines. Pork and pork products are steady at the lower levels. Cheese and eggs are at strong figures and butter shows further advances. Receipts of poultry are heavy just now and there is a very active demand for the same.

WINNIPEG—There is a very firm feeling in many lines of grocery products noted this week. Sugar is still very scarce and the situation shows no immediate sign of improvement. Coffee is still advancing and higher prices are noted in white and black peppers, cloves and French cream of tartar. Corn syrup is also expected to advance in the near future. Fruit and vegetables are selling well at practically unchanged prices. Beans and rice are very firm.

In the produce lines there is little change noted in hogs, but bacon, especially back bacon, is scarce and slightly higher. Butter, eggs and lard are in very short supply and prices are holding very firm as a result.

QUEBEC MARKETS

MONTREAL, Nov. 12—There has been quite a steady movement of groceries to the general buyers this week and the only complaint made is that of getting all the goods desired. Prices are advanced on some lines, while on others there are lower quotations.

Some Improvement In Sugar Deliveries

Montreal.
SUGAR.—Even a little improvement is looked upon with much satisfaction these days, when it comes to considering supplies. The St. Lawrence Sugar Refineries have again started operations, while the Montreal refineries and the Halifax are melting right along. The trade is being supplied with fair quantities, and it is safe to say that all are getting some sugar. The tendencies are of a firming nature, but quotations are unchanged.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 25
Acadia Sugar Refinery, extra granulated	11 75
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	11 25
St. Lawrence Sugar Refineries	11 25
Iceing, barrels	11 45
Iceing, 25-lb. boxes	11 85
Iceing, 50-lb. boxes	11 65
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 75
Yellow, No. 3	10 65
Yellow, No. 4	10 55
Powdered, barrels	11 35
Powdered, 50s	11 55
Powdered, 25s	11 75
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack	13 25
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do., (cartons, 2-lb.)	13 25
Do., (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Crystal diamonds (cases, 20 cartons)	13 00
Demarara light, per lb.	0 10

Little Export Sale; Canned Goods Steady

Montreal.
CANNED GOODS.—The market is steady and without important features. Very little export has been consummated of late, and there is just a fair movement to the domestic trade. There has been quite a heavy delivery to the trade of booked orders, and the dealers have been generally agreeable to accepting full stocks, it has been said. In the States some weakness has characterized many lines, but without definite reductions being made. Norwegian sardines are marked lower.

CANNED VEGETABLES—		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (feed), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	
Spinach, Can. (2s)	1 80	
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00

Tomatoes, 2s	1 50	
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s		2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s		3 00
Peas, Sw. Wrinkle		2 00
Do., tins, 20 oz.		1 67½
Do., 2-lb. tins		2 75
CANNED FRUITS—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, ½s, doz.		0 95
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.		1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, 20 oz., doz.		
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), Do., 1 lb. flat, doz.		1 90
Do., 2 lb. talls, doz.		2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Do., in heavy syrup		2 80
Gages, Green, 2s		2 40
Do. (light syrup, 2s)		2 00
Raspberries, 2s, black or red, heavy syrup		4 70
Strawberry, 2s, heavy syrup		4 65

CANNED FISH		
Salmon—		
Chums, 1-lb. talls		2 00
Do., ½s, flat		1 20
Sokeye, 48, 1s, doz.		4 75
Do., 96, ½s, doz.		2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.		4 30
Cohoos, 1 lb. tall		3 75
Do., ½ lb. flat		1 90
Pinks, 1 lb.		2 55
Do., ½ lb.		1 30
White Springs, 1s		2 40
Chums, 1 lb. talls		2 00
Do., ½s, flat		1 10
Saimon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Alaska, red, 1-lb. tall	4 25	4 50
Richards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 00
Herrings, imported, tomato sauce		3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s		1 85
Do., kipp., Canadian, 48 ls.		1 90
Do., ½s		1 65
Haddies (import) (½-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (½s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.		2 60
10 oz., doz.		4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.		5 50
Do., 1-lb. talls		8 25
Do., ¾-lb. doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, ½-lb. tins		3 50
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)	21 00	22 25
Sardines—Canadian brands (as to quality), case	8 25	17 50
Sardines, French	32 00	34 00
Do., Portuguese, case		24 00
Scallops, 1-lb. doz.		8 25
Do., Eastern trade		9 25
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1		2 40
Do., 1½s		4 50
Crabs, No. 1 (es 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50

Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, doz., Montreal	2 50

Split Peas Higher; Beans Steady Sellers

Montreal.
BEANS, PEAS.—A steady trade is reported for beans, the best grades meeting with favor. Stocks are quite ample. Split peas are marked up to \$8 per bushel in one quarter.

BEANS—		
Canadian, hand-picked, bush...	5 40	5 75
British Columbia		5 00
Brown Beans	3 00	
Japanese		5 25
Yellow Eye		5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel		4 00
Peas, split, new crop (98 lbs.)	7 25	8 00
Peas, boiling, bushel	8 00	8 50
Peas, Japanese, green, lb.	0 10½	0 11

More Supply Soon Nut Prices Held;

Montreal.
NUTS.—There is a tendency to firmness on most lines of nuts, and while there has been little change in this market, it is expected that delivery to the trade will soon be heavy, with the near approach of the holiday season and seasonably heavier trade. Shipments that have been held in New York harbor awaiting the settlement of the longshoremen's strike will now be unloaded and delivered to the various consignors.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)		0 62
Almonds (Jordan)		0 75
Brazil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 28	0 29
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts—		
Jumbo		0 20
"G"		0 18
Coons		0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.		0 33

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

Slow Arrivals of Dried Fruits; Firm

Montreal.
DRIED FRUITS.—While arrivals have been reported, the movement of dried fruits appears to be held back in many instances. This is probably due to certain congestion, and one importer attributes it to lack of rolling stock. It is stated that inquiries now being instituted in the States relative to ruling prices for various dried fruits may alter the basis, but of course no one knows whether such a result will induce lower quotations. There is a ready demand for supplies as they arrive, and in some instances there is a suggestion that prices will be easier.

Apricots, fancy	0 32	
Do., choice	0 28	
Do., slabs	0 26	
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	0 24	0 26
Pears, choice	0 25	0 26
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateis, 2 crown	0 16	
Do., 1 Crown	0 14	
Do., 3 crown	0 18	
Cal. seedless, cartons, 16 oz.	0 23	
Fancy seeded	0 14	
15 oz.	0 16½	0 17
11 oz.	0 18½	0 14
Seedless, 15 oz. pkg.	0 23	
Currents, Greek, 15 oz.	0 24	0 25
Currents (Amarites), re-cleaned	0 22	
Dates, Excelsior, per case (36-10s)	5 75	
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 25	
Packages only, Excelsior	0 20	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	
Do. (28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
30-40s	0 35	
40-50s	0 30	
50-60s	0 25	
60-70s	0 22	0 25
70-80s (25-lb. box)	0 19	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	0 17	

Another Increase in Price of Molasses

Montreal.

MOLASSES AND SYRUPS.—Another advance has been effected in one jobbing quarter for fancy molasses, this amounting to 5 cents per gallon. The tendency is steadily upward and prices may not have reached their high point. These increases bear out the firming tendencies already outlined in CANADIAN GROCER, a special article bearing on the situation appearing in last week's issue. There is a steady and heavy demand for corn syrups, and prices are fully maintained.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	
Half bbls.	0 08½	
Kegs	0 08½	
2-lb. tins, 2 doz. in case, case	5 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, ½ doz. in case, case	5 75	
20-lb. tins, ¼ doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
3-gal. 38½-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz. in case, case	6 55	
10-lb. tins, ½ doz. in case, case	6 25	
20-lb. tins ¼ doz. in case, case	6 20	
Cane Syrup (Crystal) Diamond—		
Barrels, per 100 lbs.	10 25	
Half barrels, per 100 lbs.	10 50	
Glucose, 5-lb. cans (case)	4 80	

Prices for

Barbadoes Molasses—	Island of Montreal
Punchoons	1 05 1 10
Barrels	1 08 1 13
Half barrels	1 10 1 15

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

Firm Prices Here On Various Rices

Montreal.

RICE AND TAPIOCA.—Firm prices are obtaining for rice of the various grades, and supplies are likely to be held at prices that will show little decline.

This would be the obvious tendency with stocks here and in the States not heavy.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	12 50	12 50
Siam (fancy)	16 00	
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	13 75	
Sparkling	15 75	
Patna	0 14½	0 15½
Broken rice, fine	7 00	
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Tapioca (pearl)	0 12½	0 14
Tapioca (flake)	0 11	0 13

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

Japan Teas Said To Be Distributed

Montreal.

TEAS.—Buyers are picking up stock teas that have been in transit, and particularly in Japans. A large importer stated this week that Japan cables indicated that most teas there had already been sold and already shipped to the various buyers. Prices are firm and are even advancing. The tendencies on nearly every grade are higher.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 48
Broken Orange Pekoes	0 43	0 46
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee is Firm, With Steady Sale

Montreal.

COFFEE.—There is a firm spot market and the same is true of futures. Delivery to the trade is well maintained here and no easing tendencies are to be noted. Cocoa is steady to firm, and the movement is heavier as the fall season advances.

Coffee—		
Bogotas, lb	0 46	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In small size, per doz.	1 10	

Allspice and Cloves Are Now Advancing

Montreal.

SPICES.—The market for cloves and allspice is an advancing one, and jobbers are advancing prices this week. These tendencies have been pointed out very definitely in CANADIAN GROCER of late, and the whole spice market is quite firm. A good movement is reported.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 85	0 90
Cloves	0 85	
Cream of tartar (French pure)	0 75	0 80
Chickory, Canadian	0 20	
American high test	0 80	0 85
Ginger	0 29	
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins	1 00	

Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	
Nutmegs, whole	0 60	0 70
64, lb.	0 45	
80, lb.	0 43	
100, lb.	0 40	
Nutmegs, ground, 1-lb. tins	0 65	
Pepper, black	0 38	0 40
Do., special	0 32	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk	2 00	
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 75	0 80
Celery seed, bulk (nominal)	0 21	0 28
Shredded cocoanut, in pails	0 20	0 22
Pimento, whole	0 20	0 22

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

A Firmer Price Now on Corn Flakes

Montreal.

PACKAGE GOODS.—Prices have again moved upward on one line of corn flakes, and it is expected that others will be revised this week. There is a steady demand for nearly every line of package cereals.

PACKAGE GOODS					
Corn Flakes, 3¼s,					
Case	3 50	3 65	3 75	3 90	4 25
Rolled oats, 20s					5 60
Do., 18s					2 00
Do., large, doz.					3 00
Oatmeal, fine cut, pkgs., case					4 60
Oat Flakes, 20s					5 40
Puffed rice					5 25
Puffed wheat					4 25
Farina, case					2 35
Scotch Pearl Barley, case					2 35
Pancake Flour, case					3 60
Pancake flour, self-raising, doz.					1 50
Buckwheat Flour, case					3 60
Wheat food, 18-1½s					3 25
Porridge wheat, 36s					6 45
Do., 20s					6 25
Self-Raising Flour (3-lb. pack.) doz.					2 90
Do. (6-lb. pack.), doz.					5 70
Corn starch (prepared)					0 11¾
Potato flour					0 16½
Starch (laundry)					0 12
Flour, Tapioca	0 15				0 16

Milling Oats Not Said to be Plentiful

Montreal.

CEREALS.—Despite the fact that best milling oats are said to be rather short in supply, prices are being cut here and there, and there is a strong competitive condition. There is little quotable change on other lines.

Cornmeal, Gold Dust	5 75	6 50
Barley, pearl	6 00	6 25
Barley, Pot. 98 lbs.	5 00	5 50
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard granulated and fine)	5 50	5 85
Pass, Canadian, boiling bush	1 00	5 50
Soft peas (per 93 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	4 85	5 00
Rolled wheat (100-lb. bbls.)		7 10

More Export Orders Help Out Millers

Montreal.

FLOURS.—The receipt of orders for over half a million barrels of flour last week will serve to help the millers quite materially. Domestic trade is limited although there is a fair movement. The undertone is decidedly firm and it is

not improbable that some advance in the market might become effective.

Standard Wheat Flours—

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

*While Much Grass,
Feed Sales Smaller*

Montreal.

FEEDS.—While the markets are ruling steadily, the sale of millfeeds is not heavy, for the weather conditions here have permitted cattle to graze right along. Supplies are, therefore, ample to meet the existing requirements and prices are unchanged.

Shorts—

Mixed cars	52 00
Bran—	
Mixed cars	45 00
Crushed oats	60 00 68 00
Barley chop	64 00 70 00
Special, middlings	61 00 62 00
Feed flour (98 lb. sack)	3 75
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	64 00
F.O.B. Fort William	62 00

*Hay Prices Will
Depend on Winter*

Montreal.

HAY AND GRAIN.—If the winter here should be mild it is probable that hay prices will be lower. As it is the farmers are holding out for full prices and are disinclined to dispose of their crops for less than the following prices. The grain markets have been fluctuating somewhat, now advancing, and later declining.

Hay—

Good, No. 1, per 2,000-lb. ton	23 00
Do., No. 2	22 00
Do., No. 3	20 00
Straw	11 00

Oats—

No. 2 C.W. (34 lbs.)	0 97 1/2
No. 3 C.W.	0 96
Extra feed	0 94
No. 1 feed	0 94
No. 2 feed	0 92

Barley—

No. 3 C.W.	1 56
No. 3	1 55
No. 4 C.W.	1 53

*Potatoes Are Steady;
Onions Again Higher*

Montreal.

VEGETABLES.—The price of potatoes holds steadily and there is a good demand. Onions are very high and there is an advance this week for all grades

excepting Spanish, which are lower. Tomatoes of the domestic variety are about finished for the season.

Beans, new string (imported)

hamper	4 00
Beets, new, bag (Montreal)	0 90 1 00
Cucumbers (hothouse), doz.	2 00
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	1 50 2 00
Cabbage (Montreal), doz.	0 50 0 75
Carrots, bag	1 00
Celery, doz.	0 50 1 00
Garlic, lb.	0 30
Lettuce, Boston (2 doz. crate), crate	2 75
Lettuce (Montreal), head	0 50
Leeks	1 50
Mint	0 30
Marrows, Vegetables, doz.	1 00 1 50
Mushrooms, lb.	1 25
Basket (about 3 lbs.)	3 50
Onion, yellow, 75-lb. sack	5 00
Do., red, 75 lbs.	5 50 6 00
Do., crate	3 00
Do., Spanish, case	6 75
Parsley (Canadian)	0 20
Peppers, green, doz.	0 10
Do., red, doz.	0 10
Parsnips, bag	1 25
Potatoes, Montreal (90-lb. bag)	1 75
Do., sweet, hamper	3 25
Radishes, doz.	" "
Spinach, box	1 00 1 25
Squash, Huber, doz.	1 50 2 00
Turnips, Quebec, bag	1 50
Do., Montreal	1 25
Tomatoes (Montreal), baskets	1 25

*Best Spies Are \$9.00;
Citrus Fruits Easier*

Montreal.

