

**PAGES  
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# CANADIAN GROCER

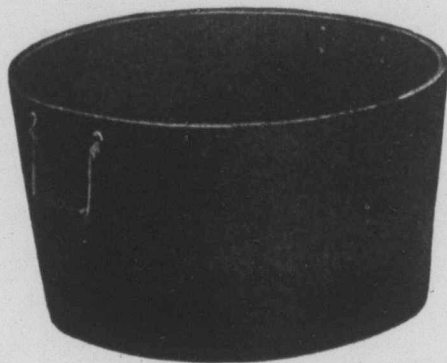
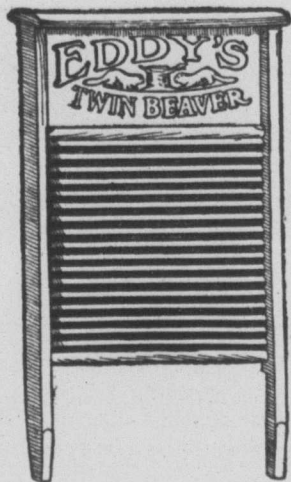
Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 1, 1918

No. 44



## Get Your Full Profit From the Eddy Line

Reputation sells more goods than argument—and sells them faster. A standard product of *known value* has a selling power which readily transfers itself to other products from the same maker.

Eddy's Matches are standard in Canada. They are known and used from coast to coast. Their selling power is greater than that of any other brand.

## EDDY'S Indurated Fibreware

reflects the selling power of Eddy's Matches. Washtubs, Washboards, Pails, etc., made from this material require little "pushing" because Eddy's name is on them. It is an instantly recognized sign of good value.

Get your full profit from the Eddy line. Stock and feature the goods which have this reputation behind them. You can make the Eddy name produce two profits for you instead of one. Put this extra selling power to work in your store. Get your full profit from the Eddy line.

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

*Also makers of Toilet Papers,  
Towels and Serviettes of the  
same high standard of value.*

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

**JAMS  
MARMALADES  
PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

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

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**



Agents

W. G. Patrick & Co., Ltd.  
Montreal

Lind Brokerage Co., Ltd.  
Toronto



**C**ustard that  
**ompels**  
**ustom**

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

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

It will pay you well to display

**FREEMANS DEVONSHIRE CUSTARD**

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

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

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

*Freemans*  
FOOD PRODUCTS  
*Watford*

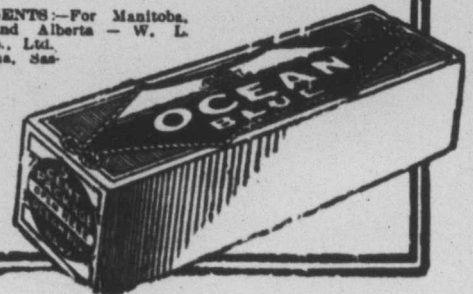
Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

**OCEAN  
BLUE**

Order from your Wholesaler.

**HARGREAVES (CANADA) LIMITED.**  
The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Cresden & Avery, Rooms 5 and 6, Jones Block, 607 Hastings Street W., Vancouver, B.C.



# Drive another spike in der Kaiser's Coffin!

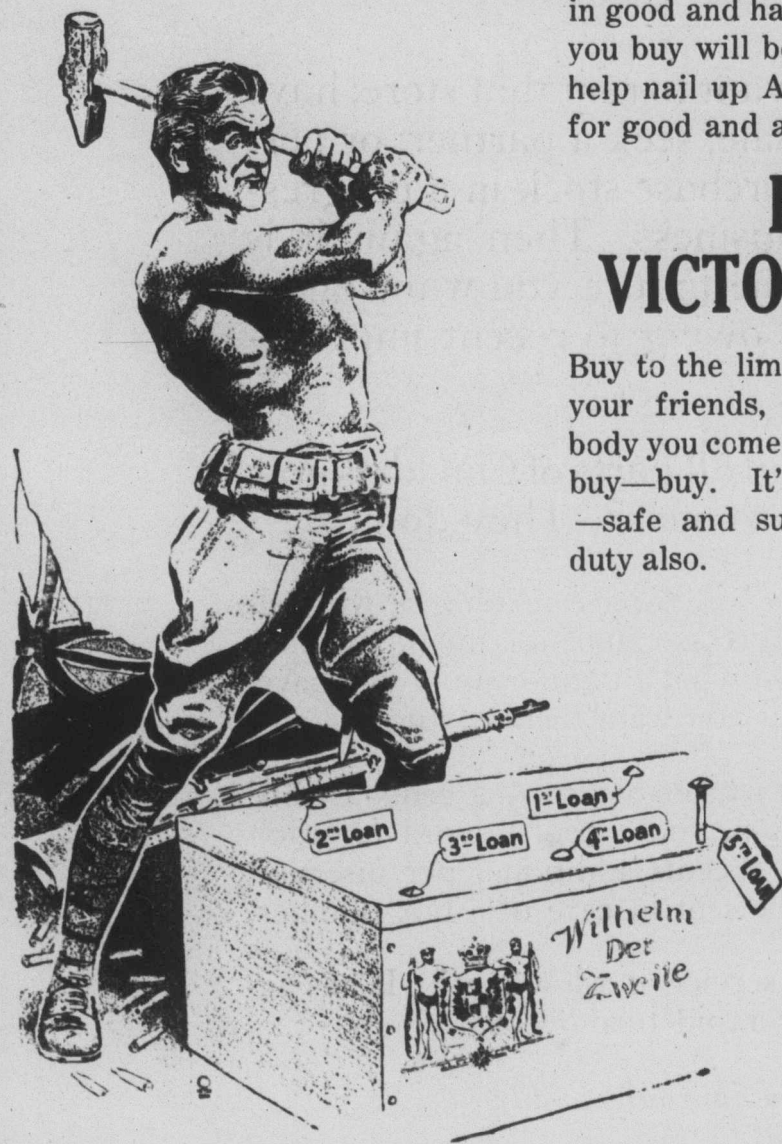
Swing the hammer high and drive it in good and hard. Every Victory Bond you buy will be another lusty stroke to help nail up Autocracy, and nail it up for good and all.

## BUY VICTORY BONDS

Buy to the limit of your ability. Urge your friends, your customers—everybody you come in contact with, to buy—buy—buy. It's a splendid investment—safe and sure—and it's a national duty also.

We owe it to our gallant Fighting Men—we owe it to our Splendid Allies—we owe it to the Glorious Cause of World Freedom to put this Victory Loan "Over the top."

And we owe it to ourselves—for a successful Victory Loan—an over-subscribed Victory Loan—means a boost for Canadian Business. Buy Bonds and Beat the Boche.



This Space Contributed by

## Borden Milk Co., Limited

*"Leaders of Quality"*

### MONTREAL

Canada Food Board License No. 14-213

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

## Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

*Send in yours to-day.*

**Canadian Grocer**

143-153 University Avenue

**Toronto**

Shelled **Walnuts** In Shell

Now is your opportunity to buy. We have arriving:

1 Car Fancy Budded Cal. Walnuts, in shell.

1 Car No. 1 Soft Shell Cal. Walnuts.

These Nuts are from the Santa Paula and Saticoy districts, which are admitted the finest walnut districts in California.

We also have on spot for immediate shipment No. 1 Shelled French Bordeaux Halves.

*Write for Interesting Prices*

**W. G. PATRICK & CO., LIMITED**

*IMPORTERS*

**TORONTO**

**WINNIPEG**

**MONTREAL**

**CHICAGO**

**NEW YORK**



**Buy Victory Bonds**

## Lend Your Money to the Cause

That's all you are asked to do. Not to *give* your money but to *lend* it—at a good rate of interest.

Every dollar you subscribe—every Victory Bond you buy will shorten the duration of the war and guarantee Canada's prosperity for an extended period.

Buy Victory Bonds. Get into it with heart and soul. Show them that Canada will not falter when the goal is in sight. Mobilize your dollars.

**THE ACADIA SUGAR REFINING CO., LIMITED**  
HALIFAX, CANADA

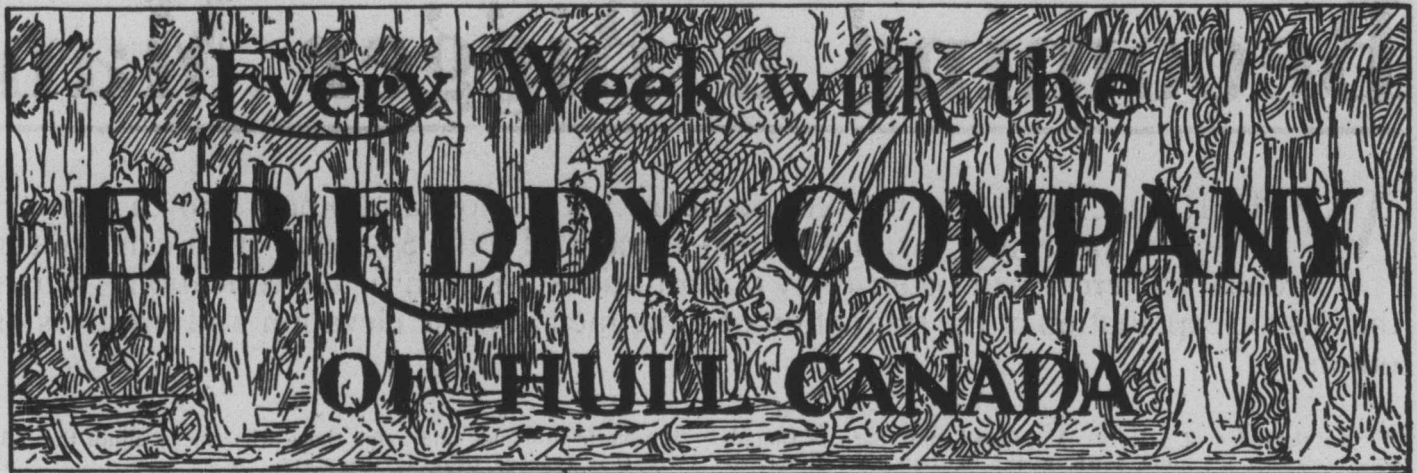


## The Best Spread there is for Bread

If you appreciate good peanut butter, stock NUTRO. Put up in one, five, fifteen and fifty-five pound tins.

If your jobber doesn't handle it, write to Donald H. Bain Co., Calgary, Edmonton, Regina, Saskatoon, Vancouver, Winnipeg, or to the makers.

**Kelly Confection Company, Limited**  
Vancouver, B.C.



Story for Week Dated Nov. 1, 1918.

Being No. 6 in the Series

## Recruiting for the Army of Match Millions

**E**VERY stick of lumber used in making Eddy Matches is put through an inspection as exacting as if those matches were to be Canadian soldiers.

Sawn to a thickness that is exactly match-length, the lumber is dried and seasoned. Careful selection brings to the machines that make the match splints only the most perfectly straight-grained blocks of Canadian White Pine from The E. B. Eddy Company's own limits.

Every little block of white pine passes under the eyes of an army of experts; and through their sensitive fingers. Where the wood has warped in the kiln-drying process; where there was a fault in growth; where even the tiniest knot has escaped the vigilance of the earliest inspection, the faulty block of wood is tossed aside.

Nothing but clear, straight-in-the-grain perfection will satisfy the standards of the E. B. Eddy continuous process of match-making. As a result you can sell Eddy matches to your customers with the assurance that every match in any box you supply will stand the strain of striking—even the strain of striking at random on a rough wall.

You can readily detect the difference between match splints made by the veneer process of which you read last week, and matches made by the continuous process which cuts each match splint out of a solid straight-grained block of pine. Veneer process match splints are square in section; continuous process match splints are very nearly round. In next week's story you will see why.



## Two of Eddy's Famous Fibreware Products



General Utility "Star" Pail



Wash Tub or Babies' Bath Tub  
4 Sizes

If interested tear out this page and place with letters to be answered.



# Becoming a Bigger Man

**W**HAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

**I**F business—**BUSINESS**—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the **POST**, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the **POST** for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

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**THE MACLEAN PUBLISHING COMPANY, LIMITED,**  
—143-153 University Avenue, Toronto.

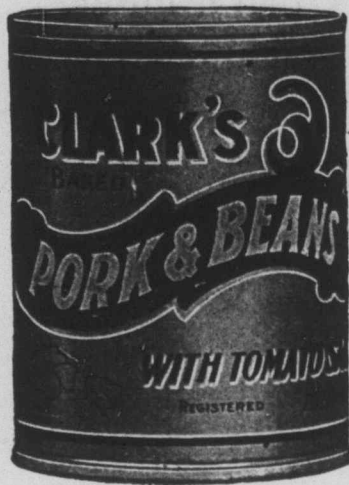
Send <sup>me</sup> <sub>us</sub> **THE FINANCIAL POST** for four months for one dollar.

Money to be <sup>enclosed</sup> <sub>remitted</sub>

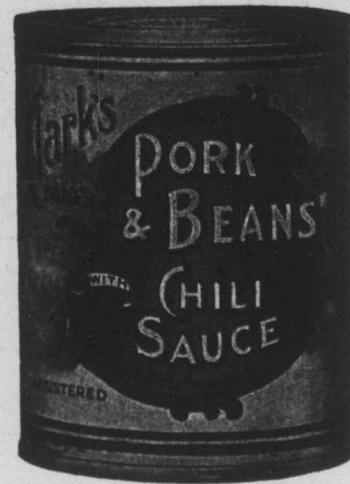
Signed .....

C.G.

# Buy More Victory Bonds



Make  
More  
Money  
to  
do  
so



By Selling

## CLARK'S Pork and Beans

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**W. CLARK, LIMITED, MONTREAL**

*Canada Food Board License No. 14-216*

## "SATISFIED CUSTOMERS"

The above means success for you as well as for ourselves. Realizing this we are trying to give you the best that money can buy.

With the local fruits about off the market you will be needing larger shipments of Oranges, Lemons, Sweet Potatoes, New Figs, Cranberries, etc. We solicit your orders.

**McBRIDE BROS.**

35 Church Street, Toronto

Canada Food Control Licence 3-027, 3-028

## Our Business Is Tea and Coffee Exclusively

We can devote our time to the selection of cup quality in these lines. We do it.

We can study market conditions and purchase at the most favorable time and best prices. We do it.

We can give the benefit of this service to our regular customers who rely upon our judgment. We do give it.

A line as to your requirements will bring you samples and prices by return mail.

**SATISFACTION  
GUARANTEED**

OR

**RETURN AT  
OUR EXPENSE**

**KEARNEY BROS., LIMITED**  
33 St. Peter St. **MONTREAL**

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



*Furnivall's*

**Ask For It In Your Next Order**

Your wholesaler can supply you with Furnivall's Jams and Marmalades. And Furnivall Quality and Flavor will please your customers. A good profit on every sale.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada

Canada Food Board License No. 14-167

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

**There's Plenty of Sugar —in Sun-Maid Raisins**

When women speak about the sugar shortage, just sell them Sun-Maid Raisins which are 75 per cent. purest sugar. When you sell rice, corn meal and breakfast cereals, sell raisins to go with them. Families everywhere are cooking raisins with rice, corn meal mush and breakfast foods. They are using raisins to a greater extent than ever before in bread, pies, cakes and puddings. The raisins supply all the sweetening.



**No Limit to Your Sales**

You can sell Sun-Maid Raisins without limitation. The sugar shortage has brought raisins into wide use in homes where high food values are appreciated. Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

**Our Advertising is Behind You**

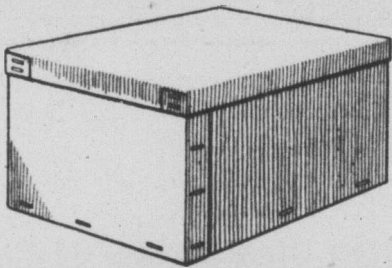
Beautiful full page color advertisements in magazines are telling millions of women about Sun-Maid Raisins. All this advertising benefits your grocery business, especially if you display Sun-Maid Raisins.

**SUN-MAID RAISINS**

**California Associated Raisin Co.**

Membership, 9,000 Growers  
Fresno, California

**This is the Box for your customers' Overseas Parcels**



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere.

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed. NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.  
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

**Boxes Limited**  
Queen and Booth Streets  
OTTAWA

**WAR CONDITIONS**

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

**SPRATT'S**

**DOG CAKES**

**POULTRY FOODS, CANARY AND PARROT MIXTURES**

pending the removal of the embargo, can be obtained from

**SPRATT'S PATENT (America) LTD.**  
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited  
24-25 Fenchurch Street, E.C. 3.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

## SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



## Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

## Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents  
149 NOTRE DAME AVENUE EAST, WINNIPEG

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

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

**G. B. Thompson & Co.**  
 Wholesale Commission Brokers and  
 Commission Agents  
 We can handle a few more good lines.  
 Storage Warehouses and Transfer Track.  
 149 Notre Dame Ave. E. - WINNIPEG  
 Established 1898.

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

**D. J. MacLeod & Co**  
 Manufacturers' Agents  
 and Grocery Brokers  
 EDMONTON, ALTA.  
 Open to negotiate for new lines in Alberta.  
 Our staff calls on wholesale trade and does  
 detail work.

**WATSON & TRUESDALE**  
 Wholesale Grocery Brokers and Manufacturers' Agents.  
 Have live men doing detail work throughout our territory. Manitoba  
 Saskatchewan and Alberta. They get the business, and can get it  
 for you. Write us, and we will explain our system.  
 156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
 Storage  
 Distri-  
 bution

## Donald H. Bain Co.

Wholesale Grocery Commission Agents

- A sales force of competent men.
- Ample capital—and the reliability that goes with it.
- A record of results—and the prestige that follows it.
- An energetic, result-getting organization—with satisfied clients to prove it.
- Are all at your disposal if WE represent you.
- Every branch a business in itself, directed by capable, experienced managers.
- All varieties of Food Products.
- If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## ONTARIO

### W. G. PATRICK & CO. Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St., W. Toronto

### MACLURE & LANGLEY Limited

Manufacturers' Agents  
Grocers, Confectioners and Drug  
Specialists

12 Front Street East Toronto

### W. F. ELLIOT

Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

### W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

Have you read page  
56? It will interest

you.

## To Manufacturers' Agents

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

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

We shall be glad to furnish you with other rates upon application.

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

**YOUR** Advertisement in  
this paper will get you  
results. **TRY IT.**

## Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE  
IN ADVANCE.

PRICE \$2.10 Post Paid.

MacLean Publishing Co.  
143-153 University Ave., Toronto

### X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,  
NOW offered to the Grocery  
Trade in Five and Ten Pound  
Cartons.

To avoid unsatisfactory substitutes  
look for this label on the package.  
Insist on the Genuine X-X-X.



Order from your Wholesaler,  
or direct from

The Jones Packing & Provision Co.  
(Chemical Department) Limited  
SMITH'S FALLS, ONTARIO  
License No. 13-126

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC**

**ROSE & LAFLAMME**  
LIMITED  
Commission Merchants  
Grocers' Specialties  
**MONTREAL TORONTO**  
Canadian Food Control License No. 6-236/1/8

**J. R. GENEST**  
CORN and CORN PRODUCTS—PEAS  
Grain, Flour and Feed—Wholesale only  
Grocers Specialties  
BOARD OF TRADE BUILDING, MONTREAL

**JOHN E TURTON**

Wholesale Grocery Broker

MONTREAL

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

**FREEMAN and SHEELY**  
Wholesale Grocery Brokers  
St. Nicholas Bld. - Montreal

**MARITIME PROVINCES**

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

**Schofield & Beer, St. John, N.B.**  
Commission Merchants  
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

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



**IT'S THE REAL MACKA**

Are you  
selling  
**MacKay's**  
Pearl  
**Barley Flour?**

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for Infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

**John Mackay Co., Limited**  
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

It Will Give  
Your Profits  
A Boost

Let us send you prepaid, a five-case lot of

**MARSH'S**  
**GRAPE**  
**JUICE**

Then watch it repeat.

Get our prices on Unfermented Port Wine and Unfermented Black Cherry Wine.

**The Marsh Grape Juice Company**  
Niagara Falls, Ontario

Agents:  
MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.  
Rose & Laflamme, Ltd., Montreal, Que.





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

### The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

The Robert Gillespie Company, 323 Homer Street, Vancouver, beg to intimate that they have no connection with any firm in Winnipeg or elsewhere and that no firm has any right to use, or buy goods in their name. They will not be responsible for any goods ordered or bought in their name.

## LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

**ALBATROSS BRAND**  
TRADE MARK  
CLAYOQUOT SOUND CANNING CO. LTD.  
J. L. BECKWITH, AGENT  
VICTORIA, B.C.

**FRESH BRITISH COLUMBIA**

**PILCHARD**

WHEN REQUIRED  
NOT PLACE THE  
CANS BEFORE BEING  
OPENED INTO  
SOILING WATER  
FOR TEN  
MINUTES

Your Customers Will Like

**ALBATROSS  
BRAND**

**PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent  
VICTORIA - B.C.

## EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables  
are scarce



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

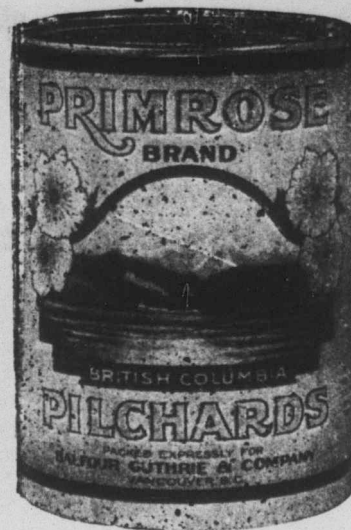
Your jobber will supply you.