FRUITS.—Northern Spies have arrived and are in active demand at \$8 to \$9 per barrel. There is a good supply of apples and the prices are firm. Cranberries are quoted down at \$11 per barrel. Oranges and lemons are easing in the U. S. markets and it is expected that they will be marked down here in the immediate future.

Apples—

Baldwins	7 00 7 50
Ben Davies, No. 1	5 50 6 00
Do., No. 2	5 00
MacIntosh Red	9 00
Fameuse, No. 1	8 50 9 00
Greenings	7 00 7 50
Gravenstein	5 00 5 50
Spies	8 00 9 00
Wealthy	7 00 8 00
Winter Reds	6 50 7 00
Apples in boxes	3 50
Bananas (as to grade), bunch	6 00 6 75
Cranberries, bbl.	11 00
Do., gal.	0 75
Grapes, Tokay (box), 30 lbs.	3 25
Grapes, basket	0 50
Grapes, Emperor, kegs	8 00
Grapefruit, Jamaican, 64, 80, 96	4 00
Do., Florida, 54, 64, 80, 96	4 50
Lemons, Messina	6 00
Pears, California	6 50
Keiffer Pears (box)	2 75
Pears, California	5 00
Oranges, Cal., Valencias	6 50
200 size	7 25
Cal. Navels	7 00

tinues very strong, and there is not likely to be much change in that direction for some time to come. Values are very firm, and in fact some refiners state that further advances are more than probable, because of the advancing raw markets. Quotations are now at \$11.46 per cwt., on the basis of Toronto delivery.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

*Molasses Likely
To Be Higher*

Toronto.

CORN SYRUPS, MOLASSES.—There are no changes in quotations on corn syrups and molasses. The market is very strong, with demand extremely active. Advices from the Barbadoes and the West Indies show marked advances in new prices on molasses. Quotations are from 20 to 30 cents per gallon higher, on new goods, although the prices to the retail trade have not changed.

Corn Syrups—

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

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 40
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60 6 00
West Indies, 1 1/4s, 48s.	4 60 6 95

*Package Goods
Sell Unchanged*

Toronto.

PACKAGE GOODS.—The market for package goods is very strong, with no changes in quotations as compared with a week ago. Rolled oats are selling

ONTARIO MARKETS

TORONTO, Nov. 14—Indications point to further improvement in the sugar situation, although prices are very strong and are likely to remain so for some time to come. Quotations of future shipments of molasses are very strong and sharp advances are looked for. The scarcity of seedless raisins on the Coast has strengthened the market and prices here are also higher.

*Sugar Quotations
Steady and Strong*

Toronto.

SUGAR.—There are indications that

there will be an easier feeling in the market for sugar in the course of the next fortnight, refiners told CANADIAN GROCER this week. This is, of course, in regard to supplies. The price con-

freely. In fact there is a brisk inquiry for all breakfast foods.

PACKAGE GOODS

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

Split Peas Are Quoted Higher

Toronto.

CEREALS.—Cereals in bulk are experiencing an active inquiry. Golden cornmeal is selling at \$5.75 in bags of 98 pounds, and fancy yellow cornmeal is bringing from \$5 to \$5.50 per 98s. Split peas are higher in price, selling at 8 cents per pound.

	Single F.o.b. Toronto	Bag Lots
Barley, pearl, 98s	7 50	
Barley, pot, 98s	6 00	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s		5 75
Cornmeal, Golden, 98s		5 50
Do., fancy yellow, 98s.	5 00	6 00
Hominy grits, 98s	5 50	5 75
Hominy, pearl, 98s	5 25	5 80
Oatmeal, 98s	5 70	
Oat Flour		5 00
Rolled oats, 90s	4 90	7 00
Rolled Wheat, 100-lb. bbl.	6 50	6 15
Breakfast Food No. 1		6 15
Do., No. 2		10 00
Rice flour, 100 lbs.		6 75
Linseed meal, 98s		0 08
Peas, split, 98s		0 10
Blue peas, lb.	0 10	0 11

Canned Goods Holding Steady

Toronto.

CANNED GOODS.—There are no changes in quotations on canned goods. Prices are steady and strong with supplies of canned fruits showing depletion. Salmon is selling freely, and the best grades are being rapidly cleaned up. Canned vegetables are also in demand. There is an unusually heavy inquiry for canned fruits at this season, and indications are that they will all be in the hands of the trade sooner than is generally the case.

Salmon—

Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s, doz.		2 50
Cohoos, 1/2 lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls.	3 75	4 25
Do., White Springs, 1s doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Lobsters, 1/2 lb. doz.		6 00
Do., 1/4-lb. tins		3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen		1 45
Tomatoes, 2 1/2s, doz.	2 00	2 05
Peas, standard, doz.		2 00
Do., Early June, doz.	2 17 1/2	2 22 1/2
Do., Sweet Wrinkle, doz.	2 45	2 50

Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn		1 85
Pumpkins, 2 1/2s, doz.		1 25
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
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.		
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Toronto.		
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each		0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each		1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 88
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.		4 50
Do., 4s, each		1 10
Strawberries, 16 oz., doz.		4 50
Do., 4s, each		1 15

Seedless Raisins Will Be Scarce

Toronto.

DRIED FRUITS.—Shipments of prunes and apricots that have been in transit from California points now for some weeks, and have been delayed en route, are due to arrive the end of this week. Some of these goods are packed in cartons. This is a new departure in putting up prunes and apricots, and no doubt will be appreciated by the trade. A five pound carton package of prunes, it is expected, will sell to the trade at \$1.15. Apricots are being put up in 12 oz. cartons, and are of the best quality. The situation in raisins is one of great scarcity. Thompson's seedless are reported very scarce on the Coast, and are almost impossible to secure. They are costing 20 1/2 cents laid down in Toronto for new goods. Present stocks are quoted at 21 cents. Seedless raisins, in 15 oz. packets, are selling at from 20 1/2 to 21 cents.

Evaporated apples	0 22	0 23
Do., choice, 25s		
Do., standard, 25s		
Candied Peels, American—		
Lemon	0 42	
Orange	0 44	
Citron	0 60	
Currants—		
Grecian, per lb.	0 23	
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs, 3 doz. in case	5 75	
Dromendary, 3 doz. in case	7 00	
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs, 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.	0 26 1/2	
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.	0 15 1/2	
Peaches—		
Standard, 25-lb. box, peeled	0 26	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s		0 23

Seedless, 15-oz. packets	0 20 1/2	0 21
Seeded, 15-oz. packets		0 20 1/2
Seedless, Thompson's, bulk		0 20 1/2
Seedless, Thompson's, bulk		0 21
Crown Muscatels, 25s.	0 15	0 20
Greek Sultanas	0 25	0 27

Teas On Primary Markets Higher

Toronto.

TEAS.—Teas on primary markets are very much higher. Advices from Ceylon show advances in the past week of five cents per pound. This renders new buying of supplies at very much higher figures. The dock strike at New York has also interfered with the shipping forward of supplies. Quotations on spot show no changes, because of the fact that dealers have had ample stocks purchased at the lower levels. Real choice Indian teas on primary markets are quoted as high as ten shillings per pound, but, of course, teas at this figure could not be sold here. Teas that are good sellers here, however, are costing from 50 to 60 cents per pound to import. Japanese teas are very much higher, costing 48 cents laid down here. They are selling to the trade at 53 cents.

Ceylons and Indians—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
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.

New Almonds Have Arrived

Toronto.

NUTS.—Shipments of new shelled almonds for this market have arrived at Montreal and should be along at an early date. They will sell at the trade at 60 cents per pound, slightly lower than present stocks have been selling. The market for peanuts is very strong. Spanish peanuts have advanced 4 1/2 cents per pound on the opening quotation. They are now quoted laid down here at 23 1/2 cents per pound. Stocks of walnuts have been pretty well cleaned up. Brazils are steady, and new pecans are quoted at \$1.30 per pound. Coconut is still very strong, the unsweetened selling at 40 cents per pound and the sweetened at 45 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 09
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 40
Do., sweetened, lb.		0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb., roasted	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.		0 08
Pecans, lb.		1 30

Market in Rices
Still Very Strong

Toronto.

RICES.—The market for rices is very strong, with no changes in quotations as compared with a week ago. All primary markets are very firm, and there is at present very little coming forward. Tapioca is selling at 15 cents per pound.

Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	17 00	17 00
Japans, fancy, per 100 lbs.	13 00	14 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX, per 100 lbs.	16 00	16 00
Do., Simiu	16 00	16 00
Do., Mujin, No. 1	14 00	14 00
Do., Paking	0 14	0 14
White Sago	0 15	0 15
Tapioca, per lb.		

Spices Selling
At High Figures

Toronto.

SPICES.—The market for all spices is very strong. There is a very active demand for practically every variety. Cloves are quoted unchanged from last week at from 80 to 85 cents, and ginger is higher at from 30 to 40 cents. Cinnamon is selling at 55 cents per pound. The market is almost bare of cream of tartar and increasing difficulty is being experienced in getting new supplies. French pure cream of tartar is quoted at from 75 to 80 cents. The American high test is quoted at the same figure.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 55	0 55
Cloves	0 80	0 85
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 35
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar— French, pure	0 75	0 89
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 50

Spot Coffees Are
Very Scarce

Toronto.

COFFEES.—There is a very marked scarcity of spot coffees on this market, and some houses are almost bare of supplies. On account of the strike in New York, it is difficult to get shipments that have arrived there moving. No changes, however, are reported in spot prices here. The market is steady and very strong.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.		0 51
Chicory, lb.		0 30

Cocoa— Pure, lb.	0 31
Sweet, lb.	0 31

Honey Rules
Very Firm

Toronto.

HONEY, MAPLE SYRUP —There is a very good inquiry for honey, with prices ruling very firm. No changes are reported as compared with a week ago. Maple syrup has been pretty well cleaned up.

Honey, Clover— 5-lb. tins	0 25
2 1/2s. tins	0 26
10-lb. tins	0 24
60-lb. tins	0 24
Buckwheat, 50-lb. tins, lb.	0 18
Comb, No. 1, fancy, doz.	0 18
Do., No. 2, doz.	
Maple Syrup— 8 1/4-lb. tins, 10 to case, case	18 00
Wine qt. tins, 24 to case, case	17 00
Wine 1/2 gal. tins, 12 to case, case	16 00
Wine 1 gal. tins, 6 to case, case	15 00
Imp. 5 gal. cans, 1 to case, case	15 00
Maple Sugar— 50 1-lb. blocks to case, lb.	0 29

Market For Beans
is Very Quiet

Toronto

BEANS.—The market for beans is very quiet. Buyers are paying the farmers from \$4 to \$4.50 per bushel, and quotations to the trade show little change as compared with last week.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bush.	5 25	5 50
Marrowfats, bush.	6 00	6 50
Japanese Kotosashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascas, lb.	0 13	0 14

Valencia Oranges
Slightly Easier

Toronto.

FRUITS. — Valencia oranges are slightly easier in prices this week. They are quoted all the way from \$5.50 to \$7, according to sizes. Lemons are from \$6.75 to \$7 per case. Grapefruit is selling at from \$5 to \$6. There is an active inquiry for apples, both in barrels and in boxes. Ontario Kings are selling at from \$7 to \$7.50, and Spies at from \$7 to \$8.50 per barrel. McIntosh Reds, Jonathans, and Kings, are ranging all the way from \$3 to \$3.75 per box.

Bananas, Port Limons	0 08
Valencia Oranges— 176s, 200s, 216s	6 75
150s and 126s	6 00
96s, 100s, 250s, 288s, 324s	5 50
Lemons, Cal., 300s, 360s	6 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 00
Apples— Ontario Kings	7 00
Ontario Spies	7 00
Blenheims	5 25
McIntosh Reds, box	3 75
Jonathans, box	3 15

Kings, box	3 00
Snows, box	3 35
Rome Beauty, sizes 88s, 96s, 104s, 118s, 125s, 138s, 150s	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00
Nova Scotia Kings, 1 1/2 lb.	4 25
Cal. Pears	5 50
Grapes, Cal., Emperor, lugs	4 25
Do., barrels	8 00
Cranberry, Cape Cod, bbl.	12 00
Do., half bbl.	6 00
Do., boxes	4 50
Pomegranates, boxes	4 00
Can. Chestnut, lb.	0 25

Ontario Potatoes
Show Advances

Toronto

VEGETABLES.—Quotations on Ontario potatoes are stronger this week. Quite a sharp advance is reported. Number one Ontarios are selling to the trade at from \$2 to \$2.25 per bag. Onions are unchanged in price, and celery is \$5 per crate of 8 dozen bunches. Jersey sweet potatoes are \$2.50 per hamper. Cauliflower is from \$2 to \$2.50 per box of twelve.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 00	2 25
Carrots, per bag		1 00
Lettuce, Cal., head, crate 8 doz.		6 00
Do., Cal., head, crate 8 doz.		5 00
Hothouse Tomatoes, lb.		0 25
Onions, Yellow Danvers, 100-lb. sacks	4 75	5 00
Onions, 50-bag lots		4 50
Spanish Onions, large cases		6 25
Do., small crates		2 50
Onions, white, large sacks		6 50
Celery, 8 doz.		5 00
Cauliflower, box 12	2 00	2 50
Potatoes— Ontario, 90-lb. bags	2 00	2 25
Ontario, No. 2s	1 85	1 90
New Brunswick	2 00	2 10
Jersey Sweet Potatoes, hamper		2 50
Do., bbl., double headers		7 50
Turnips, bag		1 00
Mushrooms, 4-lb. basket		3 00

Flour Market
Holding Steady

Toronto.

FLOUR.—No changes are reported in quotations on flour. There is not much improvement in the market as far as domestic demand is concerned, but there is a big movement for export.

Flour— Government standard, 74 per cent. extraction. Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Active Inquiry
For Millfeeds

Toronto.

MILLFEEDS.—There is a very good inquiry for millfeeds, both bran and shorts. Bran is selling at \$45.25 per ton, and shorts at \$52.25.

MILLFEEDS— Bran, per ton	45 25
Shorts, per ton	52 25

WINNIPEG MARKETS

WINNIPEG, Nov. 10—There have been some changes noted during the week and there is also a general firmness noted in all lines that suggest the possibility of further advances.

Granulated Sugar
Very Scarce

Winnipeg.

SUGAR.—Granulated sugar is the

scarcest it has been here in some years. Many restaurants are serving the darkest of brown sugar. Many retailers are only allowing one pound of sugar with an order. Two refineries are reported to

have a number of cars in transit which will relieve the situation somewhat.

Advances Expected In Corn Syrup

Winnipeg.
SYRUP.—While the market is unchanged, many wholesalers would not be surprised to see an advance in this line as well as other corn products. There is a very active demand for corn syrup and shipments are reported slow. The corn market is reported as panicky.

Honey Unchanged; Prices Firm

Winnipeg.
HONEY.—Sales are reported large from country buyers. Prices remain unchanged but firm.

10-lb. pails, per pail	2 95
5-lb. pails, per pail	1 50
4 1/4-lb. pails, per pail	1 40
12 oz. glass, 2 doz. to case, per dz.	4 00
16-oz. comb honey, imp., per doz.	5 50

Coffee Prices Still Advancing

Winnipeg.
COFFEE.—The coffee market is very strong in all grades. Santos and Rios have shown an advance of about 1 1/2 cents per pound. Mexican is very scarce owing to the internal difficulties in Mexico. All mild coffee is held at very firm prices. There is also a growing shortage of practically all lines.

Dried Fruits Are Unchanged

Winnipeg.
DRIED FRUITS.—No changes have been noted in the prices recorded last week, which are as follows:

Raisins—

Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	1 05
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy.	0 15
Do., 15 oz., choice	0 20 1/2
Cal., seedless, pkgs. 11 oz., choice	0 16

Prunes—

90-100s	0 18	0 18 1/2
80-90s	0 18	0 18 1/2
70-80s	0 20	0 21
60-70s	0 21	0 22
50-60s	0 22	0 23
40-50s	0 24	0 25

Dates—

Royal Excelsior, 3 doz. cases, per pkg.	0 19 1/2
Dromedary, 3 doz. cases, per pkg.	0 22
Fard, 12-lb. boxes, per box	3 00

Figs—

Spanish cooking, recleaned, per lb.	0 18
Cal. White Roedings, per lb.	0 23
Black Figs in Cartons, 10 x 15 per carton	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	4 10
Do., 6-row, 10-lb. boxes	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	3 60
Do., 5-row, 10-lb. boxes	3 40
Fancy, 8-oz. bricks, 24 to box	3 35

Pepper, Cloves and Cream of Tartar Advance

Winnipeg.
SPICES.—The pepper market is very firm and advancing spot supplies are

only fair. Black pepper has noted an advance of approximately 1 1/2 cents per pound, and white, 3 cents per pound. The cloves market is at present very active. Importers are buying freely and advances are looked for at any time.

CREAM OF TARTAR.—Heavy advances are looked for in French cream of tartar. The coal shortage in France is having a very serious effect on the production of cream of tartar as well as many other lines.

Rice Market Very Firm

Winnipeg.
RICES.—The market is very firm, with advances looked for. Texas rice has been damaged to a great extent by rainstorms. There is a very active demand for rices of all descriptions. Oriental rice, importers state, will continue to remain very firm.

No. 1 Japan, 100-lb. sacks	0 17 3/4
No. 2 Japan, 100-lb. sacks	0 13 1/2
Siam, 50-lb. sacks	0 13
Patna, 100-lb. sacks	0 14 1/4
Patna, 50-lb. sacks	0 14 3/4
Ground rice, 100-lb. sacks	0 11
Do., 50-lb. sacks	0 11 1/8

TAPIOCA—

Pearl, sack lots, lb.	0 14
Do., broken sacks, lb.	0 14 1/2

Bean Market Remains Strong

Winnipeg.
BEANS.—The bean market is very strong. This year's crop is reported much less than last year. Quality of B. C. beans is said to be exceptionally fine this year. Hand picked selected quality, 100-pound bags, per bag \$8; white Lima beans, 80-pound bags, per pound, 13 cents.

Cereal Prices Remain Firm

Winnipeg.
CEREALS.—There were slight changes in barley and peas arriving during the week. Prices remain very firm.

Cornmeal, yellow, 1/2 sacks, per sack	3 05
Do., 1/4 sacks, per sack	1 55
Do., 10-lb. bags, 10 to bbl.	6 70
Gran. Oatmeal, coarse, 98-lb. sack	5 50
Do., 48-lb. sack	2 80
Do., 24-lb. sack	1 45

Standard oatmeal prices the same as standard.

Dried peas, whole, yellow, per lb.	0 04
Do., green	0 10 1/2
Split peas, 98-lb. sacks, per sack	7 75
Do., 49-lb. sacks, per sack	3 90
Do., broken quantities, per lb.	0 08 1/2
Rolled oats, 80-lb. bags	4 20
Do., 40-lb. bags	2 15
Do., 20-lb. bags	1 10
Wheat granules, 98-lb. bags	6 00
Do., 49-lb. bags	3 05
Do., 24-lb. bags	1 15
Do., 6-lb. bags, 16 to bale, per bale	6 95

Vegetables Show Higher Prices

Winnipeg.
VEGETABLES.—There is a big demand for all varieties of fresh vegetables reported by retailers. Prices are steadily advancing as the season advances.

B.C. onions, yellow, per sack	5 00
Manitoba Red, per sack	4 00
Potatoes, bushel	1 10

Carrots, per lb.	0 04
Beets, per lb.	0 02
Turnips, per lb.	0 03
Cabbage, per lb.	0 02
Head lettuce, per doz.	4 25
Head lettuce, hothouse, per doz.	0 40
Tomatoes, imported, per basket	3 00
Celery, B.C., per lb.	0 12
Do., Manitoba, per doz.	0 90

Feeds and Hay Remain Unchanged

Winnipeg.
HAY AND FEEDS.—There has been no change in the price of hay and feeds recorded during the week.

Fruit is in Big Demand

Winnipeg.
FRUIT.—There has been a very marked improvement in the demand for fruit during the past week. Prices are quoted as follows:

Oranges, Valencia	7 75	8 50
Cal. Lemons	10 00	10 25

Apples—

B.C. Wealthy No. 1, case	3 00	
Do., do., No. 2, case	2 75	
B.C. Jonathans, No. 1, case	3 25	
Do., do., No. 2, case	3 00	
B.C. Northern Spies, case	3 50	
Mackintosh Reds, No. 1, case	3 25	
Do., do., No. 2, case	3 00	
Washington, wrapped, per case		
No. 1	3 00	
No. 2	2 75	
Cranberries, per bbl.	14 75	15 00
Grapefruit, per case	6 25	6 50

SARDINES MAY BE HIGHER

Rand W. Sutherland, secretary and general sales manager, Norcanners, Limited, Norway, and 105 Hudson St., New York, is in Canada at the present time. CANADIAN GROCER met him in Toronto this week, just after he had made a trip through Western Canada.

In speaking of the sardine situation, Mr. Sutherland pointed out that the last pack was a small one in Norwegian waters and that there are, comparatively speaking, not many of the finer grade of sardines for the Canadian market. There is, however, a better supply of the Sild variety than the Brisling. He looks forward to seeing a higher price by perhaps 50c a case sometime in January, particularly on account of increased costs in transportation all along the line. Prices for the next season's pack will depend on the quantity packed, and it is impossible at the present time to forecast what this will be.

Mr. Sutherland was very enthusiastic about the sardine market in Canada. He states that Canadians are better buyers of Norwegian sardines than people of the United States. We consume more per capita than our friends in the South. He was surprised at the way Western Canadian trade have been purchasing sardines.

Mr. Sutherland left Toronto Wednesday night for Montreal, where he will spend a few days with his representatives, C. B. Hart, Reg. A. S. May & Co., Toronto, have been appointed Toronto representatives, and Donald H. Bain & Co., of Winnipeg, the agents for Western Canada.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., November 11.—Teas are higher. Red Rose and Blue Ribbon have advanced 8 cents per pound. Canned milks advanced 25 to 45 cents per case. Lard 3s now \$20.40. New seedless raisins have arrived, Griffin's 11-ounce 36s, \$6. Three crown loose Muscatels, 16½ cents. B. C. pack peaches and apricots 2s, \$7.50 per case. Evaporated B. C. apples of excellent quality 50s, 25 cents. Shorts are down \$3 per ton; bran is very scarce. Cream of tartar cheaper, ½s of one brand down from \$6.60 to \$5.21. On account of the shortage of proper size hogs, back and belly bacon will be scarce for some time.

Flour, 96s, per bbl.	10 70
Beans, Limas	0 12 0 15
Beans, B.C.	7 50 9 00
Beans, Kootenashi	8 00 8 25
Rolled oats, 80s	4 15
Rice, Siam	13 50 14 50
Japan, No. 1	17 00 18 00
Tapioca, lb.	0 14
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt	18 00
Honey, 5s, doz.	0 30 0 32
Cheese, No. 1, Ontario, large	0 58
Butter, creamery, lb.	0 45 0 50
Do., dairy, lb.	20 40
Lard, pure, 3s, per case	18 30 18 50
Eggs, new-laid, local	4 30 4 60
Do., No. 1 storage	4 40
Tomatoes, 2½s, standard, case	4 10
Corn, 2s, case	10 30
Peas, 2s, standard, case	10 30
Raspberries, 2s, Ontario, case	9 00 9 50
Cherries, 2s, red, pitted	0 24 0 25
Apples, evaporated	0 26½
Do., 25s, lb.	0 40
Apricots, evaporated, 25s	0 25½
Peaches, evaporated, lb.	7 50
Do., canned, 2s	0 21½
Prunes, 90-100s	0 22½
Do., 70-80s	0 23½
Do., 50-60s	10 25
Salmon, pink tall, case	17 50
Do., Sockeye, tall, case	18 00
Do., halves	33 00
Potatoes, per ton	7 00
Oranges	10 00 11 00
Lemons	8 00
Grapefruit	7 60
Dates—	0 16
Dromedary, case	0 21 0 23
Excelsiors, lb.	0 33½
Hallowee, lb.	7 00
Pears, evaporated, lb.	0 15 0 20
Pineapples, dried, 2s	
Mincemeat, standard, bulk	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., November 11.—The market is still bare of granulated sugar, yellow wholesaling at \$12.33. Carnation milk has advanced 25 cents per case.

Blue Ribbon package teas have advanced 8 cents per pound, bulk teas also higher. Matches are extremely scarce. Wrapping twine advanced 3 cents per pound. Arrival of new fruits from California seriously delayed through dock strike at San Francisco and car shortage in interior, but supplies are now commencing to arrive, figs, nuts, dates, and other Christmas goods also being held up by longshoremen's strike at New York. The damage to potatoes through freezing is considerable, and price has increased to \$1.35 per bushel. Butter is quoted at 62 cents, and eggs 60 cents.

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., November 11.—Business is reported very good indeed in this market. There are a number of price changes. Yellow sugar is up to \$10.85; molasses to \$1.09; rice, 12½ to 13 cents. New Brunswick cheese is also quoted higher at 31 to 32 cents; Ontario, 32 to 32½ cents. Compound lard is easier and is selling at 30 to 30½ cents. American pork is quoted at \$58 to \$63. Eggs are very scarce and are selling by case at 62 cents. Breakfast bacon is easier and is quoted at 42 to 45 cents. Butter is difficult to procure and is higher in price, creamery 60c, dairy 62c, tub 50c. Supplies of raspberries received at \$4.40 to \$4.45. Lemons lower at \$9 to \$10. Grapefruit \$5 to \$6. Apples, Nova Scotia, \$2.50 to \$6.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary	3 75 3 85
Rolled oats	11 25
Rice, Siam, per 100 lbs.	12 50 13 00
Molasses	1 09
Sugar —	
Standard, granulated	11 35
No. 1, yellow	10 85
Cheese, New Brunswick	0 31 0 32
Cheese, Ont., twins	0 32 0 32½
Eggs, fresh, doz.	0 62
Eggs, case	0 60
Breakfast bacon	0 42 0 45
Butter, creamery, per lb.	0 60
Butter, dairy, per lb.	0 52
Butter, tub	0 48 0 50
Lard, pure, lb.	0 33 0 33½
Lard, compound	0 30 0 30½
American clear pork	58 00 63 00
Beef, corned, 1s	4 55 4 90
Tomatoes, 2½s, standard, case	4 20
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 25 7 35
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	19 50
Salmon, Red Spring, flats, cases	11 00 11 50
Pinks	15 00 15 50
Cohoos	9 00
Chums	0 23 0 23½
Evaporated apples, per lb.	0 27½ 0 28
Peaches, per lb.	

Potatoes—	
Potatoes, Natives, per bbl.	3 25
Onions, Can., 100-lb. bags	5 25 5 60
Lemons, Cal.	9 00 10 00
Oranges, Cal., case	7 50 8 00
Grapefruit, Cal., case	5 00 6 00
Apples, N.S.	2 50 6 00
Bananas, per lb.	0 09 0 10
Grapes, Malaga, box	10 00 12 00

MADE OVER 44 PER CENT.

Continued from page 36

carefully erases the dollar mark and pays only the 42c. Then on getting his stub, all he has to do is write the dollar back on it again, and the counter man is no wiser.

So a check has been devised on which the figures run from 10, 25, 50, 75, 1, 1½, 2, 3, but beginning in reverse order, the smaller at the right hand end of the line. Now when \$1.42 worth of meat is sold the counter man not only fills the check out as usual, but runs a heavy pencil line through the 1½ at the top of the sheet. That shows the cashier that the sale is nearer to \$1.50 than to any other customary division of \$1, while to alter this would require so much careful rubbing that it would be apt to be detected. Moreover, it is an innocent-looking mark, liable to escape the attention of the thief until he is caught with the goods.

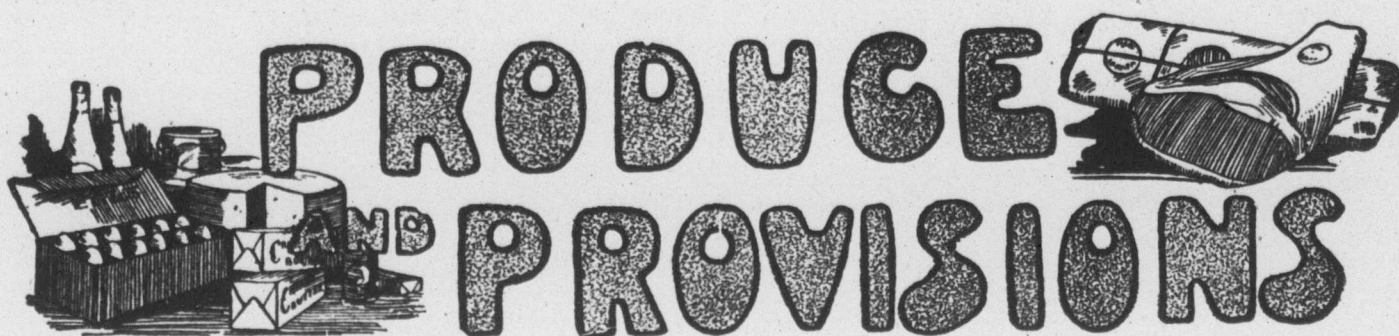
It should be said, however, that hundreds who purchase slips with that device on them do not use it after they buy it! That is nothing against the device, but against the management.

PLAYING TO THE FIVE AND TEN-CENT STORES

A time since I wanted some garden hose washers—that was in 1916, by the way—and I went to my neighboring exclusive little hardware man and was given two for five cents. I said nothing, but remembered that the last time I had wanted them I had purchased from Mr. Woolworth and got six for five cents. Shortly afterwards I chanced to be in a Woolworth, or Kresge store, and saw the same washers at the old price—6 for 5c.

I wondered whether that merchant knew how he was playing into the hands of the five-and-ten, and whether it was worth his while. Had he given me 4 for 5c I should have said and thought nothing, considering the difference in the business: but Two for 5c!