**CHILLIWACK EVAPORATING  
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

**“PRIMROSE”**

**PILCHARDS**



*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

Rich in flavor, and high  
in food value.

**Defiance Packing Co., Ltd.**

Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port  
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.  
Vancouver, B.C.

**Salmon  
Commandeered**



**SNOW CAP  
BRAND  
PILCHARDS**

are more deli-  
cious than

**SOCKEYE**

and are less  
than half the  
price.

For Salads and  
Sandwiches

*They are More  
of a Dainty  
Than Tuna  
Fish*

**“Snow  
Cap”**

is Hand Packed  
by

Packed in 1 lb. Tins  
and 1-2 lb. Flats  
Sold by Your Jobber

**The Nootka Packing Co., Ltd.**  
NOOTKA, B.C.

**Imperial Rice Milling  
Co., Ltd.**

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517



# Handle all your cash and records by machinery

A National Cash Register system will take care of every detail of your store records. It will enable you to handle all your cash and records by machinery.

Every sale—cash or charge—is accurately recorded.

At the end of every day a glance at the

register shows you the exact amount of your sales. The register also gives a printed record of every charge, received on account, or paid out transaction. It shows you how much cash should be in the drawer.

The N.C.R. system saves time, saves money and conserves labor. It stops store leaks. It makes you careful, and your employees careful.

## National Cash Registers help merchants overcome war-time troubles

Department No. C6

The National Cash Register Company, of Canada, Limited, Toronto, Ont.

Please give me full particulars about an N.C.R. system for a grocery store.

Name .....

Address .....

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



**IT** is no picnic running a grocery store these days. Many lines are very scarce, deliveries are often slow, there are various "regulations" to observe, and experienced help is scarce.

Under such conditions grocers doubly appreciate Red Rose Tea—it is one line they do not need to worry about.

Its quality is so well known and appreciated that no experienced salesmanship is needed to sell Red Rose. It is merely a

matter of keeping a sufficient stock on hand to supply the ever-growing demand.

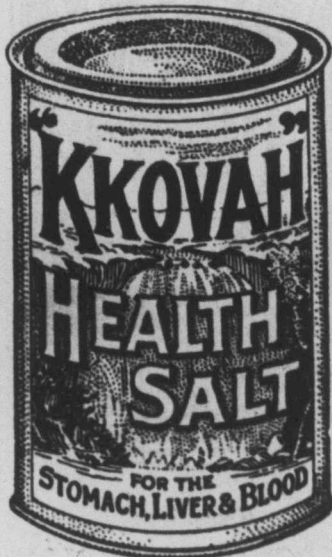
**How is Your Stock?**

**T. H. Estabrooks Co., Limited**

St. John      Toronto      Winnipeg      Calgary

## Customer Confidence

is the dealer's finest asset. This confidence is obtainable by selling goods of reliable quality.



**“KKOVAH”  
CUSTARD  
AND  
“KKOVAH”  
HEALTH SALT**



Will create and maintain this confidence in you and the goods you handle.

Sole Agents for Canada:

**MACLURE & LANGLEY, LIMITED**

WINNIPEG      TORONTO      MONTREAL

## Keen's—the All-British Blue —the Blue you can safely recommend

Keen's Oxford Blue has a wide-spread reputation for good quality. In every community housewives know and approve of KEEN'S — THE BLUE OF BLUES.

Remind your trade that you carry and recommend KEEN'S by showing it in displays frequently. A counter show card of Keen's Oxford Blue Sailor-Boy with Square and Union Jack will be sent you on request.

**Magor, Son & Co., Limited**

191 St. Paul Street, W., Montreal  
30 Church St., Toronto



## A Widely Advertised Baking Powder

**E**GG-O BAKING POWDER and Baker's Special is being widely advertised throughout the Dominion. Continuous newspaper and magazine advertising of special interest to women is creating a bigger demand for Egg-O.

Every dealer should, therefore, have a good stock on hand to meet the demand.

You have had many inquiries for Egg-O—you will have more. Your customers will ask for Egg-O. Do not disappoint them.

A good Baking Powder is imperative with heavy war flours, so you need have no hesitation in recommending Egg-O.

*Sell the larger tins. It saves tin and cinches your customer's trade. Once, always, with Egg-O.*

**Egg-O BAKING POWDER CO.**  
HAMILTON, CANADA LIMITED



*Branches:*  
TORONTO, KINGSTON  
and MONTREAL

# CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 1, 1918

No. 44

## Embargo on Dried Fruit Hits Trade

It is a Question Whether Any Dried Fruit Other Than Apples and Peels Will be Available For Civil Population—Army Has First Call—Some Uncertainty as Yet as to Actual Situation

**A**NNOUNCEMENT to the effect that the U. S. Government had placed an embargo on the export of all dried fruits was anything but welcome news to the trade the latter part of last week. Indications are that all licenses which importers went to all kinds of trouble to secure have been cancelled and even goods which are rolling and not over the border are being seized. The outlook is unquestionably a serious one, and whereas stocks on hand at the present time are ample to take care of the requirements of the trade for some little time, the outlook is by no means promising for the future.

There was some hint of this condition last week, and CANADIAN GROCER in reporting the situation on dried fruits had this to say: "It is apparent that there will be some considerable difficulty in bringing dried fruits forward from the United States. It would appear that shipments already on the way are to be intercepted by the United States War Trade Board. It being intimated that the supplies are wanted for use at home. Late enquiry reveals the situation as very unpromising and the likelihood is that shipments of raisins, prunes, figs and dates will be held back pending a definite order to divert same. The situation looks very difficult." This statement is borne out in advices which have reached importers from their principals in California and other growing sections and is brought out by the exceptional requirements of the United States Government to take care of their army and navy, which are being recruited to such enormous strength.

The situation on prunes and raisins has been covered in these columns as quickly as advice was forthcoming on

crop conditions and what was likely to transpire and the complete review of the raisin crop was given last week. This was by no means too encouraging, and the result on all dried fruit is as outlined above, that embargo now exists.

### Apples and Peels the Only Lines That Will be Available.

It is indicated that the only lines which will come forward are dried apples, lemon, orange and citron peel. These represent a very small proportion to the total importation from the States and efforts are being directed by the wholesalers, backed up by the Canada Food Board, to have some modification of this embargo effected. What the results of their efforts will be only time will tell, but it is quite certain that every effort to have released at least a fair percentage of the orders placed will be made.

### No Modification of Embargo Appears Probable.

Opinions vary as to just how this may affect the local situation. One large importer reports that he believes this step was only taken after a very careful survey of crop conditions.

The Government has in its possession figures which would enable it to judge what the extent of the crop damage has been on raisins for instance, they also have figures on how large an army they

expect to raise, and can pretty accurately say about how much food of different kinds they will require to feed this army. This being the case, this importer feels that no modification whatever from the embargo can be looked for. He admits that this is not a bright outlook, but feels that the situation should be faced and there is no getting away from the fact that if this food is going to feed the soldiers of one of our Allies, there will be no great objection raised; the only thing which can be done will be to submit. When the facts have been fully supplied and justification of this action is shown to exist it is undoubtedly true that the trade will submit gracefully.

### Others View Situation More Hopefully.

There are other importers who feel that some modification of this embargo may be expected. They take a very hopeful attitude, and whereas admitting that the situation undoubtedly has its serious side, they feel that when complete figures are available, and in the possession of the Government, there will be some released for the civilian trade.

However, there is no getting away from the fact that the civilian is the last one to be considered to-day. This is shown in practically any line of business. The requirements of the army and navy are paramount in every country and it certainly looks more and more as though Canada will have to depend on the products which can be grown here. The balance of trade is still somewhat unfavorable and this may be a factor which has been taken into consideration in this latest step. It is not indicated that such is the case, but it is within the realm of possibility.

What the effects of this will be, it is



somewhat hard to determine. Jam manufacturers are of the opinion that this will influence the demand on jams to a great extent. Already stocks of strawberry and raspberry are practically cleaned up as far as the manufacturers are concerned, and other lines are none too heavy. Reports from retailers indicate that the trade has taken very kindly to jams even at the high prices and practically since the first shipments made these lines have been going into consumption. The consumer is also demanding the 4 lb. pail instead of the small glass jar. This is significant and the elimination of dried fruits may very well influence the demand on jams of all kinds.

That prices will go higher there is no question of doubt. Prunes have already stiffened in some quarters, and the tendency is towards higher prices on raisins, and this may be expected to extend to all lines. The situation on dates, is still a little bit uncertain. It is still unknown whether shipments of these will be allowed to come through or not. Currants and figs have been a very small factor during the past couple of years owing to the exceptionally high prices and scarcity of tonnage to bring same forward. Sales of apples will undoubtedly show improvement and stocks now in hands of wholesalers generally may be cleaned up fairly quickly.

their habits and haunts. The idea of a National Fish Day is beginning to take a real hold on the consuming public generally. An informal dinner of the trade in Montreal was planned for Thursday of this week. Much interest is being manifested all around.

#### VICTORY LOAN NOTES

The Victory Loan Committee of Montreal is offering two prizes for the best-dressed windows, the central feature of which will be the appeal to the public to buy bonds. For the best-dressed window—from the standpoint of appealing to the masses in enlisting their interest in the purchase of Victory bonds, a \$100 bond will be given, and for the second best, the prize will be that of a \$50 bond. In addition to these, arrangements made call for the awarding of two prizes of like nature for the best-dressed floats in the Victory Loan parade, to be held in the near future.

Montreal retailers will, it is confidently expected, respond well to the appeal for subscriptions in the purchase of Victory bonds. Already some of the larger stores have signified their willingness to do all that is possible. The shrewd business man is quick to realize the advantage of the splendid investment of what money he can spare. He is also one of the first to respond to the appeal for assistance in any worthy cause, and in this direction he will be a leader in his readiness to meet the call of his beloved Canada.

#### IMPORTANT RULING RE TRANSPORTATION

Ottawa, Oct. 28.—The influenza epidemic is responsible for a ruling issued by Sir Henry Drayton, chairman of the Board of Railway Commissioners. The James Shearer Company, of Montreal, brought the question to the notice of the board. They asked that demurrage charges should be held up till the epidemic subsides as yards are practically tied up owing to the absence of the employees.

Sir Henry holds that the car demurrage rules do not cover a case of the character. A condition, however, such as the present was never contemplated when rules were drawn up. "As I see it," he proceeds, "it would be absolutely unfair and improper to penalize shippers who cannot accept cars owing to the ravages worked by the epidemic on their employees. The matter is one absolutely beyond their control. Demurrage ought not to be charged under such conditions, and in my opinion the railways ought to be advised that demurrage ought not to be charged, and that if necessary the appropriate amending order should be made as of this date."

#### YOUNG BANDITS ROB GROCERY STORE

About 9 o'clock Saturday night, three young men entered Howard Burton's grocery store at Islington, Ont., and, covering Burton with a revolver, robbed his cash register, succeeding in getting away with between \$50 and \$70.

## Strong Opposition to New Cereal Order

### Elimination of Rolled Oats From List of Substitutes That May be Used by Consumers Causes Strong Criticism

THE latest regulations issued by the Canada Food Board in respect to handling substitute flours and eliminating rolled oats from the list which the retailer can sell are meeting with anything but approval from among many of the millers. The point brought out is that retailers should have been given an opportunity to secure wheat flour in the proper proportion to substitutes they may have had on hand and been allowed some time to bring their stocks of rolled oats down to a more normal basis. The contention of the Food Board that people were buying rolled oats as a substitute, but using it largely for porridge is not borne out by the facts, it is contended. It is stated that the greater sale of rolled oats was due in a large measure to the average housewife's greater familiarity with this product and its use. That it has been used in much greater proportion along with wheat flour as a substitute is said to be the case.

A special committee representing the retail trade has waited upon the Canada Food Board in an effort to have this regulation modified, but no concessions were made nor is there any apparent probability of any change being made.

Western interests have also been strongly opposed to the change, and at a recent meeting of the Western Grain Standard's Board the following strong resolution was passed and wired to Premier Borden, Hon. T. A. Crerar, and the Canadian Food Board.

"Whereas the grain crop of the prairie provinces is being moved slowly because of labor and other transportation conditions, and whereas large areas in Alberta and Saskatchewan are short of oats and it is difficult to secure oats either for seed or for milling purposes or for food and much more for substitutes, except at a very high price, and the same applies to barley; and, whereas it is not economical either as regards transportation facilities or financial cost to import into the prairie provinces foodstuffs either from the United States or from eastern Canada, it is therefore

hereby resolved by the Western Grain Standards Board, that while it is desirable as far as practicable for the people of the Western provinces to support the allied policy of the common loaf, yet under the actual conditions now existing in the prairie provinces in general much inconvenience and loss to the people of these provinces in general will cause loss and inconvenience to milling and distributing industries, will tend to increase the tax upon the heavily burdened transportation facilities that are available, and at the same time will not really to any appreciable degree promote the conservation of food, and the Canada Food Board is hereby requested to take into consideration the advisability of an alternative procedure for the Western provinces, namely the non-importation of substitutes for wheat into the Western provinces, and the promotion of wheat conservation by an increased flour extraction.

#### HOARDING ORDER MODIFIED

Manufacturers and licensed dealers, and such consumers as may be shut off from the source of their supply by closed navigation or other transportation, or who may live in distant isolated parts may have sufficient flour and sugar for two hundred days, according to order number 69, of the Canada Food Board, issued to-day. This revises other orders affecting only the above three classes. The customary provisions are made for dealing with violations.

#### ORIGINATED NATIONAL FISH DAY

It was J. A. Paulhus with whom the idea of a National Fish Day for Canada originated some three years ago. Mr. Paulhus is second vice-president of the Canadian Fisheries Association and an ardent advocate of greater publicity for increasing the use of fish among Canadians. He has been very closely associated with the development of the trade for many years, and possesses a wide and comprehensive knowledge of fish,

# Coffee Due for Immediate Advance

Peace Talk Responsible For Stiffening of Brazil Markets — Consuming Centres of Europe Bare of Supplies—Canadian Coffee Stocks Limited and Importations Almost Nil—Importers Must Meet Situation Within Very Short Time

**P**EACE talk has caused a sharp change in the coffee outlook and all indications point to an early advance in local markets. Opinion is divided in some respects, but most of the big coffee importers agree that the situation warrants a firming of the market, and that increased prices will have to be paid by the trade.

This is due to the fact that the Brazilian planter, who is the dominant factor in the coffee trade, believes that an early peace is a possibility, and that the conclusion of peace will mean a marked increase in the demand for coffee from the central empires, that were formerly among the largest consumers in the world. As a result of this impression Brazilian holders are not sellers at the moment, but are willing to hold their stocks pending further political developments.

Quotations in Brazil have shown a recent advance of approximately 5 cents a pound. This sharp advance has curtailed buying to an almost negligible factor. On the Canadian market there has been an advance of roughly 3 cents a pound on green coffee of recent date and there is a probability of still further advances. There are other sources of supply, but Brazil is of such preponderating importance as a coffee source, that these other sources cannot materially affect the situation.

As matters now stand supplies of coffee in Canada are light with a strong market demand. Opinions differ as to just what stocks are available, but as Canada has been dependent for some time past on direct importations it is generally conceded that these stocks are lighter than normal. Probably stocks on hand at present with such slight stocks as are arriving are sufficient to assure supplies till January or February. By that time however, it will be necessary to have stocks of coffee arriving in far greater volume than at present if an actual scarcity is to be avoided.

Just what the bearing of this may be, it is difficult to foresee. There is always the possibility that the Brazilian holder may lose confidence in what he now believes to be the probable trend of events and be willing to put stocks on the market at a more reasonable figure. This however seems hardly likely. On the other hand buyers in need of stocks may come to the belief that there is some justification for the Brazilian attitude, and may be ready to meet the increased prices at an earlier date than is actually necessary. This would of course mean advancing prices, not necessarily any very sharp advances on the local markets but a steadily strengthening tendency. This is the viewpoint that is taken by many of the large coffee handlers of the country.

## Significant Fact

One of the interesting features of the present situation is that the United States Government is anxious that coffee be used sparingly. To this end one of the informants stated that the government was urging that the use of coffee, generally, be cut down somewhat. This was looked upon as a timely measure to conserve the stocks within the country, for, as sized up in this informant's opinion, it was a case of the United States Government holding out against that of Brazil. It was just a question, at present, who would win out. And at the moment the position is not at all clearly defined.

## What Of Peace?

The Brazilian operators have been prompted to advance prices because of the peace talk that has grown frequent and insistent of late. They are well aware of the scarcity of supplies in Germany and Austria-Hungary. They believe that they can force the price up to those on this side of the Atlantic who want supplies and must have them. They also feel that there will be an immediate heavy demand on supplies from these European countries once they are able to buy coffee. The use of coffee there is heavy and markets are considered to be absolutely bare. Germany, in particular, has a good deal of shipping in South American ports awaiting the word to sail at the earliest possible date. She has also a great deal of shipping at home, and as soon as there is any likelihood of peace being effected these bottoms will surely sail for South America—many of them—with cargoes of home-produced goods, to return with coffee for home needs.

## No Other Shipping

Just what shipping these warring countries above mentioned have, is a question. That they will have to depend solely upon that which they possess is obvious. The Allied shipping will have a severe strain placed upon it immediately the war is over and none of it will be available for enemy country service. The previous enemy of the Allies will have to carry his own food-stuffs. And then again, if the United States as the largest consumer of coffee is in a position later to import her supplies from other centres, the Brazilians may be glad to treat with offered business on a fairer price basis.

Then again, even allowing that the present enemies of the Allies have a great deal of shipping, they have commodities to import, other than coffee. It would not seem reasonable that the South American coffee growers can expect such a demand for their coffee as to ensure them any prices they may wish to ask. They will probably be

able to get more return, but the extent of the advances will perhaps be less than they at present hope for.

## The Speculative Element

Regulations in the United States have served to eliminate the speculative element to a great extent at least, recent legislation makes it very difficult to secure permits for the importation of supplies. The government is now insisting that the applicant for a special permit state what he is going to do with the coffee. If he has a market for it, he may be given a permit—otherwise he is very likely to be refused. This would indicate that the surplus stocks in the States are not what they have been in the past.

## Prices Will Advance

There appears to be every reason to believe that Canadian coffee prices will advance. If the Brazilian growers can hold out in their present demands for high rates, they will force the importer to pay more and there is little likelihood of jobbers offering coffees much longer on the present price basis.



Corp. Deward Barnes, Toronto, who has been reported wounded with gunshot in the right side, enlisted in 1915 with the Sportsmen's Battalion, later being drafted to a machine gun section. He served 18 months in the trenches, winning first one stripe, later the second. Before enlisting he was in the employ of John Hillock, Toronto. He was 30 years of age.

Pte. Albert Lee, of 133 Duke street, Toronto, was killed in action, according to word received by his mother. He was wounded during the summers of 1917 and 1918. He is a Barrie boy and came to Toronto in 1910. He was a candy maker for Robertson Bros. prior to enlisting.

Pte. Joseph Walker, Toronto, who was taken to the Bramshott Military Hospital on October 15, succumbed to influenza on the 22nd. He was born in Toronto 33 years ago. For some time he was in the contracting business with his father, and for the last three years he was general manager of the Peerless Milling Company, Toronto. He went overseas on September 5 last with the 8th Canadian Reserve. His home was at 1402 Dundas street west, Toronto.



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, Limited

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

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Vol. XXXII. TORONTO, NOVEMBER 1, 1918 No. 44

### GET THE GOODS.

**R**ECENT changes and restrictions in many lines make it certain that it will soon be more of a question of getting the goods rather than a consideration of what they will cost. For this reason, dealers should look carefully to their wants for the future and make the necessary arrangements for the stock they will require during the winter and spring without delay.

If you have not given attention to your future requirements, it behooves you to do so at once. Let the manufacturers know of your requirements and specifications and you will aid not only the Government, but also those firms which are conscientiously trying by their foresight to help win the war.

### RESULTS OF WASTE

**E**NGLAND has revised and Canada is learning to revise the word "rubbish." We are beginning to realize that we have been a wasteful people. Because we had a wealth of resources at hand and ready access to the supplies of other countries we were not careful. It was far less trouble to use new material than to bother about the old which was nearly always consigned to the "rubbish" heap or ruthlessly destroyed. Now we are realizing that much of this material was most useful and that we were too indolent to prepare it for further use. Some of our greatest wastes were in metal and in cloth. If we learn nothing else from the war we will have an increased respect for the value of many metals. As a result of the depletion of supplies it seems likely to be a long time before we will be in the position to have anything like as liberal supplies of many materials as were available formerly.

### LEADER IS NEEDED.

**I**N spite of all that has been said in the business papers and magazines of the country, the Government has taken no action to solve Canada's post war trade problems or to help the business men of the Dominion extend their trade. One of the great needs in connection with the situation as it exists to-day is leadership. With the end of the war in sight and Canada in a splendid position to take care of increased trade Ottawa is doing nothing to rise to the occasion. There is no definite policy of any kind. If the Dominion's exports increase it will be due to the enterprise of Canada and not through any help from the Government. Other countries are busy getting all the knowledge they can regarding the markets that will be open and the requirements of those markets. They are getting in touch with the people who will be the buyers of the future. As a result of the war Germany will be compelled to abandon millions of dollars worth of markets developed with an enormous effort and much hard work. Canada by her position and her resources should be in a position to get a big share of the trade in some of these territories. There are many ways in which the Government by co-operating with the manufacturers and business men of Canada could assist in building up a trade that would steadily grow in the future. Action, as far as Ottawa is concerned, seems to be confined in many instances to avoiding anything that looks like work.

### THE CLERK CAN HELP

**O**WING to the unfortunate outbreak of influenza and the rigorous steps that have had to be taken to eradicate the disease, the many public meetings that would have been held to foster interest in the Victory Loan have been materially curtailed. This means that one of the great agencies for stimulating interest in the loan cannot be used. It means also that a great many people may possibly not have this important matter brought to their attention. That is where the clerk may help and may do a great service to his country. Every day the clerk has his opportunity of speaking to a large number of customers. He can easily in every conversation introduce some reference to the Victory Loan, to its great importance to the country, and its great value to the purchaser. In so doing he is being a real service to a great cause. By so doing he is being of real service to the store, for the customer who has a backing of good securities in the bank, cannot help but be a better customer. He is helping himself, for eventually he will be in business for himself, and it is not hard to foresee that the customer trained in habits of economy and in judicious investment will in the years to come be a far better prospect for any merchant.

However you look at it it is a great chance, a chance that none of us on this side of the water can well neglect.

## Current Events in Photograph



**WORLD'S RECORD FOR TONNAGE**

This shows the waterfront at Windsor, Ont., which has the world's record for shipping tonnage. At any given point here a vessel more than 600 feet long passes on an average of every seven minutes, night and day. These are the big lake freighters with their cargoes of iron ore, wheat, coal and other commodities. The tonnage that passes up and down at Windsor is greater than that handled in London, Eng., New York and Hong Kong combined. It is greater than that which passes through the Suez Canal, which some years ago took a secondary place. The exact figures for the last year available are 100,907,270 tons, valued at \$1,069,617,157. In addition to the big lake boats, there are so many smaller craft bound for Detroit and Windsor that at any given point a boat passes one way or the other every four and a half minutes.

### WILL ENFORCE EARLY CLOSING BY-LAW

Winnipeg Branch of the R.M.A. of Canada is For Proper Enforcement of the Early Closing By-law as Amended.

In 1900, Winnipeg City Council passed a by-law governing the closing of stores. It proved that all stores with certain exceptions were to close at 6 o'clock every evening except Saturdays before legal holidays and during the last three weeks in December. On the latter days the closing hour was fixed at 10 p.m. The stores privileged to remain open were as follows: Stores in which the only trade or business carried on was that of a tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house.

With the growth of the city, confectionery and fruit stores were opened up and custom permitted them to remain open although the by-law made no provision for this. To make it legal for such places to be open after closing hours the Association requested the Provincial Government to amend the Shops Regulation Act excluding fruiterers and confectioners in the same manner as tobacconists, etc.

The Association then presented the matter to the council and on the 30th Sept., the amendment received its first

and second readings with the understanding that it would come up for its third and final reading on Oct. 28, the interval being allowed for certain stores to dispose of their stocks of groceries, etc., so that they might qualify as exclusive confectioners, fruiterers, etc.

The aim of the association is to get proper enforcement of the by-law, requiring stores carrying prohibited lines to close, thus doing away with the "snorter" and in future depending upon inspectors for the enforcement of the by-law. Formerly purchases were a fact that goods were exposed or offered for sale will be sufficient evidence to constitute a breach of the by-law.

Under this amended by-law stores in which the only trade or business carried on is that of a confectioner, fruiterer, tobacconist, victualling or refreshment house will be permitted to remain open.

Groceries must not be exposed or offered for sale by any store or place desiring to remain open. Restaurants may stock such groceries as are required for the serving of meals.

If a fruiterer or confectioner desiring to remain open, he may not sell groceries. Such stores may, however, sell cooked pastry, bread, butter and milk, but no other groceries or other forbidden lines can be stocked by any store that wishes to enjoy the privilege of remaining open in the evening.

### ALL GOODS FROM U. S. MUST HAVE IMPORT LICENSE

The War Trade Board announces a new regulation whereby importers of all goods which have to pass in transit through the United States en route to Canada should apply to the War Trade Board for an import license, whether or not the goods in question are included in the Canadian list of restricted imports.

Although certain commodities may not be included in the Canadian list of restricted imports it has been found that such goods can be handled by the United States customs authorities much more conveniently when the Canadian importer submits a War Trade Board number of an approved application of license.

This procedure will also obviate the necessity of the importer ascertaining if the proposed importation is actually restricted.

### EXPORT OF CANNED FRUITS

The U.S. War Trade Board announces in a new ruling that on and after November 1, 1918, all applicants for licenses to export canned fruits to any destination will be required to state whether the fruit in question is canned in syrup or in its own juice. All applications received after said date which fail to contain this very necessary information will be refused.

# This Grocer Uses His Brains

He Draws a Good Salary From Himself Because He Keeps Busy From His Collar Up

By HENRY JOHNSON, Jr.

S often am I compelled to conclude that grocers labor hard with their bodies but act as if they had no brains, that it is a delight to hear from one worthy to be pointed to as an example of how a grocery store should be run. The job I have this week is therefore, all pleasure. This Canadian grocer asks that I do not mention his name or location, and he writes:

August 12, 1918

Dear Mr. Johnson,

I am enclosing a statement of expenses incurred in conducting my business from February 1st to July 31st, 1918, or six months. I take stock last of January each year, consequently my business year starts the first of February.

At the beginning of the year I make out, as nearly complete as possible, a statement of all expenses I think will be necessary for the coming year and an estimate of my gross sales. For 1918 my estimated expenses were \$5,835.88, which includes depreciation and bad debts, and my total sales were estimated at \$50,000. These figures are just as my book shows them, made about February 1st, 1918.

Bad debts are practically nil.

As I have read with a great deal of interest your articles from time to time, and gained from them considerable valuable information, I would be pleased to have you comment upon the enclosed statement, in whatever manner you see fit, but withhold name and location. Depreciation is figured at 10% on \$1,500 fixtures, and as depreciation shows on the inventory list, I have not included it in expense account.

The Statement—	Expenses.	
	Carrying.	Selling.
Wages .....		\$868 84
Rent .....	\$228 00	
Light .....	7 11	
Heat .....	15 00	
Phone, \$13.75; Messages, \$1.95 .....		15 70
Taxes .....	10 32	
Insurance .....	16 62	
Interest, 6% on \$6,000 .....	180 00	
Delivery (wages not included) .....		159 28
Bad debts, half year .....		100 00
Depreciation, half year .....		75 00
Advertising .....		136 52
Ice .....	20 75	
Sundries .....		17 83
My Own Salary .....		900 00
	\$477 80	\$2,273 17
Total expenses .....		\$2,750 97
Sales, 6 months .....		25,301 03
Percentage of expense—10.87 plus.		
Estimated gross profit—17%.		
Estimated turnover—9.33 plus.		

I cannot strike a definite gross profit until stock taking time, and cannot definitely estimate turnover, as I do not carry out complete figures as to value of stock on hand at beginning of each month, but am using amount on hand last inventory, which is not varying very much.

### Margin or Gross Profit?

Inasmuch as I have but one very minor criticism to make, I'll get that off my chest first. My friend should drop that term, gross profit, and substitute

margin. Margin is the total spread between cost and selling price. From that sum expenses are to be deducted and what remains is profit. This practice will obviate the use of gross profit and net profit, and will make clear just what you are talking about.

You see, it is not much of a criticism. It is rather a suggestion, since your practice is followed by many. But it is a bad habit, nevertheless, and should be abolished.

But what splendid things this letter and statement show! I hope they may be read with the deepest attention, for there is food for thought and suggestion in every item.

Here is a merchant who lays out his annual course as a mariner would do to reach a certain harbor. That he has done it very skillfully is shown by the outcome, for his calculations provide apparently liberal margins for error, chance currents and unexpected winds. He has exceeded his anticipated sales by \$301.03, and has saved out of his expense allowance \$166.97. As things stand now, he could run behind \$300 on sales during the next six months, or he could run over on expenses \$200 without throwing his original calculations out of balance; because the excess of \$300 in sales over calculations entitle him to 11% expense thereon, or \$33, which added to the \$166.97 he has saved would just make \$199.97.

This merchant allows himself \$1,800 a year salary, or 3 3/5% on sales. Does he earn it? He certainly does, for he runs that \$50,000 business on an expense account of less than 11% inclusive of his own salary. If we take his 3 3/5% from the 11% only 7 2/5% remains to cover all the other expenses of the business.

But that is not all. His calculations point to an average margin of 17% on total sales, so he will have a clear 6% profit, or upward of \$3,000 net earnings. If his statement that he has \$6,000 invested in the business is accurate, this means that he is making 50% on his capital a year. I have known of such earnings, and considerably more, on capitals ranging from \$500 to \$750; but never have I known of any such record on a capital of \$6,000, or at least I do not recall any such instance.

### A Worthy "Hired Man"

Therefore, this man earns his pay, which is the only test to which to subject a man's income. If he earns what he gets, he is a good investment for the business. This man is, I think, a worthy hired man and one who is moderately paid in view of what he shows in his record. It is beside the point that his total net income from his business will be around \$4,800, and that he is working for himself. This layout glimpses a business man who is master of the situation and knows precisely where he is getting off every month.

Let us note, in passing, his division of expense into "carrying" and "selling." That is new to me. It is a good idea. It shows that he subconsciously analyzes his figures all the time. He is a thinker as well as a worker.

He says his bad debt losses are practically nil. I believe they are, for it is plain that this man knows what he is talking about when he makes an estimate or statement.

I feel the same faith in his statement that he turns his stock 9.33 times, though I have no data on which to check that. But it is interesting to calculate how frequently he turns his entire capital based on \$50,000 sales at 17% margin. On this basis, \$50,000 sales will show merchandise at cost of \$41,500. Divide that by the capital of \$6,000 and we find that the turnover of total investment is 6.916 plus, or nearly seven times. Consider that this is about the average turnover of grocery stocks—not capital, but just the merchandise—and we have another demonstration of this man's fine management.

You, reader, may think I am spreading this on pretty thick; but I am surely not, for such management is the rarest thing to come across—and it is mighty refreshing, encouraging and furnishes a demonstration of what I have proved myself and insisted on in writing—that the right kind of man can make big money in the grocery business.

It only remains to check up the actual results at the end of the year. I hope, therefore, that my friend will keep a memorandum to write me a detailed statement next February so I may verify this theoretical record.

### Another Extreme

By contrast, I have before me a news item of August 30, the burning of a building in which a grocery store and meat market were located. Here is the gist of it: "The entire stock and equipment, with all the books and the cash collected in the past two days, were burned."

Of course, I do not know that my correspondent has a fireproof safe in which all records are kept; but I incline to think he has. But note that here was a case where the cash taken in two whole days was exposed to fire—not even banked. I tell you, grocers, that slipshod methods, failure to think, neglect of ordinary accounting, carelessness, are not going to win out these days any more than they have done in the past. Bull luck sometimes comes in and helps out a laggard; but that does not happen often enough to make it safe to rely on it. Better take thought, be studious and careful, watch, do everything you know or can learn about to make sure of your earnings and to safeguard them after they are made.

That is the only royal road there is in the grocery business.

# CURRENT NEWS OF THE WEEK

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

## Maritime

Patrick Brodley, Woodstock, N. B., grocer and confectioner, has suffered loss.

A new source of supply for oranges is indicated by an inquiry received by the St. John Board of Trade from Nogales, Arizona, for the names of orange importers in New Brunswick.

Local fruit dealers report heavy advances in sales of lemons, due to their being used medicinally in connection with the influenza epidemic. One jobber reports that he sold more last week than he usually would in a month.

Barrelled sugar is becoming a rarity, owing to the food regulations which limit the purchases to small quantities and bulk sugar is now reaching the dealers in boxes instead.

Matthew Burgess, secretary-treasurer of James Burgess & Sons, Ltd., who carry on a large general mercantile business in Grand Falls, N.B., died suddenly this week of pneumonia, after an illness of less than a day. Mr. Burgess, who was forty years of age, was one of the leading citizens of Grand Falls.

The Atlantic Sugar Refinery, which has concentrated on package sugar, has found it necessary to supply the grocers with sugar in bulk in order to permit of meeting conditions under the regulations and the change went into effect this week. Under the new rule, the company will fill orders on the basis of 33 1-3 per cent, of granulated sugar in bulk an equal quantity of yellow sugar in bulk and the balance of granulated sugar in cartons.

While the sardine fisheries in the upper portion of the Bay of Fundy were much below average this year, the fishery inspector points out that the district as a whole did not do so badly. Last year the value of the catch totalled about \$1,000,000. This year, so far, the figures run to \$800,000. Heavier catches than usual at the mouth of the bay helped to offset the shortage in other portions.

## Quebec

C. Laliberte, grocer, Montreal, is dead.  
O. Gosselin, grocer, Montreal, is dead.  
Henry Gatiem, grocer, Montreal, is dead.

Amandee Major, grocer, Montreal, has died.

A. E. Montreuil, butcher, Montreal, is dead.

Victor Loisselle, grocer, Montreal, is dead.

Martin Moise, grocer and meats, Montreal, is dead.

Aug. Vandeloë & Son, wholesale fruits, are selling their assets.

S. R. Page, general store, St. Ludger, has sold his assets.

## DEATH OF PROMINENT YOUNG BUSINESS MAN

**A. M. Brooke, President and General Manager White Swan Spices and Cereals Limited, Passes Away**

The Spanish influenza, with resultant pneumonia, has carried off a large number of prominent rising young business men. One of these is Arthur M. Brooke, who has for the past seven years or so



THE LATE A. M. BROOKE

been president and general manager of White Swan Spices and Cereals, Limited, Toronto. Mr. Brooke was only thirty-one years of age. He had the honor of directing the affairs of a large spice and cereal house, while young in years and undoubtedly there was a splendid future ahead for him. The trade with whom he came in contact will indeed be sorry to lose him from among them.

Mr. Brooke, while head of White Swan Spices & Cereals Limited, made it a practice to go out among the trade through the country and get into closer touch with actual conditions there and many a retailer will, no doubt, recollect his visits.

Prior to going with White Swan Spices & Cereals, he was an inspector with the Sterling Bank, Toronto. Jumping from banking into the manufacturing business is no easy work, but Mr. Brooke certainly displayed a great deal of ability in connection with the change.

No one will regret his passing more than the travelling salesmen of the house who have been associated with him. He was ill just three weeks before his death.

## Quebec.

The Quebec Packing and Pickling Co., Quebec, have been registered

W. A. Odell, general store, Stanbridge East, has sold to C. Lavoie.

Joseph H. Lauzon and Joseph G. Laprade, have been registered under the firm name of Lauzon & Laprade.

Laponite & Payment, grocers, Verdun, Montreal, have dissolved partnership.

J. L. Freeman, of Freeman and Sheely, manufacturers' agents, Montreal, has been confined to his home for some time through an attack of the grippe, but is about this week again.

C. Green, vice-president of the tea-importing firm of the John Duncan Company, was a Montreal visitor to New York early this week.

Zepherin Hebert has been elected a director of the Montreal City and District Savings Bank. Mr. Hebert is president of the wholesale grocery firm of Hudon, Hebert and Co., Limited.

Montreal detectives have made a recovery of goods of various kinds estimated to be worth about \$35,000. A large proportion of this big sum is represented in a recent theft of \$15,000 worth of furs. Since the new civic government got down to business Montreal has been setting a respectably decent pace in her clean-up campaigns.

## Ontario

R. P. Graham, Cobalt, is selling out.  
A. E. Gandion, grocer, Chatham, is dead.

Geo. T. Murrell, butcher, Toronto, is dead.

Miss Bessie Cameron, grocer, Toronto, is dead.

Thos. Laing, grocer, Toronto, suffered loss by fire recently.

O. R. Skilling, wholesale-produce merchant, Toronto, is dead.

Alex. Mann, grocer, Hamilton, is giving up the grocery business.

Jean Poloni, tobacco, billiards and grocery, is selling his grocery stock.

Mrs. M. J. McDonald, general store, Glen Roy, has been succeeded by R. J. McDonald.

C. E. Clemens, Blenheim, has sold his east end grocery business to W. T. Jelly, formerly of Glencoe.

The general offices of the Bowes Co., Limited, Toronto, have been moved from Front street E., to 58 Wellington st.

Arthur Armstrong has resigned his position in T. Hockin & Co.'s grocery, Dutton, and has become a brakeman on the M. C. R.

George Smith of the Welland Cartage Company, Cross street, Welland, has opened a feed business with a full stock of cereals and feeds.

S. A. Shaw, general merchant, of Alton, Ont., died in the hospital at Orangeville, Tuesday night of an attack of influenza. He was twenty-five years of age.

Permits have been issued for a three-storey brick addition to the factory of Wilson Lytle, Badgerow and Co., vinegar manufacturers, 102-110 Duke street, Toronto, to cost \$22,000.

George R. Stevenson who recently purchased the store and grocery business of B. C. Turville, at the corner of Kains and Flora streets, St. Thomas, has closed the store at No. 41 St. Catharine st., and will in future conduct only one store.

John Shiers who for 25 years conducted a general store in Sandwich, is dead at the age of 65. Mr. Shiers was postmaster of the town and prominently associated with many of the town social and civic activities.

William M. Seltzer, of London, Ont., succumbed recently to pneumonia, following an attack of influenza, after a short illness. He was for twelve years a traveler for D. S. Perrin & Co.

After a brief illness from pneumonia, Mr. Maurice Haskin passed away at his home, 1526 Queen street west, Toronto, October 28. The late Mr. Haskin was in the grocery business and kept a store at the above address.

Frank H. Seager, Sarnia, Ont., who has had many years' experience in the grocery business with R. Kenny, R. Wanless & Co., and the S. C. Williams stores has branched out in business for himself and is opening an up-to-date store on Cromwell st., Sarnia.

Robt. Dowson has purchased the grocery and provision business, premises and dwelling of D. McLachlan, 801 Danforth ave., Toronto. Mr. Dawson was formerly in business at 234 Queen st. W., which he disposed of to J. Ranscombe. Mr. McLachlan succeeds John Fell, Broadview ave.

Otto D. Badke, of 83 Water st. N., Waterloo, died recently, following an attack of influenza and pneumonia. Deceased was in his 30th year. For many years he was employed as a clerk at Faber's grocery store on Weber st. He had a wide circle of friends who will mourn his death.

The news of the death of Pte. John Wood, son of Alexander Wood, Waubeek st., Parry Sound, came as a great shock to his many friends. Pte. Wood was home on his last leave a few weeks ago before joining the Can. Contingent for Siberia. He had for some years prior to his enlistment conducted the grocery and bakery business of Alex. Wood & Son.

Wm. R. Westlake, one of Whitby's young business men, died recently from pneumonia after a week's illness. He was in his twenty-ninth year and had opened a grocery business about a year ago. He was born in Whitby and was a son of the late Wm. Westlake. His widowed mother and one married sister survive.

A. J. Crock, 70 Lincoln Ave., London, a well-known grocer and ex-newspaper man

### JOHN R. SIMPSON DEAD

After an illness of ten days' duration, John R. Simpson, assistant to the manager of Chase and Sanborn, coffee importers and roasters, Montreal, succumbed to pneumonia, preceded by an attack of Spanish influenza. His death occurred on October 24.

Mr. Simpson was 30 years of age. In 1905 he joined the staff of Chase and Sanborn and in various capacities served



THE LATE JOHN R. SIMPSON

with this firm. For some time past he was assistant to the manager, Mr. Anderson. Prior to this he was chief clerk for his company.

Mr. Simpson was well and favorably known to a wide circle of acquaintances in the trade, and his early demise will be generally regretted. He leaves, to mourn his loss, a wife and three children, Mrs. Simpson's maiden name being Lavinia Lawton. His father, the late Major William Simpson, was a well-known figure throughout the country.

died recently from influenza and pneumonia. He came here several years ago from Brantford and for some time was manager of the "Galt Reformer." He later entered the grocery business. A widow, one daughter, and one son, Sergt. Leonard Crock, of Toronto, a well-known hockey player, survive.

#### Western

Sam Schuler, grocer, Calgary, Alta., is selling out.

H. Greig, Lomond, Alta., is discontinuing business.

A. E. McLaughlin, general store, Hillsborough, is dead.

A. H. Young, baker and grocer, Islay, Alta., has suffered loss by fire.

M. Rodnunsky & Sam Simowitch, general store, Mundare, Alta., have dissolved partnership, M. Rodnunsky continuing the business.

### DISPLAY CONTEST WINNERS

Many Prizes in the Carnation Milk Contest Secured by Canadian Grocers.

Some time ago the Carnation Milk Products Co. put on a window dressing competition, offering \$1,000 in prizes open to grocers in United States as well as Canada. A large number of Canadian grocers and clerks won prizes, the most successful winner in Canada being Edward Parr, of Saskatoon, Sask. who received a \$100 prize. This was the first prize in division "B." Mr. Parr's son Harold, is probably one of the most successful window trimmers in Canada, having carried off a large number of prizes in his display career. He was formerly a member of the staff of the MacLean Publishing Company.