J. Colish, 1791 Main St., Winnipeg, (Kildonan), has dispensed of his grocery and meat business to J. Mount.



PRODUCE AND PROVISIONS

Order Re Pork Product Price Stands

Board of Commerce, After Deliberating Case Presented by Packers, Re-affirms Order, With Some Minor Changes.
Mess Pork and Lard Originating in United States Not Subject to Order

AFTER a two-days' session given over to the presentation of the packers' case at Ottawa, asking for a reprieve from the very onerous conditions imposed on the industry by the system of price fixing, adopted by the Board of Commerce, the board, after deliberation, have made public a judgment, signed by Commissioners Robson, O'Connor and Murdock, confirming the order of the board in respect to prices charged by the packers of and dealers in pork products. However, the judgment makes an amendment with respect to the commodities mess pork and lard that originate in the United States. These are exempted from the order.

The judgment says on this point: "It appears with respect to the commodities mess pork and lard that such thereof as originate in the United States of America cost at present higher prices than will permit their sale within Canada at the prices at which, pursuant to the order, they ought to be sold, and that sales would be made at a loss; it is ordered that until the further order of the board, said commodities when so originating, but not otherwise, stand excepted from said orders."

At the session at which the packers presented their case, J. S. McLean, of the Harris Abattoir Company, Toronto, urged the absolute impossibility of having a double standard of prices for domestic and export business. Domestic prices, he stated, must be set by the export demand or there would be a gradual elimination of Canadian business. The packer who was dependent on domestic business and could not recoup his losses from export business would very rapidly be forced out of business. He must buy on a market for raw products set by the export demand, and sell on an arbitrary fixed figure probably below that amount.

Mr. O'Connor could not see that there was any reason why there could not be a domestic and export price; he urged that the domestic price need not necessarily be lower than the export price, or vice versa.

Where Theory is Wrong

This contention may be true in theory, but on an export market governed by

world conditions there must of necessity be sharp fluctuations, while a domestic price arbitrarily set on the basis of a given date would have no such mobility, and the price must vary from the export price. Unquestionably, as against a losing domestic market and a more or less profitable export field there would be little doubt that the domestic field would be at a disadvantage.

E. C. Fox, of the William Davies Company, cited the case of barrel pork, which at the present time was in keen demand, whereas on March 10 the demand was naturally at its lowest ebb. He also urged the necessity of considering the product as a whole. The present order, he contended, left a wide avenue for loss, but practically precluded the chance of profit.

O'Connor and the Public

Taking the statement that the high cost of hogs was in a measure at least due to the high cost of feeds, Mr. O'Con-

nor introduced an interesting point. "Suppose," he suggested, "we added \$1.20 per annum to the cost of bread, that would permit a lower price for bran and shorts and consequently a lower price for hogs." Mr. O'Connor explained that the per capita consumption of bread was 240 loaves of 1½ pounds.

"What would the public say to that increase?" he was asked.

"They would never feel it," he stated.

O. W. Walker, of the Swift Canadian Company, taking Mr. O'Connor's statement that the public would not notice an advance of \$1.20 on bread in a year, made a telling point. The per capita consumption of packing house products in Canada was 200 pounds a year, he stated, on which the packer made half a cent a pound, or a total cost to the consumer of \$1 per year. If the consumer would not feel the \$1.20, there was no reason why they should feel the expenditure of \$1. The Board of Commerce were evidently impressed with the strength of the arguments raised, and the evident willingness of the packers to assist in any way possible toward lowering prices, and agreed to discuss the matter still further with a representative of the packers.

The further discussion, however, resulted only in the very limited concessions noted above.

Montreal to Reconsider Selling by Pound By-law

Strong Representations Laid Before the City Council Result in the Appointment of a Committee to Decide Whether Action to Reconsider the By-law Would be Justified

THE members of the city council of Montreal decided recently to reconsider the position they had taken when they adopted a by-law submitted by the Administrative Commission requiring eggs to be sold by retail dealers in future by weight, and not as heretofore by the dozen. What the aldermen suggested is that the operation of the by-law be suspended until the question can be re-examined by a special committee with a view of reaching a practical solution. The matter is now referred back to the city commissioners.

The motion proposed by Ald. Sansregret declared that as the sale and delivery of eggs by wholesale merchants was by the dozen, and as the classifica-

tion was according to quality and not by weight, and as the price of eggs varied from ten to fifteen cents a dozen according to quality, and as there also exists a difference from ten to fifteen cents a dozen if the smallest and largest eggs of the same quality are weighed, and as serious inconveniences would result, and as the consumer would be liable not to get the quality that he wished to buy seeing there is no mark whatever to indicate this to him.

A special committee of three aldermen, two wholesale provision merchants and two representatives of the retail trade were authorized to inquire with the members of the Administrative Commission, if it would not be advisable to

amend by-law 665 so as to find a practical solution of the problem; that meanwhile the Administrative Commission be requested to suspend all procedure taken or to be taken until this question is definitely settled, and that the petition now before the council be transmitted to the special committee."

The motion was adopted without debate.

The petition referred to was signed by some 160 farmers living in the vicin-

ity of Montreal, who, in pointing out the difficulty that confronted them to provide themselves with scales for the weighing of vegetables, contended that the by-law was not practical, for which reason they asked it be repealed or at least suspended until a delegation representing the petitioners could submit their views to the aldermen.

It is this same by-law which requires the weighing of vegetables that contains the provision regarding the weighing of eggs.

Clerks' Efforts Increase Sales of Fish

Order Little and Order Often, Says Montreal Grocer—Sales Increasing All the Time—Get the Deliveries Out Quick

IT requires some considerable amount of trade to retain a staff of 14 men in a retail grocery and meat store. This is the number of men employed by N. Chartrand, 694 St. Antoine and Green Streets, Montreal, and the owner attributes his success to a steady interest in those things which make for success. In his own words—"it depends upon the man."

Three men are employed for the meat and fish department of the business. This is not a large and spacious store, but it is bright and provides ample accommodation for the meats and fish which are stocked. It bears out the contention so successfully made, that a large store is not essential if one wants to make progress. Profits are greater, very frequently, when quarters are confined; it is a matter of paying close attention to other things that spells success, as a rule.

Don't Overbuy

There is one way to make a success of handling fish, in the estimation of Mr. Chartrand, and that is to buy it right. The way to buy it right is to buy it often. For if the customer gets a piece of poor fish, tainted or in any way unwholesome, then repeat orders need not be looked for.

"Fish sales are better all the time," was Mr. Chartrand's statement to CANADIAN GROCER. This frequent buying is the secret of his increasing sales, and on this plan of building, day by day, he sees the volume of trade increasing all the time. Better to buy to-day what supply of fresh fish one can sell to-day and to-morrow, and probably the following day, than to load up with a big stock for a week, and then find it an excessive amount. The results will be anything but satisfactory—if, indeed, they be not disappointing and the profits practically eliminated, or even a loss entailed.

CANADIAN GROCER has interviewed wholesale fish dealers who have referred to this matter of buying. They do not want the grocer to load himself up, preferring that he order what he may reasonably be able to dispose of

with profit to himself, and with pleasure and satisfaction to his own trade. For, in the very nature of things, the repeat business is what the wholesaler desires and seeks, just as does the retail distributor.

Keeping Freshness

With a view of maintaining a continuous trade for fish and meats, Mr. Chartrand has a fish case located within the store, and where a good showing is maintained. Fresh fish are kept on ice and the various kinds of smoked and packaged fish are also carried here, or near at hand. With a large sheet of plate glass in the Green Street side of the store, advantage is taken of this to make winning displays. Of course there is a heavier demand toward the end of the week for fish, and due preparation is made the day previous, supplies being secured from the importer or jobber and tastefully arranged.

Between the two departments, an entrance provides for easy access by the customer to either. This is suggestive to the customer. Making a purchase in the grocery section, she may frequently want a cut of meat, some halibut, or a fresh-caught fish. With a glass-panelled door separating the two departments it is easy, and quite natural, to pass from one to the other, and with little or no loss of time.

Higher Priced Molasses Likely

Advices From the Barbadoes and the West Indies Point to Advances of From 20 to 30 Cents on Present Prices

INDICATIONS point to a higher market ruling on molasses from the Barbadoes and the West Indies, and the trade will be well advised to buy of present supplies. Reports from the West Indies are to the effect that quotations will be from 20 to 30 cents per gallon higher than is at present ruling. There is a very heavy demand for molasses, and it is this very large inquiry that is contributing to the stronger levels. Limited shipping accommodation is also

NEW SCALE CO. REPRESENTATION

The Canadian Kron Company has taken over the selling rights for Eastern Canada for the Brantford Computing Scale Co., Ltd., their principal office being situated in Montreal at 16 Notre Dame Street East. Offices will be opened in Quebec City and also at St. John, N.B.

CANADIAN GROCER is informed that the Canadian Kron Scale Co. has acquired a local plant and that they will make the Kron scales in Canada. These scales, it is understood, are of the heavier types such as are used in manufacturing plants. A line of warehouse trucks is also manufactured.

VISITS WESTERN MARKET

Rand. W. Sutherland, secretary and general sales manager for Norcanners, Ltd., Stavanger, Norway, with offices at 105 Hudson Street, New York City, has been spending a few days calling on the wholesale trade in the interests of their agents in Winnipeg, Donald H. Bain Co.

Mr. Sutherland has also made several trips over the prairie provinces in order to familiarize himself, first hand, as to the possibilities for his lines. As Mr. Sutherland says, it has been a revelation to him to learn of the vast markets for all foodstuff lines.

WINNIPEG GROCER MURDERED

W. J. De Forge, of De Forge and Ives, grocers, etc, Maryland Street and Wellington Ave., Winnipeg, was shot through the heart and died instantly on the night of 18th October. Mr. De Forge was working late in his store on the night in question and was on his way home when he met his death. Sergt. De Forge was well known in Winnipeg and Manitoba. When war broke out he was operating a grocery and confectionery opposite the Minto Barracks. He left the store in charge of his brother when he went overseas. Mr. De Forge was connected with the Intelligence Department of the army till it was put on a peace footing and was prominent in the recent Winnipeg strike as a special constable.

a factor in the higher market. Supplies on spot are ample for the demand, but old supplies are not yet depleted. Fancy Barbadoes molasses is now quoted to the trade at from \$1.10 to \$1.15 per gallon, and choice Barbadoes at \$1. West India molasses in barrels is selling at 40 cents per gallon.

There is no change in the market for corn syrups. There is an active inquiry, dealers report, but prices are steady and strong at unchanged levels.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 11—The hog market is ruling easier and this applies to the live and dressed varieties. As a general thing this is reflected in declines for hams, bacon, barreled pork, etc. Lard and shortening are also marked down. Various cuts of meat are revised in price, a number of these being reductions. Butter is very strong, but there has been no change. Eggs have held decidedly firm, but are without change. New-laid are very hard to obtain in necessary quantities. Poultry sales are active and fish, too, is a big seller, with ample stocks to meet the needs of the trade and with little quotable change made. Trade is quite satisfactory. It is stated that packers are disposing of considerable quantities of various pork products to outside buyers, getting higher prices there for what they have to sell.

Best Live Hogs \$17.00; Fresh Meat Cuts Less

Montreal.
FRESH MEATS.—The hog markets have revealed little quotable change over those of a week ago, prices being but 25c less on the lowest range. Country dressed are quoted at \$22 per cwt. Various cuts of pork and beef are marked down, although both pork and beef are steady at this writing and are in active demand. Supplies are ample to meet the immediate needs and supplies are of average good quality.

FRESH MEATS—			
Hogs, live	17 00		17 25
Hogs, dressed—			
Abattoir killed, small (heads off),			
65-90 lbs.	24 50		25 00
Country dressed			22 00
Sows (heavy)			21 00
Fresh Pork—			
Leg of Pork (foot on)		0 31½	
Loins (trimmed)		0 36	
Loins (untrimmed)		0 32	
Bone trimmings	0 18		0 21
Trimmed shoulders		0 25	
Untrimmed		0 23	
Pork sausage (pure)		0 24	
Farmer sausages		0 18	
Fresh Beef—			
(Cows)		(Steers)	
\$0 18	\$0 20	..Hind quarters..	\$0 23 \$0 25
0 11	0 13	..Front quarters..	0 14 0 15
	0 27	Loins	0 34
	0 22	Ribs	0 25
	0 11	Chucks	0 14
	0 17	Hips	0 18
Calves (as to grade)			0 22 0 28
Lambs, 50-80 lbs. (whole carcass),			
lb.			0 22 0 28
No. 1 Mutton (whole carcass), 45-			
50 lbs., lb.			0 18

Smoked Hams; Bacon; Barrelled Meats Less

Montreal.
CURED MEATS.—An active trade obtains for various grades of bacon and there has been, since last report, a somewhat easier feeling, this being reflected in declines on most grades. Hams have also been easier, and there is really a lighter demand for these than has been obtaining heretofore. Barrelled pork is ruling easier with a decline for heavy mess pork.

Hams—	
Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 33½
25-35 lbs.	0 30½

Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 35	0 50
Windsor	0 45	0 49
Cottage rolls		0 32½
Picnic hams		0 29
Barrel Pork—		
Canadian short cut (bbl.), 30-40		
pieces		54 00
Clear fat backs (bbl.), 40-50		
pieces		56 00
Heavy mess pork (bbl.)		42 00
Plate Beef		32 00
Mess Beef		29 00
Bean Pork		48 00

Cooked Hams and Pork Tongues Less

Montreal.
COOKED MEATS.—Cooked hams are ruling easier, being quoted at 50½c per lb. Pork tongue is also down, the price here being 40c per lb. for the jellied variety. There is a steady trade, and for which the supplies are adequate.

Head Cheese	0 14	0 15
Choice jellied ox tongue		0 59
Jellied pork tongues		0 40
Ham and tongue, lb.		0 30
Veal and tongue		0 23
Hams, roast		
Hams, cooked		0 50½
Shoulders, roast		
Shoulders, boiled		0 44
Pork pies (doz.)		
Blood pudding, lb.		0 12
Mince meat, lb.	0 15	0 19

Shortening Prices Are Marked Down

Montreal.
SHORTENING.—Prices are marked below those of last week, the reductions being about one cent all around. This follows the easier markets ruling for pure lard. Supplies are fully maintained to meet the demands.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29½
Bricks, 1 lb., per lb.	0 30	0 30½

Lard Prices Lower; Supplies Are Large

Montreal.
LARD.—Lower prices are effective for pure lard and the market is 1½ to 2c below that of the quotations of last week. One reason is that of accumulating supplies and keener competition. It also is apparent that the new Board

of Commerce order has had some effect in easing the undertone, although one jobber states that supplies are being shipped to the United States market, where higher prices are obtainable. Local demand is still active.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 28	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 29½	0 30
Bricks, 1 lb., per lb.	0 30½	0 31

Cheese Delivery Less; Has Sent Prices Up

Montreal.
CHEESE.—With a number of factories closing for the season, the delivery of cheese to this market has been curtailed. This has had the effect (coupled with that of a heavy export demand, and domestic sales of considerable proportions) of advancing prices all around. Much export is reported to United States buyers, and with the addition of heavy shipments to European points, the local holdings are heavily drawn upon. The tendencies are very firm.