T. A. Peachy, of R. H. Williams & Sons, Regina, Sask., won second prize in class "C," getting a prize of \$25.00.

The complete list of Canadian winners and amount won follows:—

Prize.	Name.	Town.
\$5.00—	Jas. Moffat,	Stellerton, N.S.
5.00—	Newcomb & Son,	Alvinston, Ont.
5.00—	A. Cole,	Drumheller, Alta.
5.00—	Ladder Lake Lumber Co., Ltd.,	(W. J. Crim), Big River, Sask.
"B"		
\$100.00—	Edward Parr,	Saskatoon, Sask.
5.00—	George A. Pickle,	Ft. William, Ont.
5.00—	McLean Grocery Co.,	Moose Jaw, Sask. (Harold Crone)
5.00—	John McCorvie & Son,	Chatham, Ont.
5.00—	A. E. Sterling,	Chatham, Ont.
5.00—	White Grocery,	Moose Jaw, Sask.
5.00—	Hudson Bay Co.,	Lethbridge, Alta.
5.00—	Cassidy's Ltd. (W. T. Bishop),	Moose Jaw, Sask.
5.00—	Le Page Bros. & Co.,	Medicine Hat, Alta.
5.00—	F. Doctor,	Moose Jaw, Sask.
"C"		
\$25.00—	T. A. Peachy, c/o R. H. Williams & Sons,	Regina, Sask.
5.00—	H. E. Foster,	Calgary, Alta.
5.00—	C. Faunt, c/o Regina Trading Co.,	Regina, Sask.
5.00—	J. B. McPherson, c/o McPherson Bros.,	St. John, N.B.
5.00—	A. S. Moreland,	Ottawa, Can.
5.00—	Duncan Bell & Co.,	Ottawa, Can.
5.00—	R. W. Janes,	London, Ont.
5.00—	A. G. Bain & Co.,	Hamilton, Ont.
5.00—	T. S. Mitchell,	Hamilton, Ont.
5.00—	Strachan & Bennett,	Toronto.
5.00—	A. J. Kemball,	Winnipeg.
5.00—	J. A. McDowell,	Winnipeg.
5.00—	A. Cope (c/o Frazer Vizer Co.),	Montreal.
5.00—	James Stanley, c/o Stanley's Grocery,	Winnipeg.
5.00—	L. Krival,	Winnipeg.
5.00—	J. Smith,	Montreal.
5.00—	W. Atterbury, c/o Norwood Grocery,	Winnipeg, Can.
5.00—	D. Hamilton,	Montreal, Que.
5.00—	J. M. R. Gougeon,	Montreal, Que.

### TORONTO MAN MEMBER OF CANADIAN WAR MISSION.

J. Allen Ross, of Toronto recently went to Washington as a member of the Canadian War Mission, of which Lloyd Harris of Brantford is the chairman. In the absence of a Canadian embassy, the Canadian War Mission represents the Canadian Government in its relations and negotiations with the various departments of the United States Government. Mr. Ross has been campaigning since the beginning of the war. He has for ten years been the head of the Canadian Wrigley Company, and has now completely given up his business duties in Canada for the duration of the war to devote all of his energies to Canada's needs in Washington.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**I**NTEREST centres chiefly in the announcement from Washington that an embargo on the export of virtually all dried fruits has been put into effect. This is a serious matter for the trade here, and whereas some importers feel that modification of this embargo may develop in a short time, others again feel that this step was only taken after a complete survey of the probable crop was stacked up against the requirements of the new army and navy being recruited.

Prunes and raisins are the two big lines affected, though the trade was pretty well resigned to the fact that very small allotments, if any, prunes would come through owing to severe crop damage coming on top of heavy Government requirements. The same conditions are now affecting raisins, rains doing considerable damage to the later crops, and army needs proving very heavy.

Coffee is also occupying the thoughts of importers considerably. The Brazilian market has developed remarkable strength only recently. This is not due to scarcity of this commodity, but rather to the possibility of an early peace with probable opportunities for trade with belligerent countries whose supplies must be practically exhausted. Supplies in Canada are none too heavy, though no actual shortage before the first of the year seems likely to develop. At that time, scarcity of bottoms to bring shipments through promptly may result in an acute scarcity arising. The outlook seems to be too that prices will show a sharp advance, unless Brazilian interests show a change of heart from their present attitude—an unlikely development.

**MONTREAL**—Advances have been made for Canadian mustard, filberts, linseed meal, celery seed, lemons, oranges, grapefruit, coffee, etc.

Declines are made in the price of Canadian chicory and clams.

Japan teas are scarce and firm. Canned goods are steady, and the sugar situation is without change, but very firm.

The sickness that has been raging is now abating, it is thought, and this will be a big relief, for not only have staffs been depleted, but the general effect on business has been severe.

The dried fruit outlook is anything but encouraging, and the markets are likely to advance.

**TORONTO**—A stiffening of prices on raisins is noticeable, and prunes are also firming up materially. This condition hinges on the announcement of an embargo on the export of all dried fruits from the United States, with the consequent shortage which must develop and is even now noticeable in some grades and sizes.

Grenoble walnuts and Brazil nuts have reached extremely high levels on the New York market, which will more than likely be reflected here. On the present basis these lines are selling locally from four to seven cents lower than the present cost to import. All lines of nuts are very firm, and sales have been maintained at a very satisfactory total for the month.

Orders for mustard have kept manufacturers extremely busy taking care of the trade on this line. The epidemic of sickness is mainly responsible for this. White pepper is very strong, though blacks show little change. Other lines of spices are very firm, cloves and nutmegs being extremely scarce and hard to get, with demand generally very satisfactory.

The sugar situation is without material change. Improved shipments are reported by a couple of refiners, while others are out of the market altogether, or materially restricted through shortage of raws to operate on or scarcity of labor to obtain satisfactory production.

**WINNIPEG**—Candy manufacturers are very hard pressed to secure sufficient materials to take care of business offering. The demand for all lines is good, and prices, though firm, are generally steady. No change in allotments of sugar is looked for before the end of the year.

Apples seem to be the centre of interest in the fruit trade. A wide range of both Ontario and B.C. stock is being shown, of good quality, and at what are considered reasonable prices.

Oranges and lemons are almost out of sight, prices at United States points and Canadian points reaching record levels during the past couple of weeks. The new navel crop is expected about the end of November. Grapefruit is coming along in ample quantities to take care of the demand, which is very good.

Dealers are experiencing difficulty in obtaining sugar. Beet sugar refiners in the east are expected to relieve matters soon when operations are in full swing. Consuming demand is still insistent, although the preserving season is over.

# QUEBEC MARKETS

**M**ONTREAL, Oct. 30.—Grocery markets are firm and the amount of business passing is steady and better than it was last week. The difficulty of getting supplies is the biggest problem and all are hoping for relief which cannot be anticipated this year.

## Mustard Up To 25c; Linseed Meal Up

**Montreal.**  
**LINSEED MEAL AND MUSTARD.**—Advances are made for mustards. The advance for loose mustard is 5c per pound to 25c and 10c advance per dozen on quarter pounds is made, quotations being \$1 at present. Four pound jars are now \$1.25. Linseed meal is quoted at 14c, this being an advance of 2c per pound.

## Chicory Lower; Clams Down, Too

**Montreal.**  
**CLAMS, CHICORY.**—One jobber reports lower prices for clams. The present price on No. 1 is quoted at \$2.10, the decline being 15c. Canadian grown chicory is quoted down, the price being 30c per pound, and this showing a reduction in this quarter of 10c per pound.

## Sugar Prices Hold; No Improvement

**Montreal.**  
**SUGAR.**—Litt'e new has developed in the refined sugar markets. The scarcity of raws has become accentuated, if anything, and refiners are unable to operate on anything like full time. One refiner reports the arrival of about 1,500 tons of raws, but stated that they would not begin to operate until more had arrived. Another stated that he thought the scarcity would be worse before it was better. No price changes have been made.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
D-minion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

## Canned Goods Active; Market Holds

**Montreal.**  
**CANNED GOODS.**—Little new has developed. Prices have held throughout the week on the recent changes made,

and deliveries are improving from the packers. There is still some difficulty in getting supplies moved, the transportation companies having their hands full. Altogether there is a good outlook for trading.

Salmon Sockeye—	
“Clover Leaf,” ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoos, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 “¼s”	20 00
Lobsters, ½-lb. tins, doz.	3 60
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	2 00
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2½s	1 90
Tomatoes, Canadian pack, 2 lb.	2 10
Tomatoes, gallons	7 00
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Corn, 2s, doz.	2 00
Spinach (U.S.), 3s	3 00
Do. (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 17½
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Red raspberries, 2s	3 17½
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Peaches, standard grade, 2½ lb.	3 60
Peaches, gallon pie (peeled)	7 60
Peaches, 2s (heavy syrup)	2 00
Pears, No. 2	2 75
Pears, gallon (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup), No. 2	2 25
Lombard plums (heavy syrup), 2s	1 70

## Syrups Active; Glucose Prices

**Montreal.**  
**MOLASSES, SYRUPS.**—Activity in the markets has served to maintain prices for corn and cane syrups on a steady and unchanged basis. Orders are so numerous that makers state they are away behind and are compelled to defer shipments. Glucose is being offered to the trade this week at \$4.80 per case of one dozen 5 lb. tins. Molasses is moving freely and the prices are maintained on a steady but unchanged basis.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kege	0 07¾
2-lb. tins, 2 doz. in case, case.	4 80

5-lb. tins, 1 doz. in case, case.	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50

White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55

Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Puncheons	1 13
Barreles	1 16
Half barrels	1 18

For outside territories prices range about 3c lower.  
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at “open prices.” No discounts will be given.

## Tapioca Rules High; Rice Holds Steady

**Montreal.**  
**RICE AND TAPIOCA.**—Markets on tapioca are steady and incline to higher levels. Some are still selling at 14c per pound, but with imports temporarily held up it is probable that advances will be made. Rice holds unchanged. It is reported from some quarters that the demand has not yet increased as it usually does.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan		11 25
Carolina	12 50	15 00
“Texas”		9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon “B”	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 14½	0 16
Tapioca (Pearl)	0 14	0 16

## Barcelona Filberts 25c; Nut Markets High

**Montreal.**  
**NUTS.**—Barcelona filberts advanced to 24c to 25c this week. It is expected that, with dried fruit import cut down so materially, the use of nuts will increase. There has been a great deal of movement in recent weeks and this has caused the absorption of much stock. No price changes have been made during the week but it is generally conceded that markets will rule firm and high.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)		0 55
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags		0 26
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons		0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished		0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18

Walnuts (shelled) .....	0 85	0 95
Walnuts (Spanish) .....	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

### Dried Fruits To Be Scarce

**Montreal.**  
DRIED FRUITS.—Markets are decidedly firm. There is little doubt but that prices will steadily advance in the face of recent embargoes emplaced against supplies destined for Canada from the United States. In a general sense, it is indicated that markets are already quite bare of supplies. The trade is taking stock of available supplies and the careful apportionment of stocks will be exercised to secure best possible distribution. The outlook is very unpromising and the latest advices indicate that no figs of any grade will be allowed in.

<b>Apricots—</b>		
Choice .....	0 26	0 28
Slabs .....		0 24½
Fancy .....		0 30
Apples (evaporated) .....	0 18	0 20
<b>Peaches (fancy) .....</b>	0 21	0 23
Faced .....		0 19
Choice .....	0 20	0 21
Extra choice .....	0 21	0 22
12 oz., per pkge. ....		0 16
Pears .....		0 18½
<b>Drained Peels (old)—</b>		
Citron .....	0 46	
Lemon .....	0 40	
Orange .....		0 41
<b>Drained Peels (new)—</b>		
Lemon .....	0 40	0 41
Orange .....	0 42	0 43
Citron .....	0 47	0 48
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateles, loose, 2-crown .....	0 10½	0 11½
Muscateles, loose, 3-crown, lb. ....		0 12½
Cal. Seedless, 15 oz. ....		0 15½
Cal. seedless, loose .....	0 14½	0 16½
Fancy seeded, 16 oz. pkgs. ....		0 14
Choice seeded, 16 oz. pkgs. ....		0 13
Valencias, selected .....		0 11½
Valencias, 4-crown layers .....		0 11½
<b>Currants, old .....</b>	0 24	0 29
Cartons .....		0 32
80 lb. Ainslia .....		0 28
12 oz. ....		0 26
Do., new .....		0 32
Dates, Excelsior, per case .....	6 84	7 02
Do., Dromedary .....		7 92
Packages only, Excelsior .....		0 20
Packages only .....	0 19	0 20
Do., Dromedary .....		0 22
Figs (new), 100 to case .....		11 00
Figs (layer), 10-lb. boxes .....	1 90	2 75
Figs, Spanish (mats) .....		0 12
Figs, Portuguese (mats) .....		0 13
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (12 pkgs.) .....	1 75	
Pkgs. 10 oz. (12 pkgs.) .....	1 45	
Pkgs. 8 oz. (20 pkgs.) .....	2 00	2 60
Pkgs. 6 oz. (50 pkgs.) .....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
Muscateles, 4-crown, lb. ....		0 13
<b>Prunes—</b>		
California, 40-50s .....		0 19
50-lb. boxes, 80-90s .....		0 14½
90-100s .....		0 13
20-30s .....		0 25
30-40s .....		0 20
25-lb. cases, 50-60s .....		0 18
60-70s .....		0 17
70-80s .....	0 15	0 16
80-90s .....	0 14	0 15
90-100s .....	0 13	0 13½
Oregon, 30-40s .....		0 15½
40-50s .....		0 15½
50-60s .....		0 12½

### Beans To Decline; Perhaps Peas, Too

**Montreal.**  
BEANS, PEAS.—The probability is that the bean markets will be lower. Demand has been seasonably fair to date, and the reports from producing points are encouraging enough to sug-

gest lower prices obtaining in the near future. Split peas are selling on a favorable basis, and, as with beans, there may be further declines. At present the situation is easy on both lines, but no changes are made.

<b>Beans—</b>		
Canadian, hand-picked, bush. ....	7 20	8 10
Ontario, new crop, 3 to 4 lbs. ....	8 00	9 00
British Columbia .....		9 00
<b>Brown Beans .....</b>		7 50
Canadian, 4-5 lb. pickers .....	7 75	8 00
Japanese .....	8 00	8 40
Yellow Eyes .....	8 00	8 50
Rangoon beans, per bushel .....	7 00	7 50
Lima, per lb. ....	0 19	0 20
Kidney beans .....	8 00	8 50
Peas, white soup, per bushel .....	4 25	4 50
Peas, split, new crop, bag 98 lbs. ....	8 25	10 50
Barley (pot), per bag 98 lbs. ....		6 50
Barley, pearl, per bag 98 lbs. ....	7 50	8 25

### Tea Markets Steady; Japans Scarce

**Montreal.**  
TEAS.—Markets are without change and the undertone continues firm and steady. It is apparent that Japans will continue to be scarce, and all indications point to a firm maintenance of the market. The season has not yet fully developed with regard to distribution, but some nice business has been taken care of already by the jobbers.

<b>Ceylon and Indias—</b>		
Pekoe, Souchongs, per lb. ....	0 47	0 49
Pekoes, per lb. ....	0 51	0 54
Orange Pekoes .....	0 55	0 57
<b>Japan Teas—</b>		
Choice .....	0 65	0 70
Early Picking .....	0 53	0 58
<b>Javas—</b>		
Pekoes .....	0 41	0 43
Broken Orange Pekoes .....	0 43	0 45
Orange Pekoes .....	0 46	0 49

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

### Coffee Has Advanced One to Four Cents

**Montreal.**  
COFFEE.—The coffee markets are higher this week, and this is a direct result of the involved situation in Brazil, reference to which appears in a special article elsewhere in the present issue. The situation is a most interesting one.

<b>Coffee, Roasted—</b>		
Bogotas, lb. ....	0 32	0 35
Jamaica, lb. ....	0 25	0 29
Java, lb. ....	0 39	0 42
Maracaibo, lb. ....	0 28½	0 31
Mocha, grades .....	0 34	0 38
Mexican, lb. ....	0 27	0 30
Rio, lb. ....	0 24	0 28
Santos, Bourbon, lb. ....	0 28	0 31
Santos, lb. ....	0 28	0 31

<b>Cocoa—</b>		
Bulk cocoa (sweet) .....	0 25	0 30

### Maple Products Firm; So is Honey

**Montreal.**  
MAPLE PRODUCTS, HONEY.—The position on maple sugar and syrup is a decidedly firm one. Much of the supply of sugar is being shipped overseas from time to time to the Canadian boys in the trenches and to the Red Cross there. The home market has to content itself with limited supplies and the product is firm and high. Honey is moving well. There is not a great deal of clover grade to be had and the outlook is for a continued firm market. Both this and the darker grades are firm and high. Sup-

plies are in active demand in a large way.

<b>Maple Syrup—</b>		
10-lb. cans, 6 in case, per case .....		\$15 10
5-lb. cans, 12 in case, per case .....		17 10
2½-lb. cans, 24 in case, per case .....		18 50
<b>Honey, Clover—</b>		
Comb (fancy) .....		0 30
Comb (No. 1) .....		0 28
In tins, 60 lbs. ....		0 26
30-lb. pails .....		0 27
10-lb. pails .....		0 28
5-lb. pails .....		0 28
Honey—Buckwheat, tins or bbls. ....		0 23

### Celery Seed Up; Peppers Hold High

**Montreal.**  
SPICES.—Celery seed has advanced, and even then the sellers are not anxious to abide by a fixed price. Peppers, too, are high and firm, with the outlook for higher prices ere long. Mustard seed is firm and may be higher also.

		<b>5 and 10-lb. boxes</b>
<b>Allspice .....</b>	0 20	0 22
Cassia (pure) .....	0 35	0 37
Cloves .....	0 75	0 77
Cream of tartar .....	0 95	1 00
Ginger .....	0 30	0 40
Ginger (Cochin or Jamaica) .....		0 30
Mace .....	0 80	1 00
Mixed spice .....	0 30	0 32
Nutmegs .....	0 45	0 50
Pepper, black .....	0 42	0 45
Pepper, white .....	0 48	0 50
Pepper (Cayenne) .....	0 35	0 37
Pickling spice .....	0 25	0 27
Paprika .....	0 65	0 70
Turmeric .....	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) .....		1 30
Cardamom seed, per lb., bulk .....		2 00
Carraway, Dutch, nominal .....	0 80	0 90
Cinnamon, China, lb. ....		0 30
Cinnamon, per lb. ....		0 25
Mustard seed, bulk .....	0 35	0 40
Celery seed, bulk (nominal) .....	0 85	0 90
Shredded cocconut, in pails .....	0 21	0 23
Pimento, whole .....	0 20	0 22

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

### Oranges Reach \$18.00; Few Available

**Montreal.**  
FRUITS.—Oranges have reached record levels and there are few available. Peaches and plums are practically off the market, and there are no melons to be had. Grapes are plentiful in Tokay variety, while others are getting scarcer. Altogether there is a very high price basis for lemons, oranges and most fruits, with a steady demand. Apples are steady and high, supplies ample, and trade good.

<b>Apples—</b>		
No. 1 Alexanders, bbl. ....	5 50	6 00
No. 2 Alexanders, bbl. ....		5 00
St. Lawrence (in bbls.), No. 1. ....		7 00
Do., Do., No. 2. ....		5 00
Wealthy (in bbls.), No. 1 .....		7 00
Do., Do., No. 2 .....		5 50
Greenings .....		6 50
McIntosh Reds .....		6 50
Gravensteins, No. 1 .....	5 00	6 00
Do., No. 2 .....		5 50
Fameuse, No. 1 .....		7 50
Do., No. 2 .....		6 50
Bananas (fancy large), bunch. ....	4 00	4 50
Grapes (California fancy), 4 bask. ....		5 00
<b>Grapes—</b>		
Tokays .....		
Malagas .....		2 50
Grapefruit (fancy Jamaica) .....		10 00
80, 96, 112 .....		6 00
Lemons (fancy new Messina) .....	9 00	13 00
Oranges, Valencia lates .....	16 00	18 00
Plums (Cal.), crates .....		3 00
Pears, Cal., eating, small box. ....		4 00
Pears, basket (11-qt.) .....		1 25
Do., Bartletts .....	4 00	5 00
Do., basket .....		1 25



**Boston Lettuce \$1.25;  
Potatoes \$1.90**

**Montreal.**

**VEGETABLES.**—The quantities of Montreal and Quebec potatoes received are large, and the price rules around \$1.90 per bag. Some have sold down as low as \$1.75. New Brunswick variety are selling at \$2 to \$2.25 per bag. Boston lettuce has arrived and is selling at \$1.25 per dozen. The Montreal head variety is about finished. Celery in crates is selling at \$6, crates containing from six to seven dozen heads. The price per dozen is \$1. Cranberries are active. Cucumbers are off the market excepting what few hothouse varieties are imported from Boston. Horseradish is selling at 20c per pound.

Beans, new string (American) basket	2 50
Beets, new, bag	0 75 1 00
Cauliflower (Montreal), doz.	2 00 2 50
Corn (sweet), doz.	0 25 0 35
Cabbage (Montreal), doz.	0 50 1 00
Carrots, bag	0 85 1 00
Citron	2 00
Celery (Montreal), doz.	1 00
Do., crates (6-7 doz.)	6 00
Cauliflower (Montreal), doz.	3 00
Cranberries, bbl.	12 50
Egg plant, doz.	1 00 2 00
Gherkins, box	3 00
Horseradish, lb.	0 20
Lettuce, curly (doz.)	0 40 0 50
Lettuce, Boston, doz.	1 25
Leeks	1 00 1 50
Mint	0 20
Mushrooms, lb.	0 90
Onion, spring doz.	0 25
Onions, Can., bag (70 lbs.)	2 00
No. 1 Yellow (70 lbs.)	2 50
No. 1, Red (70 lbs.), crate.	2 50
Oyster Plant	0 50
Parsnips, new, bag	1 50
Parsnips, new, doz. bunches	1 00
Parsley (Canadian)	0 20
Potatoes, Montreal new (90-lb. bag)	1 75 1 90
Potatoes (New Brunswick), bag	2 00 2 25
Potatoes (sweet), hamper	2 25
Pumpkins (doz.)	2 00
Romane	0 50
Rhubarb, doz.	0 25 0 35
Spinach, box	0 75
Squash (Huber), doz.	2 50
Turnips, new, per bag	1 00
Tomatoes (hothouse), lb.	0 25
Do., Red, per box	1 25
Tomatoes, Montreal (box)	2 00
Do., Rose	2 00
Vegetable Marrow (doz.)	1 00
Watercress (Can.)	0 40

**Corn Products Easier;  
Oat Lines Firmer**

**Montreal.**

**CEREALS.**—The markets for various corn products have ruled somewhat easier and slight adjustments of price are made. There is still quite a variety of quotations, and the bid for business is keen, millers chasing actively for all the business that is offering. A feature of the week has been a greater demand for substitutes, for the government's order regarding the quantities of substitute flours that must be taken now with standard flours has caused a greater demand on millers' stocks. Rolled oats have been in active demand, and some are already oversold. It is expected that the markets will rule firmly owing to the lack of supplies as compared with the heavy demand.

Self-raising flour—	
8-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Pure Gold	6 00 6 25

Cornmeal	6 40	6 75
Cornmeal (bolted)		4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)		7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.		9 50
Cornflour, white (2 bags)		10 20
Do., bags		6 75
Cornflour (standard), (2 bags)		9 20
Do., bags	5 00	5 50
Rice flour	8 75	9 00
Oat flour (2 bags)		12 10
Do., bags		5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 75
Oatmeal (standard-granulated and fine)	5 35	6 50
Peas, Canadian, boiling, bush.	4 95	5 50
Split peas		8 25
Rolled oats, 90-lb. bags		5 15
Rolled oats (family pack.), case	5 40 5 60	5 75 5 80
Oatmeal (packages) fine cut.		5 70
Rolled oats (small size), case	2 00	2 05 2 12 1/2
Rolled wheat (100-lb. bbls.)	6 75	8 00
Rye flour (Can.), 98 lbs.	6 05	7 00
Do. (American), 98 lbs.		6 85
Tapioca flour, lb.		0 15

**Flour Prices Lower;  
Feed Delivery Less**

**Montreal.**

**FLOUR.**—Due to the lower charges made millers for jute bags, the price of standard flour has declined slightly. The quotations to bakers and to the trade are down 10c and a new arrangement is made for mixed car lots and for delivery. Oat and barley feeds are up somewhat, and the charge for delivering shorts and bran to the trade is now \$1 per ton instead of \$2 as formerly.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 40
Straight car lots on track (minimum 50,000 lbs. on track)	11 30
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Bran, per ton, car lots on track	37 25
Shorts, car lots on track	42 25
Crushed oats	61 00 72 00
Barley meal	58 00 66 00
Barley chop	58 00 64 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 05
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

**ONTARIO MARKETS**

**TORONTO, October 30.**—Higher prices on raisins and a general stiffening of quotations on all dried fruits is noticeable following announcement of embargo by United States Government on all shipments. Jelly powders are higher and another line of cleaner has advanced. A firmer tone is apparent in tapioca, which is up 1/2c in some quarters. Business generally has been affected rather seriously by epidemic of sickness which prevails throughout the country.

**Shipments Better,  
Sugar Still Scarce**

**Toronto.**

**SUGAR.**—At least two refiners report increased shipments for the week, and as every carload helps out the situation to that extent, this will be rather welcome news to the trade as a whole. However, the situation is by no means easy and sugar which comes to hand is readily absorbed. The scarcity of labor is still a factor which is entering into the situation to a very serious extent. This is affecting refiners particularly, although the entire trade is feeling the effects. Prices have shown no change and it is not expected any immediate variation will be effected.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated	9 79
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over	

100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

**Jelly Powders  
Go Up; Cleaner Too**

**Toronto.**

**JELLY POWDERS, CLEANER.**—Higher prices have been named on Jello powders and quotations which are now being named to the trade are at \$1.25 per dozen. This is in line with advances made on other makes during the past week or two. A change has also been made in the price of Sani-Flush, this now being quoted to the trade at \$3.20 per dozen.

**Molasses Very  
Steady; Syrups Sell**

**Toronto.**

**MOLASSES, SYRUPS.**—The situation on molasses is very firm, but shows no change during the week. Supplies are fair and the requirements of the trade are being largely taken care of. Syrups are moving forward quite freely, the market on corn syrups being steady and unchanged with other lines reporting similar conditions.

Corn Syrups—	
Barrels, Crown or Bee Hive, per lb.	0 07 1/2
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40
Cases, 10-lb. tins, Crown or Bee Hive, 1/2 doz. in case	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90

Cases, 10-lb. tins, Lily White or White Clover, 1/2 doz. in case	5 60	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, lb.	0 07 1/2	0 08
Cases, 2-lb. tins, 2 doz. in case		7 00
<b>Molasses—</b>		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1 1/2, 48s		6 95

**Jams To Sell?**  
*All Lines Steady*

**Toronto.**  
**CANNED GOODS.**—Whether the embargo which has been placed on dried fruits will have a tendency to throw the demand over on to canned goods and jams is as yet unknown. However, the feeling prevails that if this embargo holds, as conditions seem to indicate that it will, there should be heavy sales of jams by the retail trade. The situation generally in canned goods is unchanged. Sales are very good and prices are holding at levels recently announced.

<b>Salmon—</b>		
Seekers, 1s. doz.	4 00	4 50
Seekers, 1/2s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s. doz.	1 35	1 50
Coboes, 1/2-lb. tins	1 55	1 90
Coboes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		3 75
Pitchards, 1-lb. talls, doz.		2 15
<b>Canned Vegetables—</b>		
Beets, 2s	1 90	2 30
Tomatoes, 2 1/2s	1 80	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
<b>Asparagus butts</b>	2 00	2 02 1/2
Corn, 2s, doz.	2 20	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
<b>Rhubarb, preserved, 2s, doz.</b>	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s		2 87 1/2
Pears, 2s		2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz.	3 40	3 45
<b>Jams—</b>		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

**Dried Fruits On Embargo List; Firmer**

**Toronto.**  
**DRIED FRUITS.**—An absolute embargo on all dried fruits is the unwelcome greeting for the trade this week. This will be a serious loss to the trade as a whole, the only lines which will be allowed to come in being evaporated apples, lemon, orange and citron peel. The outlook is by no means a bright one, and the opinions of the various men in the trade appear elsewhere in a special article. A general stiffening of prices is evident and this will probably extend to all lines.

Apples, evaporated, Ontario	0 18	0 20
Do., do., New		0 16 1/2
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s		0 25
Do., standard, 25s		0 26
<b>Candied Peels, American—</b>		
Lemon		0 43 1/2
Orange		0 45 1/2
Citron		0 53
<b>Currants—</b>		
Grecian, per lb.	0 26	0 25
Australians, lb.	0 30	0 35
<b>Dates—</b>		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
<b>Figs—</b>		
Tapa, lb.		
Malagas, lb.		
Comadre figs mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s. case		5 00
Cal., 8 oz., 20s-24s, case	3 00	3 50
<b>Prunes—</b>		
30-40s, per lb.		0 18
40-50s, per lb.		0 16 1/2
50-60s, per lb.		0 15
60-70s, per lb.		0 15 1/2
70-80s, per lb.		0 14 1/2
80-90s, per lb.		0 13 1/2
90-100s, per lb.		0 12 1/2
100-120s		0 10 1/2
<b>Peaches—</b>		
Standard, 25-lb. box	0 15 1/4	0 17
Choice, 25-lb. boxes	0 18 1/2	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22
Extra fancy		0 23
<b>Raisins—</b>		
California bleached, lb.		
Valencia, Cal.		
Valencia, Spanish		
Seeded, fancy, 1-lb. packets		
Seedless, 12-oz. packets		
Seedless, 16-oz. packets		0 16
Seedless, Thompsons, 25s.	0 14 1/2	0 15 1/2
1 Crown Muscatels, floated, 50s		0 13

**Market on Teas Firm; Unchanged**

**Toronto.**  
**TEAS.**—Conditions generally are just about the same in reference to teas. Greens continue very strong, but the situation in blacks is just a little quiet at the present time. There seems to be a disposition on the part of some of the trade to accept offers which are being made to them. The movement at the present time is rather limited but this is expected to brighten up somewhat, as many people are probably holding off ordering owing to the epidemic of sickness now prevailing.

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

**Coffee Continues Strong; Good Sales**

**Toronto.**  
**COFFEE.**—The market is very, very strong. It is noticeable that the demand being made on the trade show considerable improvement. As a matter of fact some importers report that they are selling coffee to dealers from whom they never had business before. This would indicate that stocks in some hands are becoming rather light, and unless shipments show some improvement during the next month or so, this condition will very likely be general. Prices have stiffened somewhat, Santos showing this particularly, and all lines are ruling with a very firm undertone.

<b>Coffee—</b>		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.		0 25
<b>Cocoa—</b>		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

**Mustard Moving; All Lines Firm**

**Toronto.**  
**SPICES.**—A very heavy demand for mustards is noticeable owing to epidemic of sickness raging, and manufacturers are hard pressed to fill orders promptly. All lines are moving forward quite freely and the market generally is firm; this is noticeable in white peppers particularly, it is indicated.

		Per lb.
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric		0 30
<b>Cream of Tartar—</b>		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.		0 21
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

**Walnuts, Brazils Are Very Firm**

**Toronto.**  
**NUTS.**—Grenoble walnuts and Brazil nuts are very firm on the New York market—in fact it is indicated that on present basis these would cost from four to seven cents more laid down here than local selling basis. All lines are steady and sales considered very fair. Range of quotations shows little change though

Canadian chestnuts are up 25c peck in some quarters.

Almonds, Tarragonas, lb. ....	0 30	0 32
Chestnuts, Canadian, peck ....	2 50	2 75
Walnuts, Bordeaux, ....	0 28	0 30
Walnuts, Grenobles, lb. ....	0 33	0 35
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb. ....	0 24	0 25
Pecans, lb. ....	0 25	0 26
Peanuts, Jumbo, roasted, ....	0 25	0 26
Do., Fancy, roasted, ....	0 23	0 24
Brazil nuts, lb. ....	0 20	0 27
<b>Shelled—</b>		
Almonds, lb. ....	0 52	0 55
Filberts, lb. ....	0 38	0 45
Walnuts, lb. ....	0 78	0 85
Peanuts, Spanish, lb. ....	0 19	0 20
Do., Chinese, 30-32 to oz. ....	0 17	0 18
Brazil nuts, lb. ....	.....	0 85

**Bean Situation**

*Unchanged; Quiet*

Toronto.

BEANS.—The market is very quiet, stocks being comparatively heavy and the demand decidedly light. Reports on new crop beans are still rather vague and until definite figures are more nearly assured, it is expected the market will run along rather quiet lines.

Ontario, 1-lb. to 2-lb. pickers, bu. ....	6 50	6 75
Do., hand-picked, ....	8 00	8 00
Can. White Kidney Beans, bush. ....	8 40	9 00
Japanese Kotonashi, per bush. ....	8 00	8 00
Rangoons, per bush. ....	6 00	6 50
Limas, per pound, ....	0 17½	0 19

**Tapioca Up ½c;**

*Rices Steady*

Toronto.

RICES.—There is little new featuring the market this week. A stiffening in the price of tapioca is reported in some quarters, 14½c per pound being the lowest at which this is now offered. Rices are enjoying a very fair sale and prices have held firm without any change.

Texas, fancy, per 100 lbs. ....	12 50	13 00
Blue Rose Texas, per 100 lbs. ....	12 75	13 50
Honduras, fancy, per 100 lbs. ....	13 00	13 50
Siam, fancy, per 100 lbs. ....	10 50	11 50
Siam, second, per 100 lbs. ....	10 00	11 00
Japans, fancy, per 100 lbs. ....	11 00	12 00
Japans, second, per 100 lbs. ....	10 00	11 00
Chinese XX, per 100 lbs. ....	9 50	10 50
Do., Simiu, ....	.....	13 00
Do., Mujin, No. 1, ....	.....	12 00
Do., Pakling, ....	.....	11 50
Tapioca, per lb. ....	0 14½	0 15
White Sago, ....	0 14½	0 16

**New Developments**

*in Market Missing*

Toronto.

PACKAGE GOODS.—There has been no new developments during the week and all lines are running along at about the same level. The demand is seasonable and prices show no change.

**Honey Quiet, Firm;**

*Maple Syrup Steady*

Toronto.

HONEY, MAPLE SYRUP.—The market on honey continues to be very quiet. Sales are light and stocks are most certainly ample to take care of all business offering. The market in maple syrup is without any special feature. Sales are only fair and prices are unchanged.

Honey—

Clover, 2½-lb. tins, ....	0 29	0 30
5-lb. tins, ....	0 28	0 29½
10-lb. tins, ....	0 28	0 29

Buckwheat, 60-lb. tins, ....	0 27½	0 28
Comb, No. 1, fancy, doz., ....	3 75	4 25
Do., No. 2, doz., ....	.....	3 00
<b>Maple Syrup—</b>		
No. 1, 10-lb. tins, 6 to case, ....	15 10	17 10
No. 2, 5-lb. tins, 12 to case, ....	17 10	18 50
No. 3, 2½-lb. tins, 24 to case, ....	18 50	16 70
No. 3, 32-oz. bottles, 24 to case, ....	16 70	2 25
Gallon tins, Imperial, per gal., ....	2 25	10 50
5-gallon tins, Imperial, per tin, ....	10 50	2 00
Barrels, 25 or 40 Imp. gals., gal., ....	2 00	

**Pomegranates Being Offered; Grapefruit Down**

Toronto.

FRUIT.—Pomegranates are being offered on the local market, ½ boxes being quoted at from \$4.50 to \$4.75 each. Lower levels are noticeable in grapefruit this week and it is indicated supplies are very fair. Oranges are down somewhat and lemons are also slightly easier though prices ruling are still high enough. Apples are selling very well, both barreled and boxed moving out in very good quantities. Range of quotations on all lines follows:

<b>Apples—</b>				
Early, 11-qt. basket, ....	0 30	0 30	0 50	
Do., B.C. Crab, box, ....	.....	2 00	.....	
Do., B.C. McIntosh Reds, box, ....	3 25	3 25	3 50	
Do., B.C. Jonathans, box, ....	3 25	3 25	3 50	
Do., in Barrels, No. 1, No. 2, No. 3				
Kings, ....	6.00	5.50	5.00	
Greenings, ....	5.00-5.50	4.50-5.00	3.25-4.25	
Baldwins, ....	5.00-5.50	4.50-5.00	3.25-4.25	
Wealthys, ....	5 00	4 50	4 00	
Bienheims, ....	5.00-5.50	4.50-5.00	4 00	
Ribstons, ....	5 00	4 50	4 00	
Alexanders, ....	5 00	4 50	4 00	
Wolf River, ....	5 00	4 50	4 00	
St. Lawrence, ....	5 00	4 50	4 00	
Snows, ....	6 50	6 00	.....	
C. Pippin, ....	5.00-5.50	4.50-5.00	3.25	
Bananas, per lb., ....	0 06½	0 07	.....	
Cranberries, bbls., ....	13 00	.....	.....	
Do., boxes (28-30 qts.), ....	4 75	.....	.....	
<b>Grapes—</b>				
Do., Cal. Emperors, lugs, (box), ....	4 50	.....	.....	
Do., Do., kegs, ....	8 50	.....	.....	
Do., Cal. Malagas, in lugs, box, ....	5 00	.....	.....	
<b>Grapefruit—</b>				
Florida, 46s, ....	4 50	6 00	.....	
Do., 54s, 64s, 72s, 80s, ....	5 50	6 75	.....	
Do., 96s, 126s, ....	.....	6 75	.....	
<b>Oranges—</b>				
<b>Valencias—</b>				
100s, 126s, 150s, ....	14 00	16 00	.....	
176s, 200s, 216s, 250s, 288s, ....	14 00	16 00	.....	
Florida, 126s, 150s, 176s, 200s, ....	.....	10 00	.....	
216s, 250s, 288s, ....	.....	11 50	12 00	
Lemons Cal., case, ....	.....	8 00	.....	
Do., Messina Verdellis, box, ....	.....	8 00	.....	
<b>Pineapples—</b>				
Florida, 30s, 36s, case, ....	5 50	6 00	.....	
Pears, Cal. Columbias, box, ....	5 00	5 50	.....	
Pomegranates, ½ boxes, ....	4 50	4 75	.....	

**Potatoes Higher and Lower; Celery Firm**

Toronto.

VEGETABLES.—Local potatoes show an advance of 25c per bag to \$2.00 and indications seem to be that there will be no "cheap" potatoes available. Sweet potatoes show a decline of from 15c to 25c per hamper under prices prevailing last week, at \$2.25 to \$2.40, while barrels are quoted at \$7.00. Celery is firm, crates being offered at a price of \$4.50.

Cabbage, Can., crate, ....	1 35	.....
Do., do., doz., ....	0 75	0 90
<b>Cantaloupes—</b>		

Do., Can., 16s, ....	0 50	0 75
Celery, Fancy Theford, crates, ....	4 50	.....
Corn, doz., ....	0 25	.....
Cucumbers, Can., basket, ....	0 35	0 50
Gherkins, 6-qt. basket, ....	1 00	1 25
Do., 11-qt. basket, ....	1 50	2 00
Onions, Can. Yellow, 100-lb. bag, ....	2 40	2 50
Parsley, basket, ....	0 40	0 50
Peppers, green, basket, ....	0 40	0 50
Potatoes, New Jersey sweet, hamper, ....	2 25	2 40
Do., barrel, ....	.....	7 00
Potatoes, Canadian, bag, ....	.....	2 00
Quinces, 11s, ....	.....	1 00
Tomatoes, basket, ....	0 50	0 75

**Flour Situation**

*Rules Unchanged*

Toronto.

FLOUR.—The outlook is without material change. No modification of ruling on substitutes is in evidence and Food Board regulation indicating that oat flour, rye flour, corn flour and barley flour are the only substitutes to be shipped with orders for wheat flour still holds intact. It is indicated that the Wheat Export Co. are in the market for flour, but it is not thought this will influence the market to any extent.

FLOUR

Government Standard, 74% Extraction, Manitoba Wheat Flour, in carload shipments, on track, bbl., ....	\$11 50
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**Sales Maintained**

*At Satisfactory Levels*

Toronto.

MILL FEEDS.—Sales have been maintained at a satisfactory level and no easing away is noticeable. Supplies are increasing but are needed to take care of business offering.

MILL FEEDS—

	In carlots, track
Bran, per ton, ....	\$37 00
Shorts, per ton, ....	42 00

**Market on Cereals**

*Holding Steady*

Toronto.

CEREALS.—The market on cereals is holding steady and without any marked change this week. The demand for substitute flours is good, though indications are that rolled oats is now rather quiet. Range of quotations effective is as follows:

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s, ....	6 50	6 75
Barley, pot., 98s, ....	5 00	5 20
Barley Flour, 98s, ....	6 50	6 75
Buckwheat Flour, 98s, ....	.....	.....
Cornmeal, Golden, 98s, ....	5 15	6 00
Do., fancy yellow, 98s, ....	4 65	5 40
Corn flour, white, bbl., ....	10 35	11 15
Do., Government standard, bbl., ....	9 35	10 15
Hominy grits, 98s, ....	6 00	6 60
Hominy, pearl, 98s, ....	5 50	6 60
Rollod oats, 90s, ....	5 00	5 25
Oatmeal, 98s, ....	5 65	5 85
Potato Flour, lb., ....	.....	0 18
Oat Flour, ....	6 00	6 20
Rollod wheat, 100-lb. bbl., ....	6 75	7 00
Rice Flour, per 100 lbs., ....	9 50	12 00
Rye Flour, 98s, ....	6 50	7 25
Peas, split, lb., ....	0 08	0 09½
Blue peas, lb., ....	0 11	0 15

Above prices give range of quotations to the retail trade.

**MANITOBA MARKETS**

WINNIPEG, Oct. 30.—Grocery markets have ruled quite steady this week, there being very few changes. There was a fairly good trade in all commodities.

**Scarcity of Material Hampers Candy makers**

Winnipeg.

CANDIES.—Candy manufacturers

are still hard pressed for material. The demand is still good and prices are holding fairly steady on all lines. Manufacturers state that there will be no change in allotments until the end of the year.

*Sugar is Still Hard To Get*

Winnipeg.

SUGAR.—Dealers are still experiencing difficulty in obtaining sugar, but sugar refiners in the East are expected to start working soon. The demand from the consumer is still insistent, although the preserving season is now passed.

*Rice Market Holds Firm—Prices Same*

Winnipeg.

RICE.—This commodity is very firm and prices have showed very little change. The demand is very good and there is a lot in stock.

Extra fancy, Japan, 100-lb. bags.....	0 10 1/2
Fancy Japan, 100-lb. bags .....	0 09 1/2
Choice Japan, 100-lb. bags .....	0 08 1/2
Siam, 100-lb. bags.....	0 09 1/4
Tapioca, lb. ....	0 13 1/2
Sago, lb. ....	0 11

*No Change in the Bean Trade*

Winnipeg.