CHEESE—		
New, large, per lb.		0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.		0 35
Fancy, old cheese, per lb.		0 35

Margarine a Seller And on Steady Basis

Montreal.
MARGARINE.—A steady trade is reported. Colder weather is bound to develop business and with butter high it is doubtful if there will be much easing of prices, though there is no firmness reported this week.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb.	0 31	0 34

Butter Very Firm; Remains Unchanged

Montreal.
BUTTER.—Prices remain unchanged on butter, but the tendencies are firm. Under a constantly heavy demand from all sources, it is bound to remain high. No indications present themselves as to lower prices prevailing at this time.

BUTTER—		
Creamery, prints, fresh made		0 64
Creamery, solids, fresh made		0 63
Dairy, in tubs, choice		0 52
Dairy prints		0 52
Bakers'	0 45	0 47

Hard to Get Stocks Of New-Laid Eggs

Montreal.
EGGS.—It is increasingly difficult to obtain, from the producers, ample stocks of new-laid eggs. While these are quoted, nominally, at 72-73c, it is almost impossible to fill all orders. Selects are big sellers and the demand is keeping up from week to week wonderfully well.

EGGS—		
No. 2		0 50
No. 1		0 58

Selects	0 64
New laids	0 72 0 73

**Live Poultry Moving;
Demands Still Heavy**

Montreal.
POULTRY.—Mild weather conditions have permitted the shipment of live birds, and the receipts have been quite large. All the dressed poultry received are quite readily absorbed and the domestic demand has continued brisk.

POULTRY (dressed)—

(Selling Prices)	
Chickens, roast (3-5 lbs.).....	0 37 0 40
Chickens, roast (milk).....	0 43 0 45
Broilers (3-4 lb. pr.).....	0 45 0 47
Ducks—	
Brome Lake (milk fed green)...	0 46
Young Domestic	0 36 0 38
Turkeys (old toms), lb.....	0 48
Turkeys (young).....	0 52
Geese	0 28
Old fowls (large).....	0 34
Old fowls (small).....	0 30

POULTRY (Buying Prices)

Chickens, light weights	0 21 0 26
Do., heavy weights	0 24 0 29
Ducks, young	0 20 0 25
Do., old	0 13 0 18
Geese—	
Young	0 20 0 25
Old	0 15 0 20
Fowls	0 15-0 18 0 20-0 23
Roosters	0 17 0 22
Turkeys	0 32-0 35 0 37-0 40

**Plenty of Fish and
Big Demand Expected**

Montreal.
FISH.—Plenty of fish is asked for by the trade these days, and there is much interest in what National Fish Day efforts will reveal. The oyster trade has been improving and orders increase from day to day. Frozen and salt varieties will soon be in demand to a much greater extent.

FRESH FISH

Carp, per lb.	0 11 0 12
Dore	0 20
Eels, lb.	0 12
Bullheads (dressed)	0 13
Gaspereaux, each	0 08
Haddies	0 12 0 13
Fillet Haddies	0 20
Haddock	0 07½ 0 08½
Halibut, Eastern	0 24
Halibut, Western	0 23 0 24
Steak cod	0 10 0 12
Market cod	0 06½ 0 07½
Flounders	0 08 0 10
Prawns	0 35
Pike, per lb.	0 13
Live lobsters	0 35
Boiled lobsters	0 35
Salmon (B.C.), per lb., Red	0 25 0 26
Salmon Gaspe	0 28 0 30
Shad	0 20
Skate	0 10
Lake Trout	0 19 0 20
Mackerel	0 14 0 15
Shrimps	0 35 0 40
Whitefish	0 17 0 18
Trout, brook	0 38 0 40
Swordfish	0 25

FROZEN FISH

Gaspereaux, per lb.	0 06½ 0 07
Halibut, large and chicken	0 19 0 20
Halibut, Western	0 20 0 21
Halibut, medium	0 21 0 22
Haddock	0 06½ 0 07
Mackerel	0 13
Dore	0 14 0 15
Smelts, No. 1, per lb.	0 12 0 13
Smelts, No. 2, per lb.	0 07 0 08
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 05½ 0 06
Whitefish, small	0 11 0 12
Sea Herrings	0 07½ 0 08
Steak Cod	0 08 0 08½
Gaspe Salmon, per lb.	0 24 0 25
Salmon Cohoes, round	0 17½ 0 18
Salmon, Qualla, Hd. and Dd.	0 18 0 14
Whitefish	0 15 0 16
Smelts, extra large	0 22
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	6 00
Alewives	0 05½ 0 06

SALTED FISH

Codfish—	
Codfish, large bbl., 200 lbs.	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	20 00
Codfish, No. 2, 200 lb. barrel	18 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20
Codfish (boneless) (24 1-lb. cartons) ..	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) ..	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box).....	2 40
Dried codfish 100-lb. bbl.	13 00
PICKLED FISH	
Herrings (Scotch cured), barrel. 11 25	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	25 00
Salmon, B.C. (200 lbs.).....	24 50
Sea Trout (200-lb. bbls.).....	25 00
Turbot (200 lbs.)	17 00

Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17
SMOKED FISH	
Haddies, BXs, per lb.	0 12 0 13
Fillets	0 18
Bloaters, box	2 00
Kippers	2 25
OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 40
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, ¼ per 100.....	1 75
Crushed Oysters Shell, 100-lbs.....	1 50
Paper Oyster Pails, ¼-lb. per 100....	2 25

ONTARIO MARKETS

TORONTO, Nov. 14—There is not much change in pork and pork products, quotations ruling at the easier levels. There is a good demand for both smoked and fresh meats. Eggs are very high and American importations are largely supplying this market. The butter market, too, is very firm and cheese is unchanged from a week ago.

**Fresh Meats
At Easy Levels**

Toronto.
FRESH MEATS.—There are not many changes in quotations on fresh meats, and where there are any, it is mostly towards easier levels. Legs of pork up to 18 pounds are quoted at from 28 to 30 cents, and loins of pork at 36 cents. Beef prices are for the most part steady. Spring lamb is from one to two cents easier at from 18 to 21 cents, and sheep are offered at from 11 to 12 cents. The market for live hogs is steady.

FRESH MEATS

Hogs—	
Dressed, 70-100 lbs., per cwt.	\$28 00
Live on cars, per cwt.	17 00
Live, fed and watered, per cwt.	16 75
Live, f.o.b., per cwt.	15 75
Fresh Pork—	
Legs of pork, up to 18 lbs.	0 28 0 30
Loins of pork, lb.	0 36
Tenderloins, lb.	0 45 0 46
Spare ribs, lb.	0 14 0 18
Picnics, lb.	0 23
New York shoulders, lb.	0 32 0 34
Montreal shoulders, lb.	0 28
Boston butts, lb.	0 32
Fresh Beef—From Steers and Heifers—	
Hind quarters, lb.	0 15 0 23
Front quarters, lb.	0 10 0 15
Ribs, lb.	0 10 0 25
Chucks, lb.	0 08 0 13
Loins, whole, lb.	0 25 0 32
Hips, lb.	0 15 0 20
Cow beef quotations about 2c per pound below above quotations.	
Calves, lb.	0 22 0 27
Lambs, whole, yearling, lb.	0 14 0 16
Spring lamb, lb.	0 18 0 21
Sheep, whole, lb.	0 11 0 12
Above prices subject to daily fluctuations of the market.	

**Hams and Bacon
Hold Steady**

Toronto.
PROVISIONS.—There are no changes in quotations on hams and bacon, the market ruling at prices ordered by the Board of Commerce. There is a good demand for smoked meats of all kinds.

Hams—	
Medium	0 35 0 38
Large, per lb.	0 28 0 32
Heavy	0 28 0 30
Bacon—	

Skinned, rib, lb.	0 46 0 49
Boneless, per lb.	0 50 0 52
Bacon—	
Breakfast, ordinary, per lb.	0 40 0 45
Breakfast, fancy, per lb.	0 48 0 52
Roll, per lb.	0 29 0 30
Wiltshire (smoked sides), lb.	0 35 0 37
Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 27
Do., av. 80-90 lbs.	0 25
Clear Bellies, 15-30 lb.	0 28
Sausages in brine, keg, 35 lbs.	7 35
Fat backs, 16-20 lbs.	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	42 00
Short cut backs, bbl. 200 lbs.	60 00
Pickled rolls, bbl., 200 lbs.—	
Heavy	50 00
Lightweight	60 50
Above prices subject to daily fluctuations of the market.	

**Cooked Meats Have
Active Inquiry**

Toronto.
COOKED MEATS.—There is an active inquiry for cooked meats, and the values continue at levels unchanged from a week ago. Boiled hams are selling at from 49 to 53 cents, and roast hams at from 52 to 54 cents. Jellied pork tongue is quoted at from 49 to 50 cents.

Boiled hams, lb.	0 49 0 53
Hams, roast, without dressing, lb.	0 52 0 54
Shoulders, roast, without dressing, per lb.	0 44
Head Cheese, 6s, lb.	0 12 0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26 0 27
Choice jellied ox tongue, lb.	0 55
Jellied pork tongue	0 49 0 50
Above prices subject to daily fluctuations of the market.	

**Egg Quotations
At High Levels**

Toronto.
EGGS.—Quotations on eggs continue at as strong levels as ever. The Canadian eggs are large going overseas, and the domestic trade is being supplied by eggs being brought in from the American centres. Special new laid eggs are selling at from 75 to 78 cents per dozen.

Eggs—	
No. 1 storage, doz.	0 60 0 61
Selects	0 62 0 63
Special new laids, in cartons, dz.	0 75 0 78
Prices shown are subject to daily fluctuations of the market.	

Butter is Again Quoted Higher

Toronto.
BUTTER.—Butter quotations show another advance this week. The market is very strong and there is considerable export taking place. Creamery prints are selling at from 61 to 64 cents per pound.

Creamery prints (fresh made)	0 61	0 64
Dairy prints, fresh, lb.	0 57	
Dairy prints, No. 1, lb.	0 54	

Cheese Active at Strong Prices

Toronto.
CHEESE.—Large cheese are selling at from 30½ to 31 cents, and Stilton cheese is bringing 35 cents per pound. The market is very strong, and there is a big demand.

Cheese—		
Large	0 30½	0 31
Stilton		0 35
Twins 1c higher than large cheese.		Triplets 1½c higher than large cheese.

Margarine Prices Are Steady

Toronto.
MARGARINE.—No change is reported in the market for margarine. There is an active inquiry for it at steady prices.

Margarine—		
1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Lard Quotations Are Unchanged

Toronto.
LARD.—There is no change in the market for lard. Prices are ruling at the easier levels of a fortnight ago. There is a good inquiry for the lard.

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Has Active Inquiry

Toronto.
SHORTENING.—Shortening continues to sell at from 27 to 28 cents per pound. There is an active inquiry at these figures.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Whitefish is a Big Seller

Toronto.
FISH.—There is an active demand for fish, but there is a falling off in the amount of fresh fish coming forward, and frozen stuff is selling freely. Fresh whitefish is offered in good quantities at from 14 to 16 cents, and dressed at 14 cents.

FRESH SEA FISH		
Cod Steak, lb.	0 12	
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 09	
Do., heads on, lb.	0 08	
Halibut, chicken	0 20	0 21
Do., medium	0 22	
Flounders, lb.	0 07	0 10
Oysters, No. 1 can	3 40	
Do., No. 3 can	9 50	9 80
Do., No. 5 can		16 00

Blue Point oysters, 800s	16 75	
Do., 1000s	14 00	
FROZEN SEA FISH		
Salmon, Red Spring	0 25	
Do., Cohoe	0 20	
Herring	0 03	0 07
Mackerel	0 11	
Flounders	0 11	

FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	0 08	0 09
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 16
Whitefish, dressed	0 14	
Pickeral, dressed	0 14	
Mulletts, lb.	0 05	
Fresh pickeral	0 20	
Ciscoes	0 16	
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Receipts Are Heavy

Toronto.
POULTRY.—Receipts of poultry are heavy these days, but there is a very

active demand for the same. Turkeys are higher this week, young turkeys in the country costing the dealers from 35 to 40 cents. They are selling to the trade at 45 cents per pound. Spring chickens are quoted to the trade at from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-\$0 25	-\$0 30
Do., young, lb.	0 35	0 40
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 23	0 27
Fowl, under 3½-5 lbs.	0 18	0 23-0 28
Ducklings, 3½ lbs. up	0 20	0 27
Geese	0 17	0 23
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 20-0 22	0 27-0 30
Prices quoted to retail trade:—		
	Dressed	
Hens, heavy	0 28	
Do., light	0 20	0 23
Chickens, spring	0 28	0 32
Ducklings	0 32	
Geese	0 30	
Turkeys	0 45	

WINNIPEG MARKETS

WINNIPEG, Nov. 10—There is a noticeable firmness in all produce lines this week. Eggs, butter and lard are all very scarce and prices are holding very firm.

Hog Market Remains Steady

Winnipeg.
HOGS.—There has been a very steady market for hogs during the week, with prices standing as follows:

HOGS—		
Selects	15 00	
Heavies	13 50	
Lights	14 50	14 75
Sows	11 50	
Stags	9 50	10 00

Better Grades Bacon Very Scarce

Winnipeg.
 The better grades of bacon are very scarce. Some packers are not quoting either backs or select sides.

BACON—		
Choice light, per lb.	0 53½	0 54
Heavy, per lb.	0 41½	0 42
Bellies, per lb.	0 37½	0 43½
Backs, fancy	0 58	
Do., medium	0 47	0 48
Cooked ham, skinned, per lb.		0 59½

Lard Scarce; Market Strong

Winnipeg.
LARD.—As reported last week, the lard market is very strong and slight advances are noted.

LARD—		
1 lb. brick, 25 to case	0 37	
3-lb. tins, 20 to case, per case	21 00	
5-lb. tins, 12 to case, per case	20 93	
10-lb. tins, 6 to case, per case	20 85	
20-lb. tins, 4 to case, per case	27 50	
20-lb. pails, wood, each	7 30	
Tierces, per lb.	0 34	

Cheese Prices Remain Steady

Winnipeg.
CHEESE.—There has been an active demand for cheese the past two weeks. Prices remain very steady.

CHEESE—		
Ontario, large, per lb.	0 31	
Ontario, twins	0 31½	
Ontario, triplets, per lb.	0 32	0 32½
Manitoba, large, per lb.	0 30	
Manitoba, twins	0 31	

Butter Steadily Advancing

Winnipeg.
BUTTER.—There has been a marked upward tendency in butter of late and stocks are very limited.

Finest creamery butter, in cartons, per lb.	0 62
Do., do., solids, per lb.	0 61
Choice creamery butter, in cartons, per lb.	0 61
Do., do., solids, per lb.	0 60
Dairy butter, finest, prints, per lb.	0 57
Do., medium, tubs, per lb.	0 49
Margarine, 1-lb. prints, per lb.	0 36 0 36½

Eggs Scarce; Prices High

Winnipeg.
EGGS.—Eggs continue very scarce and prices remain high.

EGGS—		
Fancy cartons, per doz.	0 61	
New laid, candled	0 55	

Fish Plentiful; Sales Brisk

Winnipeg.
FISH.—Fish are arriving on the market in plentiful quantities and are selling readily.