BEANS.—There was very little doing in this commodity. Stocks continue heavy with the demand practically nil.

*No Change Reported in the Tea Trade*

Winnipeg.

TEAS.—There is nothing to report in this branch of the trade for the past week at all. Prices show no change and no advance is expected before next year.

*Prices on Coffee Make Advances*

Winnipeg.

COFFEES.—Coffee is still hard to get and the larger wholesalers have all advanced their price, but, it is said, not enough to cover the advance in cost. It is still hard to obtain ships. The market has been very firm all week.

*Grapes Are Scarce, Grapefruit on Market*

Winnipeg.

FRUITS.— There was very little change in the fruit situation throughout the week. The demand for all fruits has been fair.

The preserving season is now over and there is now less demand for fruits for that purpose.

Apples are now the principal line in the fruit trade and are of a good quality, wholesalers having a good stock of both Ontario and British Columbia fruits at reasonable prices.

There is a scarcity of grapes on account of the small California crops and there are no Spanish offering this year on account of the war.

Grapefruit is now coming in in large quantities and there is a big demand for it. Prices are reasonable.

The orange and lemon market is now almost out of sight. To show what high prices are being paid, a carload was sold in New York at \$18.00 a case. The new navel crop will begin to arrive at the end of November.

*Good Demand for Vegetables Now*

Winnipeg.

VEGETABLES.—There is a very good demand for vegetables at the present with prices showing very little change. Potatoes are selling at from 70 to 75 cents a bushel.

**ARRANGEMENTS MAY BE MADE TO OBTAIN JAVA SUGARS**

It has been known for some time that offers of between 50,000 and 100,000 tons of Java sugar have been made to the Sugar Equalization Board since the first of the month. These offers have been given serious consideration. The one obstacle to the purchase of these sugars by the Board in the past has been the lack of American tonnage to move them, and the prohibitive freight rate asked by the Dutch steamship lines. Now that these obstacles bid fair to be removed through diplomatic agreements, there is every reason to believe that the Board will avail itself of the opportunity of buying as much of these sugars as can be moved.

If the above plan goes through the Javas would begin to arrive the latter part of October and early November and would come at a time when the United States sugar supply is at its lowest ebb for the year. No intimation has been given as to where these sugars would be delivered. The shortest haul would be to the Pacific Coast, where doubtless the larger portion will be consigned if the plan materializes, but it is not thought improbable that some of the sugars will come to Eastern ports, where return cargoes can be most easily obtained.

So far as can be learned, this program for moving the Java sugars has not as yet been definitely settled, nor has the Sugar Equalization Board made any purchases of them as yet, but it is safe to say that there is every reason to believe it will go through.

These sugars, it is estimated by the sugar men now in Washington, would cost when landed close to 6.00 cents.

**U. S. TEA AND COFFEE TRADE WILL CONSERVE TIN**

Tea and coffee will be sold in the United States only in non-metal containers, as soon as present stocks of tin containers are used up. This recommendation was made by a representative

committee of the trade, after a conference to-day with Food Administration officials, during which the necessity for conservation of tin, lumber and labor as a war-measure was laid before them.

Coffee will be sold at retail only in packages of one, three and five pounds each, and tea in one-fourth, one-half and one pound containers, according to the recommendations. Square packages will be adopted, so far as possible, to save packing space, and cases for shipping cartons in quantity will be of fibre. This will save the lumber that formerly went into wooden cases and the steel used in nails.

**CALIFORNIA BEAN CROP CONDITION.**

California reports the situation on white beans depends much on the quality. It is reported that it will be necessary on account of rain damage to sell part of the bean crop of some sections of that state on sample. It is expected the bean damage will equal about 20 per cent. on all varieties through the State. Damage is heaviest in the Salinas Valley, where it is estimated at as much as 50 per cent. California's increased acreage in beans is expected to a little more than offset the loss through rain damage.

The lima bean crop is a good size, estimated by some at as much as 2,000,000 bags, while others think that this is excessive.

**HOW ABOUT YOUR LETTERS**

An interesting contribution to the ever-recurring subject of good letter writing is made in the current issue of "System" by Mr. Davison. It closes with the following advice.

"Let's get down to business in our letters.

Let hit at the heart of the thing right in the opening paragraph.

"Let's sound the doom of 'Replying to your favor.'

"Let's cut out 'if,' 'perhaps,' 'maybe.'

"Farewell to 'we beg to say.'

"Softly, seldomly with that 'me,' 'I,' 'my,' 'our,' 'us.'

"No more of 'we are in receipt of.'

"Goodby forever to 'trusting we may hear from you.'

"Let us reply to the other fellow's letter exactly as we'd say it to his face. If we did that, we surely wouldn't start in by saying, 'replying to your favor.' we'd treat his letter as though it were a verbal statement he'd just made.

"Consider the millions of words we waste! Millions of motions on the stenographer's part! Millions of minutes of our time—of minutes of the other fellow's time!

"Let's switch around our habits of expression so we use only the words necessary to convey the real message. We needn't be stingy with words, but we can be sparing with useless ones."

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, October 29.—Business during the past week has been very quiet in all circles. The old story of a potato shortage is being vigorously worked and higher prices promised. Prices now are \$40 for local and \$45 for Highland. Other root vegetables are easy. Butter is moving well, but there seems to be little call for oleo. Oranges have gone to \$15 and lemons to \$12 and \$13, with promise of further increases. Fresh eggs have advanced to 83c.

Sugar, pure cane, gran., 100 lbs. ....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots .....	10 80
Rice, Siam, No. 1, per ton .....	4 20
Do., Siam, No. 2 .....	1 85 1 90
Rice, China, 44 lb. mats, No. 1..	1 90 1 95
Do., No. 2 .....	1 75 1 80
Beans, Japanese, per lb. ....	0 10 0 12
Beans, B.C., white .....	0 14½ 0 15
Potatoes, per ton .....	40 00
Potatoes, lowland .....	45 00
Potatoes, ashcroft .....	0 32½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound .....	0 52
Butter, fresh made creamery, lb.	0 26¼
Cheese, Canadian .....	0 33¼
Margarine .....	0 83
Eggs, new-laid, in cartons, doz.	15 00
Oranges, box .....	12 00
Lemons .....	5 25
New Cal. figs, 70 4-oz. pkgs. ....	0 30
Almonds .....	0 30
Brazils .....	0 30
Filberts .....	0 30
Cal. Walnuts .....	0 25
Walnuts, Manchurian .....	0 25
Peanuts .....	0 25
Charge for roasting, per sack....	1 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 29.—Small ivory beans are selling 7½ to 9c, Kootenashi 14c. Siam rice \$10.75 to \$11.25; Japan \$11.50 to \$12.25. No. 1 storage eggs are \$15. New season pears are selling choice 25's, 26c per pound. Some cuts of bacon are higher. This week also cooked hams, Keen's mustard, Tuxedo baking powder, corned beef, ½'s, and White Knight soap, Welcome washing powder advanced 30c case. Lemons are now \$12 case, no oranges offering. Grapefruit arriving this week \$7.50 and \$8 per case.

Beans, small, ivory, lb. ....	0 07½ 0 09
Beans, Kootenashi .....	14 00
Flour, 98s, per bbl. ....	10 95
Rye flour, 49s, per bbl. ....	12 30
Cornmeal, 24s, per bbl. ....	12 30
Rolled oats, 80s .....	4 80
Rice, Siam, cwt. ....	9 75 11 25

Tapioca, lb. ....	0 14
Sago, lb. ....	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large... 0 26¼	0 27½
Butter, creamery, lb. ....	0 49
Do., dairy, lb. ....	0 35 0 40
Lard, pure, 3s, per case .....	18 90
Eggs, new-laid, case .....	15 00
Eggs, No. 1 storage, case .....	14 50 15 00
Candied peel, lemon, lb. ....	0 34½
Do., orange, lb. ....	0 36½
Do., citron, lb. ....	0 39½
Tomatoes, 2½s, stand. case, spot	3 95 4 00
Corn, 2s, case .....	4 95 5 00
Peas, 2s, standard case .....	3 60
Apples, gal., Ontario, case....	2 20 2 85
Strawberries, 2s, Ontario, case..	8 50
Raspberries, 2s, Ontario, case...	8 50 8 75
Cherries, 2s, red, pitted .....	6 40
Apples, evaporated, 50s, lb. ....	0 21
Apricots, evaporated, lb. ....	0 26 0 29
Peaches, evaporated, lb. ....	0 18 0 20
Peaches, 2s, Ontario, case .....	4 75
Salmon, pink, tall, case .....	9 00 10 25
Salmon, Sockeye, tall, case .....	...
Do., halves .....	...
Potatoes, per ton .....	29 00
Oranges, Valencias, case .....	...
Lemons, case .....	12 00
Grapefruit .....	7 50 8 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Oct. 29.—Lard shows an advance this week of 40c per case for 3's, the present price being \$18.40. The new price on canned tomatoes is \$4.50 per 3's. Cheese is quoted from 27½ to 28c. Tapioca is 15c, an advance of 1c per pound. Flour is \$5.57½ for 98's. Crisco has advanced and is quoted today at \$11.15 per case. Cutalin shows an advance of ¼c, increasing to 27½c. Keen's mustard is 10c a pound higher. Some lines of washing powders advanced 25c. Washington apples are quoted at \$2.50 to \$2.75. Washington pears are \$4 per box, oranges and lemons are practically off the market, but a car of lemons is expected in a few days. Cranberries are \$15 per barrel. Grapefruit is \$7.50 to \$8 according to size.

Beans, small white Japans, bu. ...	7 50
Beans, Lima, per lb. ....	...
Flour, standard, 98s .....	5 87½
Molasses, New Orleans, gal....	0 75
Rolled oats, balls .....	4 85
Rice, Siam, cwt. ....	9 25
Sago, lb. ....	0 12½
Tapioca, lb. ....	0 15
Sugar, pure cane, gran., cwt....	10 69
Cheese, No. 1 Ontario, large ... 0 27¼	0 28
Butter, creamery .....	0 50
Lard, pure, 3s, per case .....	18 40
Bacon, lb. ....	0 47½
Eggs, new-laid .....	0 45
Pineapples, case .....	5 75
Tomatoes, 3s, standard case .....	4 50
Corn, 2s, standard case.....	4 85
Peas, 2s, standard case .....	3 60 5 20
Apples, gal., Ontario .....	2 40 2 75
Apples, evaporated, per lb. ....	0 19¼
Strawberries, 2s, Ont., case....	8 50
Raspberries, 2s, Ont., case....	8 70
Peaches, 2s, Ontario, case .....	4 65
Plums, 2s, case .....	3 40
Salmon, finest Sockeye, tall, case	18 00
Salmon, pink, tall, case .....	9 25
Pork, American clear, per bbl....	40 75 41 00

Potatoes, bushel .....	1 00
Apples, Washington, box .....	2 50 2 25
Pears, Washington, box .....	4 00
Grapefruit .....	7 50 8 00
Cranberries, bbl. ....	15 00

## EGG STORAGE STOCKS, ONTARIO

(Including Toronto), Oct. 1, 1918.

	Oct. 1st. 1918.	Oct. 1st. 1917.	Sept. 1st. 1918.
Eggs—	32 houses.	32 houses.	28 houses.
Fresh .....	2,548 c/s	3,283 c/s	3,880 c/s
Storage .....	130,726 c/s	159,771 c/s	106,818 c/s
	133,274 c/s	163,054 c/s	110,198 c/s

1918—Decrease, 29,045 c/s.

## UNITED STATES GOVERNMENT REPORT STORAGE STOCKS Oct. 1st, 1918.

Case Eggs—

	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	498 houses.....	5,307,372 c/s.	
Oct. 1st, 1918.....	475 houses.....	5,278,372 c/s.	
Oct. 1st, 1917.....	475 houses.....	5,747,872 c/s.	
1918—Decrease,	469,600 c/s—8.2%.		
Sept. 1st, 1918.....	479 houses.....	6,153,274 c/s.	
Oct. 1st, 1918.....	479 houses.....	5,806,538 c/s.	
1918—Oct. decrease,	846,736 c/s—13.8%.		
1917—Oct. decrease,	583,616 c/s—9.1%.		

Frozen Eggs—

	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	205 houses.....	14,710,444 lbs.	
Oct. 1st, 1918.....	185 houses.....	14,543,869 lbs.	
Oct. 1st, 1917.....	185 houses.....	17,452,547 lbs.	
1918—Decrease,	2,909,188 lbs.—16.7%.		

	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	197 houses.....	15,809,332 lbs.	
Oct. 1st, 1918.....	197 houses.....	14,708,715 lbs.	
1918—Oct. decrease,	1,100,617 lbs.—7.0%.		
1917—Oct. decrease,	2,156,060 lbs.—10.9%.		

Poultry—

	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	230 houses.....	28,790,300 lbs.	
Oct. 1st, 1918.....	232 houses.....	16,181,577 lbs.	
Oct. 1st, 1917.....	232 houses.....	18,846,449 lbs.	
1918—Decrease,	2,364,872 lbs.—12.5%.		

Oct. 1st, 1917—Holdings 68% greater than 1916.  
Oct. 1st, 1918—Broilers 21.4% over Oct., 1917.  
Oct. 1st, 1918—Roasters 55.9% under Oct., 1917.  
Oct. 1st, 1918—Fowl 36.8% over Oct., 1917.  
Oct. 1st, 1918—Turkeys 82.4% under Oct., 1917.

## SPAIN LIFTS OLIVE OIL BAN

A Spanish royal order published August 13 authorizes, in addition to special permits previously granted, the exportation until the end of the current year of 20,000,000 kilos of olive oil, one-half of which shall be allotted to North and South America. An export duty of 30 pesetas per 100 kilos will be collected before shipment and all containers must be engraved or otherwise indelibly marked with trade label, registered or not, showing Spanish origin of the oil. Of the 20,000,000 kilos in question, 25 per cent. is reserved for exporters having declared their desire to export under previous regulations, while 75 per cent. is open to all exporters (peseta, normal exchange, \$0.193; kilo, 2.2046 pounds).

Limited exportation of oil was permitted for a short period last fall, and an export tax at the same rate was charged. The embargo on olive oil of all grades was adopted in September, 1917, following partial prohibitions in July.

# PRODUCE and PROVISIONS

## Using Fish Day to Stimulate Trade

Advantage of This to Rural Trade as Well as Town and City—Keeping in Close Touch With Trade—Making Special Display Helpful — May Become a Canadian-wide Movement—Play Patriotic Side—Fish One of Big National Assets

**W**HAT is known as National Fish Day in Canada was instituted among fish producers and sellers three years ago. It was originally suggested and decided upon as a patriotic and thanksgiving day for the fish men, and among other things a varied program of meetings was usually arranged. It was often made a "get-together" day for leaders in the fish business and opportunity was afforded to discuss the big problems that arise from time to time. With a future prospect so large and with new problems arising, it was thought well to make this an annual day. Originally the time fixed was in midwinter, but last year and this year the fall season was deemed better.

### Why Not The Trade Too?

It was possible, thought J. A. Paulhus, a vice-president of the Canadian Fisheries Association, that a much more definite application of National Fish Day idea could be made by the trade. The movement is in its early stages and a great deal of effort is required to further the spirit of the day. By a gradual process of educational effort, there is every reason to anticipate a stimulus being given the sale and consumption of fish. This would result in the gradual development of the fish business, and which development is destined to transpire if the energy of the trade is centred upon ways and means of improving present sales methods.

### Rural Trade Too

In the past much publicity has been given to the great food value of fish. This was accomplished through a concerted publicity campaign in which the government Food Controller's department was very helpful. Those who took every advantage of the splendid assistance given were able to increase their fish business materially. Greater turnover meant selling fish, very probably at a closer margin, but the bigger movement left a larger resultant profit, and better, fresher fish were sold.

It is very probable that the rural fish dealer is not so fortunately situated in the matter of securing fresh fish and

frequent supplies as is the city and town grocer. His distance from the distribution centre makes a severe handicap. He probably gives little attention to the development of a fish trade, excepting that for salt and pickled lines, in addition to his canned fish business. There is, however, one way of overcoming the very handicap mentioned. Hundreds of dealers are located on a line of railway which maintains a fast express service. The dealer should make use of this. He ought to select a good, reliable wholesaler and take the matter up with him. This would enable him to make arrangements for fresh and frozen fish shipments from one to three times a week. But he would require to go into matters carefully and fully before engaging supplies and having shipments sent forward.

### The Essential Fish Case

The city dealer has to use a suitable fish case—so must the dealer outside the city. He has to have ice anyway, and can readily secure additional quantities.

One of the assistances provided the fish trade by the government is that of co-operating with fish wholesalers and jobbers in offering a suitable fish case to those who will handle fish, at cost. This cost is small, so that the necessity of ordering a regular fish case will entail but a few dollars outlay. Few will object to this. It is so built as to afford fresh fish being kept on crushed ice and in the best possible condition at all times. A request to the fish jobber or wholesaler will bring the needed information as to cost, etc.

### Fish and Patriotism

Is the patriotic cry overdone? Has too much already been said as to the advantage of using fish these days? If the reader thinks so look at the matter from another angle.

Fish is a wholesome diet. Those living where they cannot get meat and who can obtain plenty of fish have proven themselves equal to any of the big meat eaters in every standard that may be raised. They are equal, and in many instances very superior physically to big meat eaters. They are sometimes

superior intellectually. They have often fewer physical ailments. Suffice these reasons therefore to assure the prospective fish handler that he has the best of argument in advising the use of fish as a wholesale diet.

### Canada's Consumption

It will be generally agreed that Canadian's ought to develop their own natural industries and make the most of them. Her fisheries are wonderfully valuable. One of the largest producers of fish in the world, she can produce and export many millions of dollars worth every year. But there are millions of pounds of fish caught that ought to be used at home.

The per capita consumption of fish in Canada is much smaller than it ought to be. It is but 29 pounds per annum, while that of Great Britain is 60 pounds. That this should be corrected is obvious. That the amount ought to be as great as that of the British Isles is not an unreasonable proposal. But to raise the per capita consumption from 29 pounds to 60 pounds will require that considerable effort be put forth by the trade. Every interested dealer will have to use his own initiative and hook this up with the splendid publicity that is given the greater use of fish by the Government and the larger fish dealers. It means that we ought to use a little over a pound of fish each per week, and if this were accomplished the user would be the better for it.

### Send Products Overseas

A big argument at the present time in favor of a larger use of fish is that of our exporting more of the products that we can well afford to sell, and which will bring us the required return to repay our heavy war debt. True, fish will be exported still in large quantities, but we can still use more fish, and then some more, and have plenty to export. The variety that can be produced is large and this gives the seller an added opportunity to vary his offerings from day to day. One of the best tributes to the success of well-directed effort in selling fish is the experience of quite a number who have developed a fish

business to the point where they are making thousands of dollars yearly. It has required care in the development and attention to details. But the results are worth the effort.

Just take the worker, the farmer and the average citizen into your consideration. Suggest some appetising fish dinners in your advertising. Get the printer to print you a few posters in red and get up some fine morning with a paste pot and brush. Go over the town and paste these up before the folk are about. Say—"Eat more Fish," "Fresh Shipment To-day at Blank's." Will you try it out?

**HANDLING LARGE QUANTITIES OF CORN BY WATER ROUTE**

The unloading by the Davidson-Smith Company, Fort William, of the steamer "Parkes Foster" is in itself somewhat of a novelty. The cargo consisted of one hundred thousand bushels of corn consigned to a large Canadian starch company. This is the first cargo of corn to reach the head of the lakes by water route, heretofore all corn for the starch company has arrived by rail from Chicago. The cost of handling corn by water will be about one-third of the cost

by rail. Hitherto the facilities for handling this sort of cargo have been inadequate, but this trial cargo is probably the forerunner of a new business for the lake cities, which have hitherto dealt only with the sipping of grain.

**CREDIT REGISTERS AND ADDING MACHINES GIVEN PRIORITY.**

The adding and calculating machine, autographic and credit register, time recorder and tabulating machine industry has been accorded priority by the priorities division of the War Industries Board of the United States. It is recognized, says the board, that the disturbed conditions in accounting departments and organizations are substantial and that the shortage in experienced clerical help is real, and that such machines and devices are almost indispensable in both war and non-war industries.

Pledge must be given by the industry to conserve materials, urge repair instead of purchase of new machines, and give preference in filling orders to the United States Government and its Allies, to those engaged in essential industries and for export under War Trade Board license.

**UNITED STATES COLD STORAGE SHORTAGE.**

The United States Food Administration report a considerable shortage of cold storage space required for ordinary commercial uses. The demands of the Navy and War Departments for this space owing to the necessity for obtaining large supplies of beef for the use of the Navy and Army at a time when it is available, is given as a reason for this shortage of space.

The Department of Agriculture has been requested by the Food Administration to render assistance in this emergency. Accordingly, the Bureau of Markets is obtaining monthly reports from public cold storage warehouses concerning cold storage and freezing space and will endeavor from time to time to answer inquiries from the trade concerning such space available in various sections of the country as indicated by reports received.

**C. W. BAXTER TO BE FRUIT COMMISSIONER**

The Minister of Agriculture announces the appointment of C. W. Baxter to fill the vacancy created some months ago by the death of Donald Johnson, fruit commissioner.

# Enquiry Department

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

**RE WASTE PAPER**

I read an advt. in one of your magazines about the sale of waste paper. Would you please let me know the names of some firms. I could write for prices.