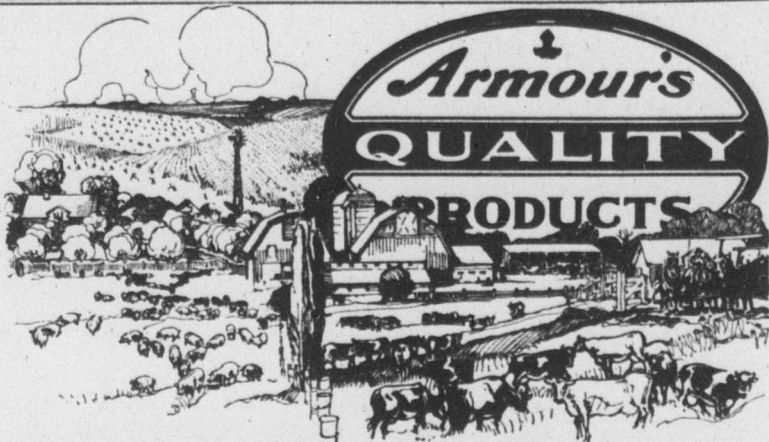
FRESH FROZEN FISH		
Halibut, large, per lb.	0 15	
Do., cases, med., per lb.	0 16	
Do., broker cases	0 17	
Jackfish, dressed	0 10	
Pickeral, case lots	0 10	
Salmon, broken cases	0 19	
Do., case lots	0 18	
Whitefish, dressed, case lots	0 12½	
SMOKED FISH		
Bloaters, Eastern, per case	2 90	
Haddies, 30-lb. case, per lb.	0 14	
Do., 50-lb. case, per lb.	0 15	
Kippers, fancy Western, per box	2 25	
Do., Eastern, per box	2 50	
SALT FISH		
Cod Steak, 2s, per lb.	0 16	
Blue Nose Cod, 20-ls, per lb.	0 15½	
Acadia Cod, 12-2s, per lb.	0 16	
Do., 20-ls, per lb.	0 16	
Salt Herring, ½-bbl., per bbl.	7 00	
Do., 20-lb. pails	1 75	
Do., 10-lb. pails	0 90	

Devonshire Fresh Pure Pork Sausage

A decidedly popular product. The result of scientific cookery methods. An appetizing repast for merchants and customers alike.

And no wonder they enjoy it. Devonshire Sausage is made from selected pure pork—tastily seasoned. Every sausage of uniform flavor and quality.

Grocers find in Devonshire Sausage a quick-selling product—a repeater. Keep Devon-



Oval Label Quality Begins at the Source of Production

shire Sausage in a prominent place. Let YOUR customers know that you can meet their most exacting demand for sausage. Remember this: The Armour Oval Label will solve your "What-to-Sell" problem. Write your nearest Branch House about Armour Food Products, or write direct.

ARMOUR AND COMPANY

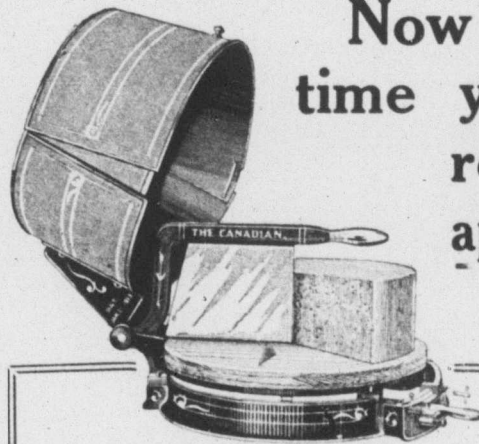
General Offices and Plant:
HAMILTON, ONTARIO

Branch Houses:
TORONTO MONTREAL
SYDNEY, N.S. ST. JOHN, N.B.

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON



Now is the
time you will
really
appreciate
it.

The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Fish Foods

Selected, Prepared and Packed by Experts

From the careful selection of only the choicest of fish, all the way through our up-to-date methods of processing to the time when the food is packed in the tins we exercise the most careful vigilance. That ensures the quality products which we put on the market.

You can heartily recommend

- ¼ Oil Sardines
- ¼ Mustard Sardines.
- Finnan Haddies (Round tins)
- Kipper'd Herring
- Herring in Tomato Sauce.
- Clams.

Connors Bros., Limited
BLACK'S HARBOR, N.B.



Coca-Cola

TRADE MARK
REGISTERED

It's already there

You don't have to "work up" a demand for Coca-Cola in your community. It's already there—waiting for you to turn it to good account by stocking this delicious beverage and showing a Coca-Cola sign in your store.

Order your supply of Coca-Cola today. You can sell it by the bottle and by the case. The profits are worth while.



THE COCA-COLA CO.
WINNIPEG

117

Will you have it when they call?



Schneider's Guaranteed Hams

are deliciously flavored and perfectly cured. Wherever they have been introduced they have won instant popularity. Try a sample order. If they fail to please your customers, return them at once to us.

Give them a trial to-day.

J. M. Schneider & Son, Ltd.

KITCHENER, ONTARIO

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

England's Most Popular Sauce

is still selling freely over here—nearly all the leading grocers make a leading line of H.P. and obtain the full benefit of the money we are spending in advertising.

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

H.P. SAUCE

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

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

D. W. ROSS COMPANY
Agents
MONTREAL

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STICK LICORICES
 in 10c Cartons



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

Made in Canada by

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MONTREAL



KEATING'S POWDER

Necessary in Every Season

To keep houses, offices,
 factories and other
 buildings clean and
 sanitary, an all-the-year
 warfare must be waged.
 If it isn't one insect pest

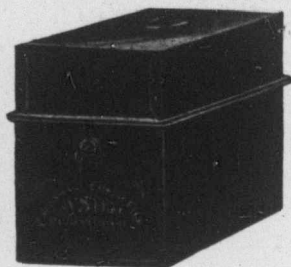
it's another. Keating's "gets" them all—

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

Recommend it to your customers, display it in
 your windows and on your counters. It will
 pay you handsomely.

Made by **THOMAS KEATING, London, England**
 Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
 10 McCaul Street, TORONTO



MR. [GROCER!]

Are Your Accounts
 Up-to-Date?

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

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

Accounts handed to a charge customer at
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Our security envelope file-check system
 keeps accurate accounts.

Are you interested in putting your busi-
 ness up-to-date?

Write for catalogue illustrating and
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SECURITY ENVELOPE
FILE-CHECK SYSTEM

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Canada
Beaver
Brand
Brooms

A broom that will give
 satisfactory service even
 beyond the extent of your
 customers' expectations
 will surely be to your ad-
 vantage to carry.

Household Brooms—10 Different Grades.
 Toy Brooms—3 Different Grades.
 Whisks—10 Different Grades.
 Warehouse Brooms—A Specialty.

Make out a trial order
 to-day.

The
Canada Broom & Brush Co., Limited
 RIDGETOWN, ONT.

Sales Manager

M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
 Federation Life Building, Winnipeg, Man.

Modern Service

— as we dispense it —

Service "to dealers" has been the slogan of this firm since its inception.

Better service, quicker service and superior quality, have won for us an enviable reputation---a prestige that extends over half a century.

You can rely on "Walker" prices on domestic and foreign fruits, nuts, vegetables, confectionery and sundries being the most reasonable.

We can promptly fill your order and guarantee you immediate delivery.

Write for price list to-day.

The House of Quality
HUGH WALKER & SON

Established 1861
GUELPH, ONTARIO

St. Williams Preserves are always popular



THESE two St. Williams lines are now at the pinnacle of popularity with Canadian housewives.

Through exceptional quality and goodness St. Williams products have become the leading sellers of their class. They're made only from choice, selected, Nature-ripened fruits and pure cane sugar and sealed in attractive containers that make excellent displays.

Try a sample order.

Replenish your stock to-day.

Made by
St. Williams Fruit Preservers, Limited
St. Williams, Ontario

Maclure & Langley

Limited
TORONTO

MONTREAL

WINNIPEG



*This Package
Contains
Enough
Pie Filling
for 4 Delicious
Lemon Pies*

The most economical pie filler on the market.

Show this package to your customers. It's a ready seller, and brings repeat business. This is the time of the year to stock this line. Packed in attractive packages. Shows a good profit. Order to-day from your wholesaler,

Or
Dunn-Hortop Toronto Angevine & McLaughlin Eastern Provinces D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal



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WINDSOR, ONT.

For years and years the purity and quality of Windsor Salt have been the stand-by in the grocery trade of Canada.

This is why practically every grocer sells

**Windsor
Table
Salt**
Made in Canada

The Canadian Salt Co.
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It's Profitable Because |



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS
15c and 25c**

WELL ADVERTISED

Write us or ask your jobber for trade prices.



Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

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

through **SPRATT'S**
PATENT (AMERICA) LIMITED
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SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.



"What make of jam did you send me the last time?"

Dealers will tell you that that is the question their customers invariably ask, when their jam supply needs replenishing. They may have forgotten the name but they cannot forget the quality.

Furnivall's

Join the Furnivall dealers.
The profits are good.

FURNIVALL - NEW
Limited

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



Why
Grocers
"Push"
MARSH'S

There will be a demand for good beverages for the Holidays and many grocers are stocking Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar.


Are you prepared for this business?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

If your customers prefer RED SALMON sell them

HALLCHOICE
CHOICE RED 
SALMON



1 lb. and
1/2 lb. tins

Harry Hall & Co., Limited
Vancouver, B.C.

Sani-Flush
(TRADE MARK REGISTERED)
Closet Bowl Cleaner

Do not think of *Sani-Flush* as a washing powder. It contains no soap, lye or abrasive, but is a compound prepared specifically and solely for cleaning water-closet bowls.

Sani-Flush dissolves the lime, rust and other sediment in the closet bowl and trap, thereby restoring the original whiteness and destroying odors.

Call *Sani-Flush* to the attention of your customers.

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul Street
TORONTO





Packaging and the H. C. of L.

The Housewife who buys *all packaged goods* really breaks her own back.

The Housewife who buys *some goods "by-the-pound"* lightens her H.C. of L. —tremendously.

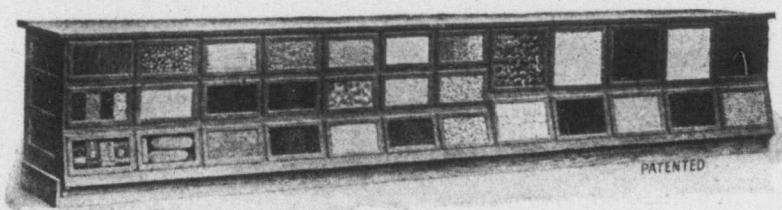
Tell her so, Mr. Grocer. *It's the truth!* It will pay you to do it! But to sell the Housewife *more Food without the package frills*—she must *know*—she must *see*—that the bulk goods you sell her are *clean*.

And you can't sell her bulk goods that are sanitary and clean without the *Sherer Food Container*—a counter that keeps clean all bulk goods it contains.

The *Sherer* is good for the Housewife. The *Sherer* is good for you, too, Mr. Grocer, just *because it is* good for the Housewife. The *Sherer* is good for you again—because it's convenient. It takes fewer steps—fewer motions to handle the 31 different articles it contains; the 31 are almost within your reach as you stand at its centre.

The *Sherer* easily pays for itself. And it silently stamps you as an enemy of the high cost of living—a friend of the Housewife—a sanitary, clean, up-to-date Grocer!

So write for our Catalog! *Do it to-day*—use the coupon below! It will pay!



COUPON

THE SHERER-GILLETT COMPANY,
Guelph, Ontario.

Gentlemen—Please send me without obligation your Catalog 57.

Remarks

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Firm or Co.

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City State

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Guelph - - - - - Ontario



Want More? You Bet He Does!

You will never fill him up
—but you can watch him
growing daily in health
and vigor when you give
him plenty of

Wantmore

PEANUT BUTTER

Economical for so many dainty eatables—make
its use regular on your table. It's good for
the whole family.

Your dealer has it, and also
"Wantmore" Salted Peanuts

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA



Quality and Publicity

Knowing that "Wantmore" Peanut
Butter was good, we launched a
big consumer advertising campaign
in mediums having a circulation of
two million readers to notify the
public of that fact. We can now
be sure that this product will be an
easy seller. Send us a small order
for a start and prove our statement
to your own advantage.

This cut is one of our consumer publicity
which we give you free of charge so that you
may advertise "Wantmore" Peanut Butter
locally.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

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**S. Davis
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Manufacturers
of
Good Cigars
for
over 70 years

NOBLEMEN—Superiores	50, 25	\$102.50*	10%	\$92.25 net
Invincibles	50, 25	110.00*	"	99.00 "
Coronas	50, 25	102.50*	"	92.25 "
Junior	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures	50, 25	102.50*	"	92.25 "
Longfellows	50	75.00	"	67.50 "
DAVIS PANATELAS	50, 25	82.00*	"	73.80 "
CONCHAS	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and				
Perfectos	50, 25	70.00*	"	63.00 "
EL PROPOSO	100	60.00	"	54.00 "
DAVIS SUBLIMES	100	60.00	"	54.00 "
MIDGETS (20 packages of 5)..	5	48.00	"	43.20 "
LORD TENNYSON	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

*\$2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

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500 cigars
assorted or of
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Cash: 1% extra

Shipments
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Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A
BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres. Representatives Everywhere.

CELLAR OIL STORAGE

KING GEORGE'S NAVY

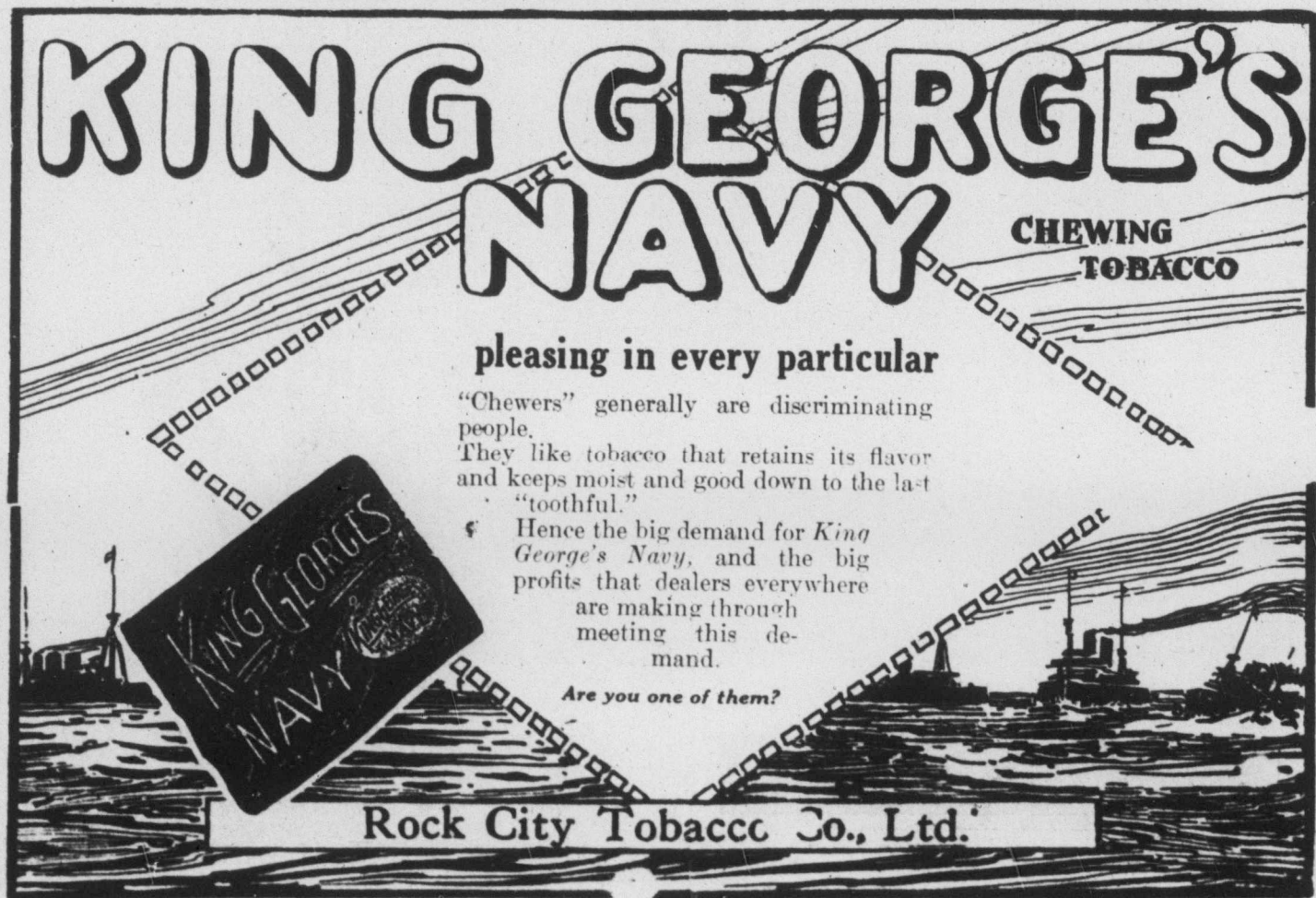
CHEWING TOBACCO

pleasing in every particular

"Chewers" generally are discriminating people. They like tobacco that retains its flavor and keeps moist and good down to the last "toothful."

Hence the big demand for *King George's Navy*, and the big profits that dealers everywhere are making through meeting this demand.

Are you one of them?



Rock City Tobacco Co., Ltd.

SIMMS

BETTER BRUSHES ANDBETTER BROOMS....

Are Made by
Experts

WE have been making **Better** Brushes and **Better** Brooms for over half a century.

Our mechanics are experts.

Our factory is completely equipped with the best and most up-to-date machinery.

The result of this combination is the **perfect product**—the brushes and brooms that the public wants to buy.

Stock up on the famous
line of

SIMMS

Scrubbing Brushes	Brooms
Shoe Brushes	Whisk Brooms
Stove Brushes	Paint Brushes
Lather Brushes	

For each sale—a good profit and a pleased customer.

Write For Prices, Etc.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes and Better Brooms
for 54 Years

HEAD OFFICE: ST. JOHN, N.B.
MONTREAL LONDON TORONTO

A record winter for OXO Cubes

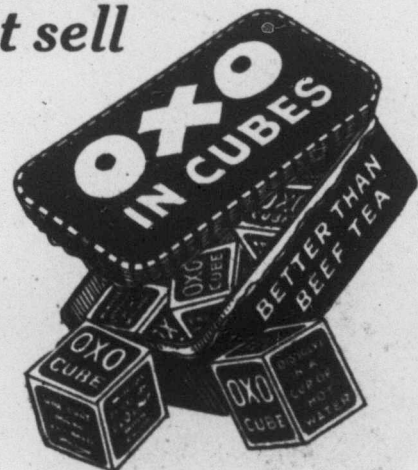
every
indication
of a huge
demand

Heavy advertising combined with high food prices is going to make this winter a record one for OXO Cubes.

**Get stocked up without
delay and secure your
share of the trade boom**

You cannot afford to let your customers go elsewhere—and they *will* have OXO Cubes. Handy, good and inexpensive. They exactly fit to-day's conditions.

*The Cubes
that sell*



OXO Limited

MONTREAL
356 St. Antoine Street

TORONTO
441 King St. West

WINNIPEG
203 Bon Accord Block

Sell the Canadian-Made Milk Products That You Know Are O.K.



Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better. The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best milk down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy. Freight prepaid up to 50c per 100 pounds in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE
MALCOLM CONDENSING CO., LTD.

St. GEORGE, Ontario
All-Canadian Condensed Milk Company

**ROYAL
ACADIA
SUGAR**

If suggesting Sugar say "Royal Acadia"

Be assured that she'll thoroughly approve of this standard sweetness.

Always a quality sugar back of the pyramid trade mark.

Put up in convenient sizes to fit every requirement—2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.



SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
 Manufacturers and Shippers.



-Confidence-

The Canadian housewife knows she can have absolute confidence in the results of her cooking if she uses Cow Brand Baking Soda. That same confidence insures you a good profit and steady sales.

Church & Dwight, Ltd.
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
 Hamilton, Ont.

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

- Screw Va top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.
- Strawberry \$4 50
- Currant, Black 4 50
- Pear 3 90
- Peach 3 90
- Plum 3 70
- Raspberry, Red 4 50
- Apricot 4 00
- Cherry 4 30
- Gooseberry 4 00

"AYLMER" PURE ORANGE MARMALADE

- Per doz.
- Tumblers, Vacuum Top, 2 doz. in case \$2 80
- 12 oz. Glass, Screw Top, 2 doz. in case 2 55
- 16 oz. Glass, Screw Top, 2 doz. in case 3 25
- 16 oz., Glass, Tall, Vacuum, 2 doz. in case 3 25
- 2's Tin, 2 doz. per case 4 80
- 4's Tins, 12 pails in crate, per pail 0 78
- 5's Tin, 8 pails in crate, per pail 0 97
- 7's Tin or Wood, 6 pails in crate 1 86
- 30's Tin or Wood, one pail in crate, per lb. 0 20

PORK AND BEANS "DOMINION BRAND"

- Per doz.
- Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case \$0 85
- 1's Pork and Beans, Flat, Plain, 4 doz. to case 0 92 1/2
- 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
- 1's Pork and Beans, Tall, Plain, doz. to case 0 95
- 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case 0 97 1/2
- 1 1/2's (20 oz.) Plain, per doz. 1 25
- Tomato or Chili Sauce ... 1 27 1/2
- 2's Pork and Beans, Plain, 2 doz. to case 1 50
- 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case 1 52 1/2
- 2 1/2's Tall, Plain, per doz. 2 00
- Tomato or Chili Sauce ... 2 35
- Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

- Per doz.
- 1/2 Pts., Aylmer Quality \$1 90
- 12 oz., Aylmer Quality 2 85
- Per jug.
- Gallon Jugs, Aylmer Quality 1 62 1/2
- Per doz.
- Pints, Delhi Epicure 2 70
- 1/2 Pints, Red Seal 1 45
- Pints, Red Seal 1 90
- Qts., Red Seal 2 45
- Gallons, Red Seal 6 45

BORDEN MILK CO., LTD.

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

CONDENSED MILK

- Terms, net, 30 days.
- Eagle Brand, each, 48 cans. \$9 50
- Reindeer Brand, each 48 cans. 9 15
- Silver Cow, each 48 cans 8 40
- Gold Seal, Purity, each 48 cans 8 25
- Pepper Brand, each 48 cans 8 25
- Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans \$5 00
- Jersey Brand, Hotel, each 24 Cans 7 00
- Peerless Brand, small, each 24 cans 8 15
- St. Charles Brand, Tall, each 48 cans 6 00
- Jersey Brand, Tall, each 48 cans 6 00
- Peerless Brand, Tall, each 48 cans 6 00
- St. Charles Brand, Family, 48 cans 6 00
- Jersey Brand, Family, each 48 cans 5 75
- Peerless Brand, Family, each 48 cans 5 75
- St. Charles Brand, small, each 48 cans 2 90
- Jersey Brand, small, each 48 cans 2 90
- Peerless Brand, small, each 48 cans 2 90

CONDENSED COFFEE

- Reindeer Brand, large, each 24 cans \$5 50
- Reindeer Brand, small, each 48 cans 6 50
- Regal Brand, each 24 cans. 5 90
- Cocoa, Reindeer Brand, large, each 24 cans 6 25
- Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED, MONTREAL

- Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
- Lunch Ham—1s, \$6.95; 2s, \$13.95.
- Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.
- English Brawn — 1/2s, \$2.65; 1s, \$4.35; 2s, \$8.80.
- Boneless Pig's Feet—1/2s, \$2.65; 1s, \$4.35; 2s, \$8.80.
- Ready Lunch Veal Loaf—1/2s, \$3.45; 1s, \$4.45.
- Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.
- Ready Lunch Beef Loaf—1/2s, \$3.45; 1s, \$4.45.
- Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.
- Geneva Sausage—1s, \$4.45; 2s, \$8.75.
- Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
- Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.
- Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.
- Jellied Veal—1/2s, \$3.35; 1s, \$4.60; 2s, \$9.25.
- Cooked Tripe—1s, \$2.95; 2s, \$4.95.
- Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.
- Stewed Kidneys—1s, \$4.45; 2s, \$8.45.
- Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.
- Sausage Meat—1s, \$3.95; 2s, \$7.95.
- Corn Beef Hash — 1/2s, \$1.00; 1s, \$3.20; 2s, \$6.80.
- Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.80.
- Jellied Hocks—2s, \$9.35; 6s, \$30.
- Irish Stew—1s, \$2.90; 2s, \$5.80.
- Cambridge Sausage—1s, \$4.45; 2s, \$8.75.
- Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.
- Boneless Turkey — 1/2s, \$6.95; 1s, \$11.45.
- Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.
- Lunch Tongue—1/2s, \$4.00; 1s, \$10.45.
- Mince Meat (Tins)—1s, \$3.45; 2s, \$6.45; 6s, \$15.95.
- Mince Meat (bulk)—5s, 25c; 10s, 27c; 25s, 26c; 50s, 25c.
- Chateau Brand Pork and Beans.



Grading Coffee At Santos

Proper grading is an essential in the marketing of Green Coffee. It requires a keen and practiced eye, and correct lighting facilities.

In our grading room at Santos, a view of which is shown above, conditions are ideal for efficient grading. This careful attention to the grading of our coffee shipments, by men of our own staff, is just another feature of Aron super-service.

J. Aron & Company, Inc. COFFEE

Importers

NEW YORK
CHICAGO

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Ltd., Winnipeg

NEW ORLEANS

Canadian Representatives:

Henry M. Wylie, Halifax

Exporters

SANTOS, BRAZIL
LONDON

Alex F. Tytler, London
R. M. Griffin, Hamilton



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices,
354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street,
Vancouver.



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO.
100 Emerson Place Brooklyn N. Y.

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., 1/2-gal., 1/4-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, 1/2-gal., 1/4-gal., 1/8-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters.

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

Ask Your Jobber for

"STAR" BRAND

COTTON

WRAPPING TWINE

"Manufactured in Canada"

with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s (tails), \$2.75; 6s, \$8; 12s, \$15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—1/2s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.35.
Tongue, Ham and Veal Patés—1/2s, \$2.25.
Ham and Veal Patés—1/2s, \$2.35.
Smoked Vienna Style Sausage—1/2s, \$2.75.
Pate De Foie—1/4s, 80c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$2.45; 1s, \$4.35.
Potted Beef Ham—1/4s, 80c; 1/2s, \$1.45.
Potted Beef—1/4s, 80c; 1/2s, \$1.45.
Potted Tongue—1/4s, 80c; 1/2s, \$1.45.
Potted Game (Venison)—1/4s, 80c; 1/2s, \$1.45.
Potted Veal—1/4s, 80c; 1/2s, \$1.45.
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.50.
Deville Beef Ham—1/4s, 80c; 1/2s, \$1.45.
Beef—1/4s, 80c; 1/2s, \$1.45.
Deville Tongue—1/4s, 80c; 1/2s, \$1.45.
Veal—1/4s, 80c; 1/2s, \$1.45.
Deville Meats (Assorted)—1/4s, 80c; 1/2s, \$1.50.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, 10 oz.,
Ox Tongue—1 1/2s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95
Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
Mincement (in glass)—1s, \$3.95.
Potted Chicken (in glass)—1/4s, \$2.90.
Ham (in glass)—1/4s, \$2.90.
Tongue (in glass)—1/4s, \$2.90.
Venison (in glass)—1/4s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—1/2s.
Tomato Ketchup—8s, \$1.95; 12s, \$2.45; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 20c; 24s, 28c; 50s, 50c.
HARRY HORNE & CO.,
Toronto, Ont.
Per case
Cooke Brand Peas (3 doz. in case) 4 20
Cooke Brand Popping Corn (3 doz. in case) 4 20
B.C. HOPS
Dominion Brand, quarters, per short weight pound 0 30
Dominion Brand, halves, per short weight pound 0 29
Maple Leaf Brand, 1/4 lb. packages, per full weight pound. 0 40
Maple Leaf Brand, 1/2 lb. packages, per full weight pound. 0 39
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., 1/4-lb. \$2 80
D.S.F., 1/2-lb. 5 80
D.S.F., 1-lb. 10 40
F.D., 1/4-lb.
Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Fotel \$20 00
Household size 0 60
F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—
Boxes Cents
40 lbs., Canada Laundry ... 0 10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... 0 10 1/2
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons... 0 11
100-lb. kegs, No. 1 white ... 0 10 1/2
200-lb. bbis., No. 1 white .. 0 10 1/2
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0 12
48 lbs., Silver Gloss, in 6-lb. tin canisters 0 13 1/2
36 lbs. Silver Gloss, in 6-lb. draw lid boxes 0 13 1/2
100 lbs., kegs, Silver Gloss, large crystals 0 11 1/2
40 lbs., Benson's Enamel, (cold water), per case... 3 25
Celluloid, 45 cartons, case... 4 50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0 11 1/2
40 lbs. Canada Pure or Challenge Corn 0 10 1/2
20 lb. Casco Refined Potato Flour, 1-lb. pkgs. 0 16 1/2
(20-lb. boxes, 1/2c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 00
Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case.... 5 45
5-lb. tins, 1 doz. in case.... 6 05
10-lb. tins, 1/2 doz. in case... 6 25
20-lb. tins, 1/4 doz. in case... 6 20
(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. \$0 09 1/4
Half bbis., about 350 lbs. ... 0 08 1/2
1/4 bbis., about 175 lbs. 0 06 1/4
2-gal. wooden pails, 25 lbs. 2 60
3-gal. wooden pails, 38 1/2 lbs. 3 85
5-gal. wooden pails, 65 lbs. 6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.... \$5 95
5-lb. tins, 1 doz. in case.... 6 55
10-lb. tins, 1/2 doz. in case... 6 05
20-lb. tins, 1/4 doz. in case... 6 25
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

Per case
No. 1, 24 tins 11 00
No. 2, 12 tins 10 50
No. 8, 6 tins, 7 1/2 lbs. each 19 00
No. 5, 2 tins, 37 1/2 lbs. each 28 00

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz. 1 lb. \$4 00
1/2 lb. 2 00
Robinson's Patent Groats—1 lb. 4 00
1/2 lb. 2 00

NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 14
Card Outfits, Black and Tan... 4 18
Metal Outfits, Black and Tan... 4 81
Creams, Black and Tan..... 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
Hobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 00
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cads. 12 lbs., 1/4 cads. 6 lbs. 1 00
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, 2 lbs. 1 10
Master Workman, 4 lbs. 1 12
Derby, 9s, 4-lb. boxes 1 08
Old Virginia, 12s 1 50

Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good---perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying; and when you can offer them a tea equally as good at ten cents less, they are almost sure to be interested.