A. R. McKAY,  
Brussels, Ont.

Would you kindly give us the names of some handlers of waste paper.

HUTCHINSON & FOSTER,  
Alliston, Ont.

Answer—Waste paper is bought by the following dealers in Toronto: E. Pullan; Frankel Bros.; Western Rag & Metal Co.

**WHAT ARE FLOUR SUBSTITUTES?**

How does Order No. 67 affect the retail

grocer? As I understand it we are only allowed to sell corn, barley, oat and rye flour as substitutes, and not rolled oats, corn meal, rice and tapioca as formerly.

F. W. HOLT,  
Torrance, Ont.

Answer—Your understanding of the order is correct. Efforts are being made to have rolled oats again added to the list of substitutes, but up to the present no action has been taken.

**CARLOADS ONTARIO APPLES**

Where can I buy a carload of Ontario winter apples at correct prices?

N. B. LAROCHE,  
Ste. Croix, Que.

Answer—Any of the following firms could supply you: White and Co., McWilliam & Everest, McBride Bros., W. J. McCart, all of Toronto; Hugh Walker & Son, Guelph, Ont.; Lemon Bros., Owen Sound, Ont.; Duncans Ltd., North Bay, Ont.; Geo. Vipond & Co., Hart and Tuckwell, both of Montreal.

**SHIPPERS OF HAY IN QUEBEC**

We would like to take advantage of your enquiry department for names of hay shippers in Quebec.

WM. LAW & CO.,  
Yarmouth, N.S.

Answer—Any of the following Montreal firms could supply you: Jos. Ward & Co., Place Youville; Elie Benoit & Fils, 187 St. Paul St.; Quintal & Lynche, 59 St. Peter St.; James Scott & Co., 651 St. James St.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191...

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

.....

Name .....

Address .....

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**A** GENERAL decline in practically all Canadian centres is the condition of the markets as it affects live hogs during the week. This amounts to 50c per cwt., and follows on the heels of a steady easing away in prices during the past three or four weeks. The run of hogs has been very good, and dealers are now rapidly catching up with the accumulation of orders for cured meats, though the demand is such that it is as yet impossible to accumulate a surplus.

New prices established on live hogs in United States markets for November are higher than those prevailing during the past month. This has resulted in sharp advances being made in lard and other products, though the markets locally are not so greatly affected. However, a slight stiffening in lard is noticeable, and the position of this commodity is one of decided strength.

New laid eggs have reached almost record levels for this time of year, the advances amounting to about five cents per dozen. Supplies coming to hand are small, and an active demand readily absorbs all offerings. Storage stocks are called upon to supply the bulk of the egg business, and prices on these grades rule without change.

Butter is without special feature, and until fresh-made creamery is again available little variation is looked for. It is more than likely a readjustment of values will be found necessary when fresh-made is again offered, and the tendency will not be towards lower levels. Margarine is in good demand, and an advance of one cent per pound is reported in some markets.

Fish day coming this week was expected to produce heavy sales, and dealers are well able to take care of business offering, as far as stocks are concerned.

## Live Hogs Lower; Barrel Pork, Too

Montreal.

**PROVISIONS.**—Live hogs, which sold last week at \$18.50, are down to \$18.00, and even \$17.50 is being offered and accepted. The run has been good, and quality is better than it has been for some time. Demand for dressed hogs is also improving, and in sympathy with the live, the price has declined to \$26 to \$26.50. Barrel pork is down \$2 per barrel all round and quotations are found below. The general trade for bacon and cured meats is steady.

The fixing of minimum prices for hogs in the United States will, it is thought, have some effect on the Canadian situation.

<b>Hogs, Dressed—</b>		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.	24 50	
Hogs, live	17 50	18 00
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
<b>Bucks—</b>		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
<b>Bacon—</b>		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30

### Cooked Meats—

Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)	\$56 00	
Clear fat backs (bbl.)	58 00	
Short cut clear pork (bbl.)	56 00	
Heavy mess pork (bbl.)	53 00	
Bean pork (bbl.)	52 00	

## Lard Holds Steady With Trade Good

Montreal.

**LARD.**—Little change has been made in the situation on lard. A good demand is maintained and the declines for pork have not had a material effect on quotations. The steadiness of demand has made for a steadier market and prices are generally firm.

<b>Lard, pure—</b>		
Tierces, 400 lbs., per lb.		0 32
Tubs, 50 lbs.		0 32½
Pails, 20 lbs., per lb.		0 32¾
Bricks, 1 lb., per lb.		0 34

## Shortening Firm; Sales Maintained

Montreal.

**SHORTENING.**—The market is very firm and in some quarters prices have advanced one-quarter cent. Under the

steady state of trade supplies have not accumulated unduly, in fact there is a general clean-up of stocks from week to week, broadly speaking. The outlook is for a maintained price basis, with firming tendencies probable.

<b>Shortening—</b>		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28¼	0 28½

## Margarine Up One Cent; is Active

Montreal.

**MARGARINE.**—An advance of one cent per pound has been made for margarine. This is perhaps due to the active market, and this was brought about some think, by a more general stocking up on this commodity. It is felt in some quarters that prices are about as high as they will be, and that, with the cost what it is, many will continue to buy butter in certain quantities, at least.

<b>Margarine—</b>		
Prints, according to quality, lb.	0 31	0 33 0 35
Tubs, according to quality, lb.		0 30

## Butter Holds Steady With Trade Fair

Montreal.

**BUTTER.**—The market is featureless as far as price is concerned. If anything the volume of trade has lessened somewhat for the moment, jobbers being supplied with essential wants for the time being. The situation is expected to rule steady and firm until November 9, at which time the lifting of the recent government order regarding supplies will perhaps call for a re-adjustment of values.

<b>Butter—</b>		
Creamery prints (storage)		0 50
Creamery solids (fresh made)		0 49
Dairy prints, choice		0 44
Dairy, in tubs, choice		0 42

## Cheese Still Dear, No Local Change

Montreal.

**CHEESE.**—There is a real firm position outside at buying points. Makers are not inclined to sell for anything less than a stiff price and values are firmly held. Locally, there is quite a steady and fair trade, with retail trade buying frequently, thus getting away from overstocking.

<b>Cheese—</b>		
Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.		0 27
Stilton, per lb.		0 29
Fancy, old cheese, per lb.		0 29

## New Laid Eggs 70c; Storage Stock Held

Montreal.

**EGGS.**—A price of 70c for new-laid



eggs has been reached here, a pretty stiff figure so early in the season. The shortage of stock and the activity of demand is, of course, responsible. Shipments from the country are limited and the difficulty of getting new-laid stocks is more manifest than ever before. Storage stock is steady and firm, but without change.

Eggs—

New laids	0 70
Selects	0 53
No. 1	0 49
No. 2	0 47

**Lots of Poultry,  
But Poor Quality**

**Montreal.**  
**POULTRY.**—An active buying market continues but the great complaint is that of the poorness of stock received. This is of lower grade than is usual at this season of the year, and the jobbers would like to see a change for the better. So long as the grade remains so low prices will not advance, excepting for what good poultry comes to hand.

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
<b>DUCKS—</b>		Dressed
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

**Oyster Prices Easier;  
Fish Demand Active**

**Montreal.**  
**FISH.**—The oyster situation promises to be easier, owing to an improvement in the producing areas. There are no actual changes this week but revisions may soon be made. The coming of National Fish Day this week has called for a general stocking up by the trade and it is expected that there will have been a good demand, and a better sale all round. Supplies are ample, a good variety being available at fair prices. Salt and pickled lines are slow.

SMOKED FISH.		
Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 18	0 19
Smoked herrings med.) per box	0 23	0 24
Smoked cod		0 15
Bloaters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25
SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.		16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), 1/2 bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces		28 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (1/2 bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.)		22 00
Mackerel, No. 1, per bbl.		32 00
Mackerel (1/2 bbl.)		16 50
Codfish (skinless), 100-lb. box		16 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), blks. "Ivory" Brand, lb.		0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, chredd.d. 12-lb. oox		2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18

Cod, strip (30-lb. boxes)	0 18
Cod, dry (bundles)	16 00
SHRIMPS, LOBSTERS, OYSTERS	
Lobsters, medium and large, lb.	0 60
Prawns, lb.	0 40
Shrimps, lb.	0 38
Scallops, per gallon	4 00
OYSTERS—	
Ordinary, No. 1, gal.	2 75
Cape Cod shell oysters, bbl.	14 00
5 gal. (wine) cans	13 75
1 gal. (wine) cans	2 60
3 gal. (wine) cans	7 50
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	9 00

FRESH FROZEN SEA FISH	
Herring, large sea, lb.	0 09
Herring, frozen, lake, lb.	0 07
Halibut	0 23
Halibut (medium)	0 24
Haddock	0 08
Mackerel	0 15
Cod—Toms, bbl.	4 00
Cod Steak, fancy, lb.	0 11
Salmon, red	0 20
Salmon, pale	0 15
Salmon, Gaspe	0 25
Swordfish	0 21

FRESH FROZEN LAKE FISH	
Pike, lb.	0 10 1/2
Perch	0 12 1/2
Whitefish, lb.	0 15
Whitefish (small)	0 09 1/2
Lake trout	0 19
Eels, lb.	0 12
Doree	0 15 1/2

FRESH FISH	
Haddock	0 09
Steak cod	0 11
Market cod	0 07
Carp	0 09
Dore	0 18
Lake trout	0 19
Brook trout	0 45
Pike	0 12
B.C. Salmon	0 26
Salmon (Gaspe)	0 27
Gaspereaux, lb.	0 06
Western Halibut	0 24
Eastern Halibut (chicken)	0 23
Eastern Halibut (med.)	0 26
Flounders	0 08
Perch	0 09
Bullheads	0 15
Whitefish	0 19
Whitefish (small)	0 09 1/2
Eels	0 15
Mackerel, lb.	0 15
Smelts, No. 1	0 17
Smelts, No. 2	0 11
Smelts, No. 2	0 12
Shad	0 15
Swordfish	0 25

**Live Hogs Lower;  
Meats Revised**

**Toronto.**  
**PROVISIONS.**—Live hogs are again on the downward trend, quotations early in the week being made at \$17.75 per cwt., fed and watered, 50c below prices prevailing over the week end. Indications are that this price will hold all week. The run has been very fair and there is no tendency at present towards firmness.

Some adjustments in dressed meats have been made, roll bacon and Wiltshire being slightly easier, with trimmed and boneless a little firmer. Orders are being caught up with fairly well, but with the splendid demand in evidence, there is little opportunity to accumulate a surplus.

HAMS—	
Medium	0 38
Large, per lb.	0 34
BACKS—	
Plain	0 46
Trimmed, with rib in	0 49
Boneless, per lb.	0 52
BACON—	
Breakfast, per lb.	0 41
Roll, per lb.	0 33
Wiltshire (smoked sides), lb.	0 36 1/2

Dry Salt Meats—	
Long, clear bacon, av. 50-70, lb.	0 31
Do., aver. 70-100, lb.	0 30
Fat backs	0 32 1/2
Cooked Meats—	
Hams, boiled, per lb.	0 53
Hams, roast, without dressing, per lb.	0 53
Shoulders, roast, without dressing, per lb.	0 50
Barrel Pork—	
Mess pork, 200 lbs.	49 00
Short cut backs, bbl., 100 lbs.	58 00
Pickled rolls, bbl., 200 lbs.	56 00
Hogs—	
Dressed, 70-100 lbs. weight	28 50
Live, off cars	18 00
Live, fed and watered	17 75
Live, f.o.b.	16 75

**Lard Uncertain;  
Firm Undertone**

**Toronto.**  
**LARD.**—An element of uncertainty seems to mark the situation in lard this week. Prices on the other side show a sharp advance and whereas this is not reflected here to the same extent as yet, there is a decidedly firm undertone to the market, which has resulted in a stiffening of values. Supplies are very good and the demand splendid. Quotations range as follows:

Lard, pure, tierces, 400 lbs.	\$0.31, \$0.31 1/2
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/4-1 3/4c higher than tierces.	

**Shortening Rules  
Very Firmly**

**Toronto.**  
**SHORTENING.**—The market rules very firmly and there is no disposition in evidence to get away from 26c pound, tierce basis. Supplies are ample to take care of heavy demand in evidence and outlook is for a comparatively steady market.

Shortening, tierces, 400 lbs., lb.	\$0 26
In 60-lb. tubs, 1/4-1/2c per lb higher than tierces; pails, 3/4-1c higher than tierces, and 1-lb. prints, 1 1/4-1 3/4c higher than tierces.	

**Margarine Moves;  
Prices Firm**

**Toronto.**  
**MARGARINE.**—The situation in margarine is without any special feature. Sales are maintained at a very satisfactory level and prices have held at unchanged figures. It is expected that the demand for the next few months will represent a very satisfactory total.

Margarine—	
1-lb. prints, No. 1	\$0 33
Do., No. 2	0 31
Do., No. 3	0 27
Solids, 1c per lb. less than prints.	

**Butter Business Heavy;  
Unchanged Prices**

**Toronto.**  
**BUTTER.**—Conditions are just the same in this commodity. Dealers are still experiencing considerable difficulty in handling the heavy rush of orders, but as far as the markets are concerned there is absolutely nothing new to report. Stocks are ample to take care of the requirements of the trade, the greatest difficulty being to get the goods ship-

ped out. The situation in regard to dairy butter is unchanged, there being practically none offered on this market.

Creamery prints	0 51	0 52
Creamery solids		0 51
Dairy prints, fresh separator, lb.	0 49	0 50
Dairy prints, No. 1, lb.		0 46

### New Laid Eggs Soaring; Sales Good

**Toronto.**  
EGGS. — New laid are decidedly scarce and wholesale prices have risen to 65 to 70 cents per dozen. The bulk of egg orders are, however, being filled from storage stock, and as far as these are concerned there has been no change in price and the situation generally is the same as that outlined during the past couple of weeks. The demand for the new laid, even at the high prices, continues to be remarkably good

Eggs—		
New-laid, in cartons, doz.	0 70	
Do., extras	0 65	
Storage, No. 1, doz.	0 51	0 52
Splits and No. 2, doz.	0 45	0 47

### Supplies Cheese Better; Firm Prices

**Toronto.**  
CHEESE.—Arrivals have been a little bit better during the past week with the result that dealers stocks show improvement to a certain extent. At the present time orders are being taken care of and prices rule with a very firm undertone.

Cheese—		
New, large	0 27	0 28
Stilton (new)	0 29	0 30
Twins, 1/4c lb. higher than large cheese.		
Triplets, 1/4c lb. higher than large cheese.		

### Good Grades Ducks, Chickens Up

**Toronto.**  
POULTRY.—A gradual stiffening of prices is noticeable, this affecting ducks, hens and chickens. It is indicated that the quality of poultry coming to hand during the last week or two has deteriorated considerably and better conditions are not expected to prevail before colder weather sets in. This is a factor which has influenced prices to higher levels, choice stock easily drawing the top prices shown below. Supplies have been coming along quite satisfactorily.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	0 22	0 22
Geese	0 21	0 21
Turkeys	0 30	0 30
Roosters	0 20	0 20
Hens, over 4 lbs.	0 23	0 24
Hens, over 5 lbs.	0 27	0 27
Hens, under 4 lbs.	0 20	0 20
Hens, under 4 lbs.	0 25	0 20
Chickens, Spring, 2 lbs.		
or over	0 25	0 27
Squabs, dozen	4 50	4 50

Prices quoted to retail trade:		
		Dressed
Hens, light	0 30	0 34
Do., heavy	0 35	0 37
Chickens, spring	0 35	0 40
Ducks	0 30	0 33
Turkeys	0 35	0 40
Geese	0 30	0 30

### Herring, Ciscos Decline; Heavy Sales

**Toronto.**  
FISH.—Declines have been made in the price of herrings and ciscos during the week. Higher prices are in evidence on smelts, and headless shrimps are also somewhat firmer. Supplies have been coming along very well, in fact dealers indicate that with the scarcity of help there is almost more than they can handle. Sales are expected to be very heavy this week, although it is possible the sickness epidemic may curtail sales to some extent. The range of quotations is given herewith

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 08	0 11
Flukes		0 15
Gaspereau, lb.	0 08	0 08 1/2
Halibut, medium, lb.	0 22 1/2	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large	0 21 1/2	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Serod, lb.	0 08	0 08 1/2
Herring, lb.	0 07	0 08
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomeods, lb.	0 05	0 05 1/2

FRESH LAKE FISH		
Herring, dressed, lb.	0 08	0 08 1/2
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16
SMOKED FISH		
Bloaters, 50 Count, box	2 25	2 40
Ciscos, lb.	0 17	0 18
Haddies, chicken		0 12
Do., filets, lb.	0 17	0 18
Do., Finnan, lb.		0 15
Herring, Kibpered, box	1 75	2 75
Shrimps, can		1 75

FROZEN SEA FISH		
Cod Steak, lb.	0 09 1/2	0 10
Do., market, lb.	0 08 1/2	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08 1/2	0 09
Mackerel, lb.		0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06 1/2
Pike, round, lb.	0 09	0 09 1/2
Tulibeas, lb.	0 09	0 09 1/2
Whitefish, lb.	0 15	0 15 1/2

DRY AND PICKLED FISH		
Cod, Acadia Strip, box		\$6 00
Do., Halifax Shredded, box		2 20
Herring, Labrador, bbl.		14 00
Do., Do., keg		7 25
Do., Do., No. 4 size		5 60
Do., Do., No. 2 size		2 90
Imperial, 25 lbs., loose, lb.		0 13
Onion on Toast, 24 1-lb. tablets, lb.	0 14	0 17
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., No. 3 size, tin		4 20
Skinless Fish, 50s & 100s, lb.		0 15
Sea Trout, keg		12 00
OYSTERS, No. 3 size package		8 85
Do., No. 5 size package		14 50
Do., per gallon		3 10

### Egg Market Very Firm

**Winnipeg.**  
EGGS.—The egg market continues firm, but advances are not occurring so frequently as a few weeks ago. Eggs are now quoted at 50 cents a dozen. There is a scarcity at the present time.

### Fish Trade—Very Lively at Present

**Winnipeg.**  
FISH.—Trade is just beginning to

get interesting in this line and the demand is growing greater every day. Prices have shown very little change and the campaign this week to "eat more fish" should increase the demand considerably.

LAKE FISH		
Whitefish (cleaned), lb.		0 13
Whitefish (frozen), lb.		0 12 1/2
Pickrel, lb.		0 12
Frozen Trout, lb.		0 19
Round Jackfish, lb.		0 07 1/2
Dressed Jackfish, lb.		0 08
Frozen Goldeye, lb.		0 07 1/2
Pickrel Fillet, lb.		0 32
Speckled Trout, lb.		0 35

SEAFISH		
Frozen Halibut, lb.		0 22
Fresh Halibut, lb.		0 24
Fresh Salmon, lb.		0 25
Frozen Mackerel, lb.		0 17
Red Carp, lb.		0 09
Sable Fish, lb.		0 12
Haddock, lb.		0 10
Soles, lb.		0 08
Plaice, lb.		0 08
Skate, lb.		0 08
Smelt, lb.		0 18
White Salmon, lb.		0 16 1/2

SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.		0 16
Finnan Haddie (15-lb. boxes), lb.		0 16 1/2
Smoked Goldeye, lb.		0 17
Smoked Codfish, lb.		0 20
Smoked Fillet (15-lb. boxes), lb.		0 20
Bloaters (25-lb. boxes), case		2 75

SALT AND PICKLED FISH		
Labrador Herring (100-lb. box), box	\$8 50	
Do., (20-lb. box), box		2 15
Salt Whitefish (100 lbs.), per 100 lbs.		19 00
Salt Mackerel (20-lb. box), box		3 75
Do., (100-lb. box), box		16 50
Do., (200-lb. box), box		30 00
Caviar, box		2 00
Select Oysters		4 00

### LOUISIANA SUGAR REPORT

The percentage condition of sugar cane on September 1, based on upward of 200 reports from cane growers and the observations of the Louisiana field agent, was 86.4 per cent. of normal, or full crop, against 85.2 a month ago. The condition on September 1, 1915, showed 89 per cent., and on September 1, 1916, 86 per cent. The 10-year average of condition on September 1 is 88 per cent.

A condition of 86.4 on September 1 forecasts a probable production of 4-486,752 short tons of cane. Deducting the quantities generally used for seedling purposes and sirup making, and calculating the remainder on basis of 138 rounds of sugar per ton of cane—the average yield during the past seven years—the indicated yield on September 1 is about 245,208 short tons of sugar.

The final outturn will be larger or smaller than this quantity, depending upon conditions hereafter, whether better or worse than average conditions.

From the cane harvested in 1917, 243,600 short tons of sugar were made; and 303,900 short tons from the harvest of 1916.

The controlling weather factors at this time in the great cane belt of Louisiana are ample rainfall and high temperatures, and few can justly complain of not getting an abundance of both during August, excepting, perhaps, in limited areas. Low condition is the tenor of all reports from the extreme western and northern portions of the belt, the crop there being detrimentally affected and unable to overcome even with the good precipitation the setbacks sustained earlier in the season from the prolonged drought.



## Quality Sea Foods in Big Demand

No brand is so widely called for as

# Brunswick Brand

Dealers will find these wholesome and delicious sea foods particularly good sellers just now.

Canadians in general are learning to appreciate the true value of fish as an article of diet. And discriminating Canadians are particularly well pleased with the unstinted excellence of the Brunswick Brand lines.