Blue Label Ludella, $\frac{1}{2}$ s and 1s at 50 sells at 60

SEND US A TRIAL ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

**National Magazines
Tell Housewives**

of the delicious instant syrup made with

Mapleine

Your customers read these magazines. A maple-flavored syrup made at home at a 50% saving appeals to them.

They are looking to you for Mapleine—have you a good stock?

YOUR JOBBER CAN SUPPLY YOU OR

**F. E. Robson, 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg**



M-489

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England.

Canadian Agents: **HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL**

**GEORGIAN BAY
APPLES**

We Invite Correspondence for Fall and Winter
Supplies.

LEMON BROS.

Owen Sound, Ont.

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25	boxes to case, per box. 2 95
WM. H. DUNN, LTD., Montreal BABBITS	Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divi- sions, 3 cakes to box, 32 boxes to case, per box. 2 50
Soap Powder, case 100 pkgs. \$5 95	Fruit and Nut Milk Choco- late Slabs, per lb. 0 42
Cleanser, case 50 pkgs. 3 10	Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 42
Cleanser (Kosher), ca. 50 pkgs. 3 10	Plain Milk Chocolate Slabs, per lb. 0 42
Pure Lye, case of 4 doz. 5 60	MISCELLANEOUS
JELL-O	Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 60
Made in Canada	Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
Assorted case, contains 4 doz. \$5 40	Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 60
Lemons, 2 doz. 2 70	Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
Orange, 2 doz. 2 70	Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Raspberry, 2 doz. 2 70	Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Strawberry, 2 doz. 2 70	Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 44
Chocolate, 2 doz. 2 70	Triumph Chocolate, 1/4's, 4-lb. boxes, 36 boxes in case, per box 0 47
Cherry, 2 doz. 2 70	Triumph Chocolate, 1/2-lb. cakes, 4 lb., 36 boxes in case, per lb. 0 46
Vanilla, 2 doz. 2 70	Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
Weight, 8 lbs. to case. Freight rate second class.	120-lc. Milk Chocolate Sticks, 60 boxes in case. 0 30
JELL-O ICE CREAM POWDERS	5c LINES
Made in Canada	Toronto Prices Per box
Assorted case, contains 2 doz. \$2 70	Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Chocolate, 2 doz. 2 70	Almond Nut Bars, 24 in box, 60 boxes in case 0 95
Vanilla, 2 doz. 2 70	Puffed Rice Bars, 24 in box, 60 boxes in case 0 95
Strawberry, 2 doz. 2 70	Ginger Bars, 24 in box, 60 boxes in case 0 95
Unflavored, 2 doz. 2 70	Fruit Bars, 24 in box, 60 boxes in case 0 95
Weight, 11 lbs. to case. Freight rate second class	Active Service Bars, 24 in box, 60 boxes in case 0 95
BLUE	Victory Bar, 24 in box, 60 boxes in case 0 95
Keen's Oxford, per lb. \$0 24	Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
In cases 12-12 lb. boxes to case 0 25	Regal Milk Chocolate Bar, 24 in box, 60 boxes in case 0 95
COCOA AND CHOCOLATE	Royal Milk Cakes, 24 in box, 60 boxes in case 0 95
THE COWAN CO., LTD.	Cream Bars, 24 in box, 60 boxes in case, per box. 1 00
Stirling Road, Toronto, Ont.	Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90
Cocoa	10c LINES
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25	Maple Buds, 10c, 1 doz. in box, 60 boxes in case, per doz. \$0 95
Perfection, 1/2-lb. tins, doz. 2 75	Medallions, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Perfection, 1/4-lb. tins, doz. 1 45	Lunch Bar, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Perfection, 10s size, doz. 1 10	Coffee Drops, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Perfection, 5-lb. tins, per lb. 0 42	Milk Wafers, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Supreme Breakfast Cocoa, 1/2- lb. jars, 1 and 2 doz. in box, doz. 3 00	Chocolate Beans, 10c, 1 doz in box, 60 boxes in case, per doz. 0 95
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 23	Chocolate Emblems, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
(Unsweetened Chocolate)	Chocolate Wafers, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Supreme Chocolate, 12-lb. box- es, per lb. 0 41	Circus Wagons, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Supreme Chocolate, 10c size, 2 doz. in box, per box. 1 90	Queen's Dessert, 10c cakes, 24 in box, per box 1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90	W. K. KELLOGG CEREAL CO.
SWEET CHOCOLATE— Per lb.	Kellogg's Toasted Corn Flakes, Waxtite 4 16
Eagle Chocolate, 1/4s, 6-lb. boxes 0 32	Kellogg's Toasted Corn Flakes, Ind. 2 00
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. 0 31	Kellogg's Dominion Corn Flakes 4 15
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32	Kellogg's Dominion Corn Flakes, Indv. 2 00
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33	Kellogg's Shredded Krumbles 3 50
Diamond Crown Chocolate, 28 cakes in box 1 10	Kellogg's Shredded Krumbles, Ind. 2 00
CHOCOLATE CONFECTIONS	Kellogg's Krumbled Bran 1 85
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45	BRODIE AND HARVIES
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 46	XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45	Do., 3 lb. 2 90
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45	Superb Self-Raising Flour, 6 lb. 5 50
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45	Do., 3 lb. 2 80
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45	Crescent Self-Raising Flour, 6 lb. 5 60
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45	Do., 3 lb. 2 85
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41	Perfection rolled oats (55 oz.) 3 00
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41	Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack, doz. 1 50
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41	
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41	
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36	
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41	
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36	
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60	
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60	
NUT MILK CHOCOLATE, Etc.	
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Nut Milk Chocolate, 1/4s, wrap- ped, 4-lb. box, 36 boxes in case, per lb. 0 47	
Fruit and Nut or Nut Milk Milk Chocolates, lbs., un- wrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43	
Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24	

NUTS

Grenoble Walnuts
California Walnuts

Almonds Filberts
Brazils New Cocoanuts

Also a full line of Grapes,
Oranges, Lemons,
Bananas, Apples, etc.

WHITE & CO.

Limited
TORONTO

BROOMS

Our
Canada No. 3.

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best \$9.00 Broom

We know how to make.

ORDER NOW.

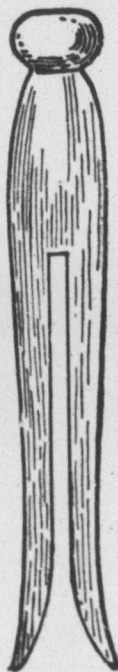
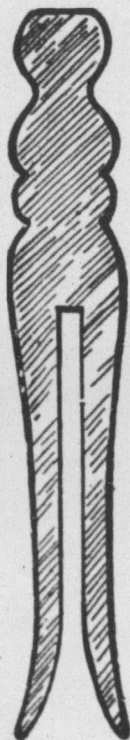
WALTER WOODS & CO.

Hamilton and Winnipeg

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



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

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

Do you recommend
Mathieu's Remedies?



When customers complain of colds, grippe or pneumonia, there is no remedy you can more heartily recommend than **Mathieu's Syrup of Tar and Cod Liver Oil.**

For headache, neuralgia, nervousness, la grippe, etc., **Mathieu's Nervine Powders** are generally recognized as being thorough, reliable curatives.

This is a particularly opportune season to order a large stock.

Not only a curative
but a body-builder

J. L. Mathieu Co.

SHERBROOKE, QUEBEC

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.



We will need the Grocers' co-operation.

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

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

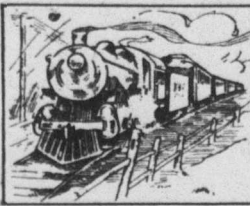
Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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BUYERS' MARKET GUIDE

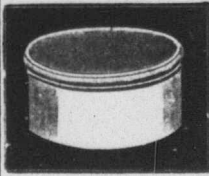
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks
Jugs, Churns, Flower Pots
etc. Ask for latest cata-
logue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO



We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 259 Kingswood Rd.,
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building,
Montreal.

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St.
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SCARCITY OF SEEDLESS RAISINS

The scarcity of seedless
raisins indicates that
prices will be very high
this fall and winter. Re-
ports from the Pacific
Coast state that supplies
of Thompson's seedless
are being pretty well
cleaned up. In fact it is
almost impossible to buy
them. Quotations on any
available are very high,
18½ cents being asked for
them in New York. They
cost 20½ cents laid down
here, for new stuff, but
wholesale houses this
week quoted them to the
trade at 21 cents.

FOR SALE

Selected eggs, creamery butter,
fancy dressed poultry. It will pay
you to buy your supplies from

C. A. MANN & CO.

LONDON, ONT.

Phone 1577

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk Pickles,
Mince Meat, etc.

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - - - ONTARIO



CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste
into Profit"

12 SIZES

Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

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

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

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

WANTED — STEADY, RELIABLE MARRIED man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

HELP WANTED

WANTED — BY LARGE MANUFACTURING concern 2 experienced salesmen with thorough knowledge of Western and Northern Ontario grocery trade. Must be first-class and fully competent. Box 766, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Address Rolph, P.O. Box 1027, Halifax, N.S.

MANUFACTURERS' AGENT, MONTREAL, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

WANTED

AGENCIES FOR
Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.

Area: Guiana and West Indies
A. H. ROBERTS
GEORGETOWN DEMERARA

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required \$5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

WHEN WRITING TO ADVERTISERS

KINDLY MENTION THIS
PAPER

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

FOR SALE

FIRST-CLASS STOCK OF GENERAL MER-chandise for sale. Stock \$15,000 can be reduced. Fixtures \$1,550. Buildings \$2,800. Annual turnover \$60,000. Net profits over \$7,000 per annum. Post Office in connection brings over \$700 a year. Town in the centre of a mixed farming district. \$8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

FOR SALE—FIRE-PROOF INTERNATIONAL account register, 120 size, with filing drawer. Speak quick. \$60. Box 506, Seaforth, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSI-ness on the main street, St. Catharines, Ont. Stock and fixtures between \$6,000 and \$7,000. Apply Box 760, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—STOCK AND BUILDING. STORE built sanitary; floor imitation of marble. Fitted with Walker Bin wall and show cases. Business in good running order. Apply A. Glover, Kingston, Ont.

FOR SALE—CHEAP—LARGE COFFEE MILL—in first-class order. Grocer, Box 327, Barrie.

FOR SALE—GENERAL STORE AND POST Office in Country. Good trade, store and dwelling; five acres ground; easy terms. Good chance for right man. Apply Box 754, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY—PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO



Something *Extra* Good in Smoked Hams!

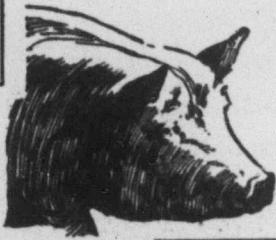
WE are right in the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

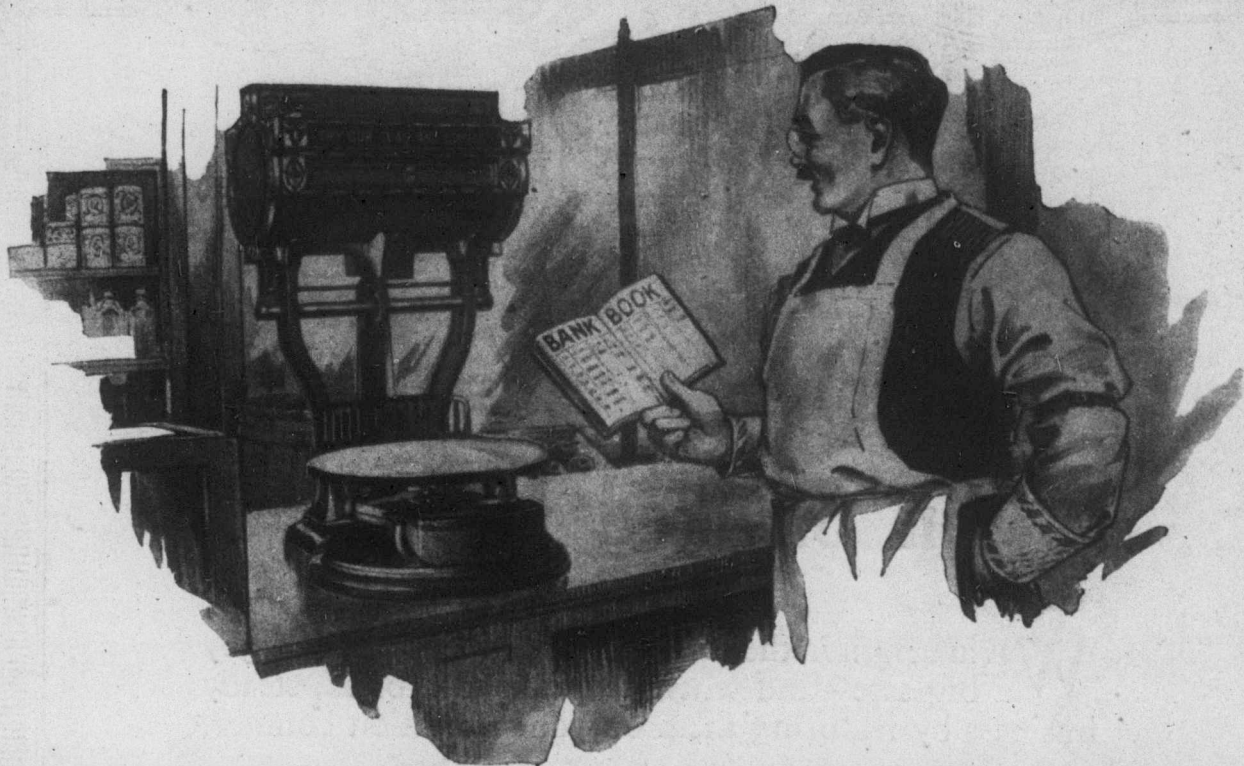
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

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





Making bigger bank deposits on narrower profit margins

It's got to be done. The grocers of this country have got to succeed and make money — notwithstanding all sorts of trade limitations and profit restrictions. How can it be done? There is one big, sure way. See to your weighing. Give just weight always. The multiplied careless weighings every day eat deep into your profits. And see to your price calculations. Cut out mistakes—your own and your clerks'. Don't try to do what a machine can do better. Use a Dayton Computing and Automatic Scale—the finest in the world.

*“If It's a Dayton, It's Right”
It is made in Canada*

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

*Division International Business Machines Co., Limited, also makers of International
Time Recorders and Hollerith Electric Tabulators*

BUY VICTORY BONDS Every Canadian's Foremost
Duty at This Time