If your stock needs replenishing this list will be handy:

*Get in a supply to-day.*

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



**Connors Brothers**  
Limited  
**Black's Harbor, N.B.**

Canada Food Board License No. 1-603



## INDIAN CHIEF BRAND CLAMS

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

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

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

Why not order a trial supply to-day?

**SHAW & ELLIS**  
POCOLOGAN, N.B.

Canadian Food Control License No. 1-718



*Give your customers an opportunity to taste these three brands of QUALITY Oleomargarine!*

**B**OTH you—and they—will be delighted at the excellence of these products—the most delicate and delicious brands of oleomargarine you could ever wish to buy. Untouched by hand—made from pure, healthful materials—these are more than butter *substitutes*. They are actual *competitors* of butter.

“*Peerless*” Oleomargarine comes first. Besides consisting of the finest fats and oils, it contains an unusually large percentage of creamery butter. This accounts for its fresh, sweet, butter-like flavor. In fact, in appearance, taste and consistency it is very difficult to distinguish it from “finest creamery.”

“*Maypole*” Oleomargarine is a close second. It is churned from the same high-grade materials as “*Peerless*”—except that it does not contain quite so large a percentage of creamery butter.

“*Sunset*” Oleomargarine is made to fill the demand for districts where good dairy butter is largely used. It’s also splendid for cooking purposes. For a medium-priced product its goodness will surprise you.

*Send TO-DAY for a trial order of one or all of these Brands. Your customers will appreciate them and they will prove some of the best sellers you have in your store. Give your order to our Traveller when he calls—or drop us a postal card.*

**THE WILLIAM DAVIES COMPANY LIMITED**

**MONTREAL**

**TORONTO**

**HAMILTON**

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

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

# Takes a Whole Year to Make

Which extract can you sell the more readily, the one that is made within a few days, and doesn't bring repeat sales,

or—Shirriff's, that takes twelve months to make and builds up trade because it has:



—Rare delicacy of flavor due to the superior quality of the world's best vanilla bean, the Mexican.

—Fifty per cent. greater strength than the government requires.

## Shirriff's True Vanilla

goes farther, is more economical to use, and has been known as a high-class extract for more than thirty years.

Will it not pay you to look into this selling opportunity now?

Write us for full particulars.

**Imperial Extract Co.**  
**Toronto**

Canada Food Board License No. 14-91



*A Real Egg Substitute*

# RELEG

Pronounce "REAL EGG"

*Show Her How to Save Money by Using "RELEG"*

"Releg" will give her 100% satisfaction in her baking at a mere fraction of the cost of eggs.

A three-quarter teaspoonful of "Releg" dissolved in a tablespoonful of hot water is equal to one egg for baking purposes. Keep "Releg" well displayed in your store and recommend it. Once used always used.

Just Order Some and Try it for Yourself.

**RELEG COMPANY, REG'D**

24 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

## FRED COWARD

402 Spadina Ave., Toronto

*Importer and Packer of Grocers' Sundries, etc.*

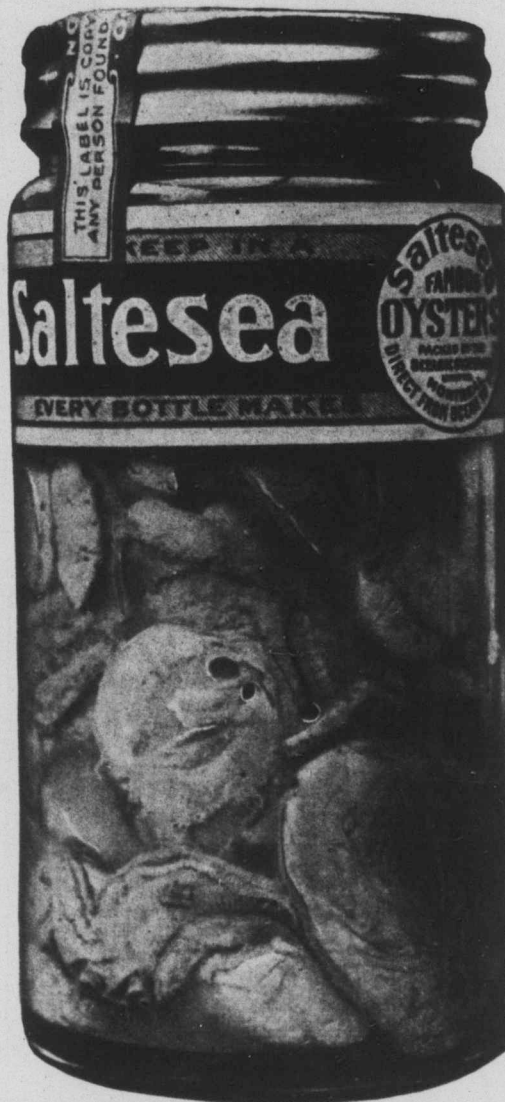
	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton)	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton)	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.40
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

**Better still—ask your wholesale grocer for the above lines.**

# “SALTESEA” OYSTERS

Direct from Ocean to your table,  
absolutely CLEAN and PURE



ALL your particu-  
lar trade want this  
package. You can't  
help but sell them.

Send for s a m p l e  
case, 24 jars, TO-  
DAY. Or we will  
send you sample jar  
for trial.

ACTUAL SIZE

## The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

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

# Dromedary Dates

"From the  
Garden of Eden"

THEY taste so good and are so good you should eat Dromedary Dates every day. Better than candy for children.

As a food, dainty or confection they are ideal for grown-ups and rollicking youngsters.

THE HILLS BROTHERS COMPANY, NEW YORK



Please Mention This Paper When Writing  
to Advertisers

## THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

## Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter  
Wraps in Canada

52-56 Spadina Ave. TORONTO

## Apples

Let us look after your requirements. We handle the Famous

## GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.  
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

## 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.

Is Selling a Business?

Is Buying a Business?

Is Engaging a Clerk?

Is Securing a Position?

Is Securing a Partner?

Is 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

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

# Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

**Canadian Grocer**  
143-153 University Ave.  
Toronto

# Some Years Ago a Man with Ideals Decided to Publish a Good Magazine in Canada—

At that time there were plenty of good magazines to be bought on Canadian newstands. But they were all American magazines, reflecting the views and exalting the greatness of the United States.

Magazines exert a tremendous influence on the welfare and progress of a nation. They mould public opinion. And this man with ideals regretted to see Canadians dependent on the United States for their magazine reading. He felt that Canada had the natural resources itself to become a great nation. So he decided that, cost what it might, Canada would be the possessor of a great magazine which would be ALL-CANADIAN.

That Canadian with ideals was Colonel John Bayne Maclean. The outcome of his determination is

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MACLEAN'S is big because Canada is big. It faithfully reflects Canadian ideals.

In its special articles, written by men and women best informed on their subjects, it comments on and supplements the news of Canadian and international importance.

It publishes the best stories that are written—those distinctively Canadian stories the country has come to know as MACLEAN'S stories, because they deal with the life, work and affairs of the Canadian people in original, vigorous and vital ways.

MACLEAN'S is broad, breezy, fearless—"The most talked-of publication in Canada." After reading it you will realize why it is recognized as one of the best edited periodicals in the world. It is quite probable you had no idea such a great magazine was being printed in Canada, for it would almost seem impossible to produce a magazine in this country which would measure up to the best magazines in the United States, since that country has an English-speaking population about twenty times as large as ours.

And it would have been impossible had it not been that the MacLean Publishing Company is the largest organization of its kind in the British Empire, owning and printing 14 famous magazines and business newspapers—which is probably a record not approached by any other firm in the world.

## A Bargain!—3 Months for 50c

MACLEAN'S sells for \$2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only 3 months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us

**TO-DAY!**

Tear off here and mail

The MacLean Publishing Company,  
143 University Ave.,  
Toronto, Ontario.

I accept your offer. I am enclosing 50c to pay for MACLEAN'S MAGAZINE for 3 full months. Please start me off with the big November issue.

Name .....

Address .....

(If you prefer to pay for a longer period right now, you may attach \$1 for six months, or \$2 for a year).



This  
Counter  
Display  
Sells



# Sunset Soap Dyes

For You

No Bother—Liberal Profits—Steady Repeats

TO make more sales and quicker sales the manufacturers of Sunset Soap Dyes have had this handsome counter container designed to help you "hook up" with our extensive advertising. Put one of these sales stimulators at work in your store and watch the quick turnover.

These epoch making dyes permanently dye all fabrics, without injury, from a steamer rug or a heavy overcoat to the sheerest of dainty lingerie or flimsy chiffon.

Do not stain the hands or utensils and thoroughly clean articles while dyeing them. Sunset colors are fast because they are boiled in—no cold process can make colors fast. These dyes come in a wide variety of colors, including Black, the popular Navy Blue and U.S. Olive Drab.

Sunset Soap Dyes come in compact cakes packed in attractive cartons—cannot spill and take but little room. Hundreds of dealers are finding them wonderful repeaters. These dyes selling at 15c give you more profit than any other dye. Why not investigate?

**SUNSET SOAP DYE CO., INC.**  
New Rochelle, N.Y. Toronto, Canada

Sales Representatives for U.S. and Canada:  
**HAROLD F. RITCHIE & CO., INC.**  
New York Toronto

## QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

**BAKING POWDER**  
**ROYAL BAKING POWDER**

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

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

**JAMS**  
**DOMINION CANNERS, LTD.**  
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

**DOMINION CANNERS, LTD.**  
**CATSUPS—In Glass Bottles**

1/4 Pts., Aylmer Quality	Per doz.
Pts., Aylmer Quality	\$1 90
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

**BAKED BEANS WITH PORK**  
Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
8 1/2s. or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/4's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (ozs.), \$12; plain, \$10.	

**"AYLMER" PURE ORANGE MARMALADE**

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

**BLUE**  
Keen's Oxford, per lb. \$0 22  
In cases 12—12 lb. boxes to case 0 21 1/2

**COCOA AND CHOCOLATE**  
**THE COWAN CO., LTD.**

**COCOA—**

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)  
Supreme Chocolate, 12-lb. boxes, per lb. 0 36  
Supreme Chocolate, 10c size, 2 doz. in box, per box 1 80  
Perfection chocolate, 10c size, 2 doz. in box, per doz. 0 90

**SWEET CHOCOLATE—** Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

**CHOCOLATE CONFECTIONS**  
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 42  
Milk Medallions, 5-lb. boxes in case, per lb. 0 42  
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 45

**6c. LINES** Toronto Prices

Filbert Nut Bars, 24 in box, 60 boxes in case	Per box
Almond Nut Bars, 24 in box, 50 boxes in case	\$1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

**10c LINES**  
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95  
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95

## Mr. Merchant: You never received thanks for giving overweight, did you? Why not?

Because your customer never knew she got it.

If you want to do a customer a favor—present her with a nice 5-lb. box of raisins at Christmas. It will make a hit with her and she'll tell everyone what a fine store yours is.

In slap-dash weighings on an old fashioned scale you are no doubt giving her much more than this **BUT SHE DOESN'T KNOW IT** so you don't get credit for it. All you do is pay the bill.

When you want to give goods away—give them outright.

When you weigh goods "weigh *them* out right."

Remember, no one pays for your losses but yourself. Your customer doesn't. The wholesaler doesn't. The landlord doesn't. Your clerk doesn't. You are the man interested in right weighing. You want to know about the

## DAYTON Automatic Scale

*Made in many varieties to suit different purposes*

"MADE  
IN  
CANADA"



Illustration shows Dayton Computing Scale No. 251, with Reflector

30 lb. capacity scale: 10 lbs. on Chart and 20 lbs. on two Beams of 10 lbs. each. Range of prices: 3c to 60c per lb. Standard finish: Turquoise Blue. Gold finish extra. Agate Bearings. Equipped with Glass Platform or Scoop. Largest Seller in the World of any Fan Scale of same capacity.

*Best thing to do now is to get a copy of our latest handsome catalogue—hot off the press. A post card brings it.*

## DAYTON AUTOMATIC SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-President and General Manager

Division International Business Machines Co., Limited, also makers of International Time Recorders and Hollerith Electric Tabulators

**FINEST CRYSTAL GELATINES**

Powdered and Sheet

**FINE LEAF GELATINE**

**BRITISH MANUFACTURE**

**GELATINE**

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

SOLE AGENTS FOR CANADA  
**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

**When** in need of  
**Wrapping Paper**  
**Twines & Cordage**

**B**rooms  
**B**rushes  
**B**askets

**Grocers' Sundries**

**Walter Woods & Co.**  
Hamilton and Winnipeg

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

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

**YUBA BRAND**

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

**BORDEN MILK CO., LTD., CONDENSED MILK**

Terms, net, 30 days.  
Eagle Brand, each 48 cans..\$9 00  
Reindeer Brand, each 48 cans. 8 70  
Silver Cow, each 48 cans... 8 15  
Gold Seal, Purity, each 48 cans 8 00  
Mayflower Brand, each 48 cans 8 00  
Challenge Clover Brand, each 48 cans ..... 7 50

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

Reindeer Brand, large, each 24 cans .....\$6 00  
Reindeer Brand, small, each 48 cans ..... 6 25  
Royal Brand, each 24 cans.. 5 65  
Cocoa, Reindeer Brand, large, each 24 cans ..... 6 00  
Reindeer Brand, small, 48 cans 6 25

**CARNATION MILK PRODUCTS CO., LTD.**

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

**EVAPORATED MILK**

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

**W. CLARK, LIMITED, MONTREAL.**

Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.  
Lunch Ham—1s, \$6.45; 2s, \$13.50.  
Ready Lunch Beef—1s, \$4.45; 2s, \$9.49; 5s, \$39.90.  
English Brawn—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.  
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 1s, \$9.90.  
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch, Beef-Ham Loaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.45.  
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.50.  
Geneva Sausage—1s, \$4.95; 2s, \$9.45; 2s, \$9.25; 6s, \$34.75.  
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.  
Jellied Veal—½s, \$2.90; 1s, \$4.45; 2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.  
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.  
Stewed Kidney—1s, \$4.45; 2s, \$8.95.  
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.

Sausage Meat—1s, \$4, 2s, \$7.95.  
Corn Beef Hash — ½s, \$1.95; 1s, \$3.70; 2s, \$5.45.

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

Jellied Hocks—2s, \$9.95; 6s, \$29.80;

Irish Stew—1s, \$3.45; 2s, \$6.75.

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

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

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

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

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

Tongue Lunch—1s, \$6.75.

Beef Suet—1s, \$4.90; 2s, \$8.50.

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

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

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.

With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25;

Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25;

Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.35; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$1.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, flats, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

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

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

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

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

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

Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.50; 2s, \$4.30.

Tongue, Ham and Veal Pates—½s, \$2.25.

Ham and Veal Pates—½s, \$2.25.

Smoked Vienna Style Sausage—½s, \$2.45.

Pate De Foie—½s, 75c; 1½s, \$1.40.

Plum Pudding—½s, \$2.45.

Potted Beef Ham—½s, 75c; 1½s, \$1.40.

Beef—½s, 75c; 1½s, \$1.40.

Potted Tongue—½s, 75c; 1½s, \$1.40.

Potted Game (Venison)—½s, 75c.

Potted Veal—½s, 75c; 1½s, \$1.40.

Potted Meats (Assorted)—½s, 80c; 1½s, \$1.45.

Devilled Beef Ham—½s, 75c; 1½s, \$1.40.

Devilled Tongue—½s, 75c; 1½s, \$1.40.

Devilled Meats (Assorted)—½s, 80c; 1½s, \$1.45.

In Glass Goods

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

Ox Tongue — 1½s, \$14.50; 2s, \$17.50.

Lunch Tongue—1s, \$9.95.

Sliced Smoked Beef—½s, \$1.75; 1½s, \$2.85; 1s, \$4.15.

Mince-meat—1s, \$3.45.

Potted Chicken—½s, \$2.35.

Ham—½s, \$2.35.

Tongue—½s, \$2.35.

Venison—½s, \$2.35.

Chicken Breast—½s, \$9.95.

Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.60.

Peanut Butter—½s, \$1.45; 1½s, \$1.95; 1s, \$2.45; in pails, 5s, \$3c; 12s, 31c; 24s, 30c; 50s, 30c.

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

# Good for Customers—Good for You

H. P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand, and offers you a generous profit—that's why it is certainly the same for you.

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



## 20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

**MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED**

Agents:  
**D. W. ROSS CO., MONTREAL**

Mills at:  
**MONTREAL AND VICTORIA**

Canadian Food Control No. 2-084

## OYSTERS AND FISH

Get in touch with me for

**XXX Oysters  
 Smelts  
 Frozen Herring  
 Frozen Mackerel**

Fish is the food of the moment.

**EMILE PATUREL**

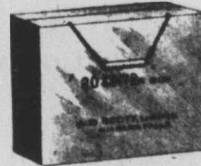
**SHEDIAC, N.B.**

License No. 1-748.

MR. GROCER

## Here's a Butter Box

with a real idea  
 back of it!



Convenient — Collapsible—  
 Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of.

Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes.

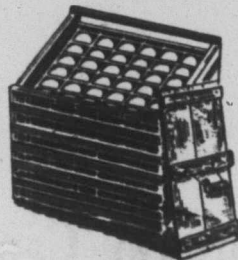
You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

**A. B. SCOTT, LIMITED**  
 NIAGARA FALLS, CANADA

## EGG CASE FILLERS and EXTRA FLATS

For  
 30 Doz.  
 Egg  
 Cases



And  
 12 Doz.  
 Egg  
 Crates

The 12 Dozen Crate

**THE MILLER BROS. CO., LTD.** 20-38 Dowd St., Montreal, Que.



## OAKEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

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

**LONDON, S.E., ENGLAND**

AGENTS:

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

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

## The Trade Newspaper the Logical Medium for Your Advertising These Days

# WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

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

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

**The MacLean Publishing Co., Ltd., Toronto, Canada**  
Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

## Florida Oranges

First Cars of Season  
now to hand. Fruit is  
sweet and heavy pack.

### New Figs in Layers and Packages

GRAPE FRUIT of  
FINEST QUALITY

BANANAS, NUTS, Etc.

Also Car  
California Pomegranates.

**WHITE & CO., LTD.**  
TORONTO

Phone M. 6243

Canada Food Board License No. 277

## LEMONS, ORANGES, GRAPES

The influenza epidemic has created  
a heavy demand for these lines.  
Fancy stock on hand for immediate  
shipment.

### APPLES, APPLES

We can supply you any quantity  
fine winter stock in barrels or boxes.  
We have secured some fine Ontario  
orchards and several cars fancy  
Western wrapped stock. Ask us  
for quotations, carloads or less.

POTATOES and VEGETABLES, in  
any quantity.

**DUNCANS LIMITED**

Head Office: NORTH BAY

Branches: COBALT, SUDBURY, and TIMMINS.

Canada Food Control License No. 151

## FORWARD

The same challenge to battle is sounding  
for us. We must answer in the same proud  
way—the way of our heroes at Cambrai,  
at Vimy Ridge, at St. Julien—the Canadian  
way.

### *We Must Lend The Way They Fight*

Our task is to supply the money, the ships,  
the guns, the munition and the food. It is  
a tremendous task. We must do it as our  
fighting men do theirs. Our duty is clear  
—Victory Bonds are the weapons with  
which we at home can strike and strive for  
Freedom.

Make it a smashing blow to Victory.

***Lend The Way They Fight***

Buy all you can.

Space donated by

**H. Walker & Son** *The House  
of Quality* **Guelph, Ont.**

Canada Food Board License Nos. 3-090, 3-204

## WETHEY'S

### Mince Meats

(both Condensed and Bulk)

always lead

—

*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128

# Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

**Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.**

## CANADIAN GROCER

143-153 University Avenue  
TORONTO

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# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

**Vogans**

Overseas  
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



JARS AND  
BUTTER CROCKS

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co.  
LIMITED  
Dominion Bank Bldg., Toronto

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE COTTELL'S  
BEST ENGLISH MALT VINEGAR

QUALITY VINEGAR

WHITE COTTELL & CO.

Camberwell, London, England

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Avenue  
TORONTO

All these ads will have position on a live page each week containing reading matter.

## BUYERS' DIRECTORY (Market Briefs)

A general stiffening of prices on raisins is in process of being accomplished owing to the fact that further exports from the United States are prohibited. The announcement from Washington that all licenses had been cancelled for raisins and that an embargo on export, extending to practically all dried fruits, had been issued was anything but welcome news to the trade this week. Evaporated apples, and orange, lemon and citron peel are not included in the list items which represent a small proportion of the tonnage of dried fruits when classed with prunes and raisins. The position of dates is still somewhat uncertain though it seems possible these may also be included in the list.

\* \* \* \*

Coffee rules with a decidedly firm undertone and the outlook has an uncertain feature in regard to securing further supplies. Present stocks are sufficient until the first of the year, it is thought, but that they will extend very far beyond that period seems unlikely. The Brazilian market is very strong and indications are that it may stay that way, the possibilities of trade with belligerent countries following peace, which it seems cannot be so far off, being the chief factor to bring about in present conditions. Buying on the present basis Brazil would mean about a five-cent jump in coffee, and this may be the advance or even more to be faced early in the new year.

## MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-INCH CUSHION FILLERS  
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.  
TRENTON - - ONTARIO

## CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

## DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.,  
372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-960

## SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

## GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER

C. A. MANN & CO.  
LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces only \$1.25 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 replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### WANTED

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

**SALESMAN WOULD LIKE HIGH GRADE** lines for Quebec city and district. Address, Box 66, St. Rochs, Quebec.

### AGENCIES WANTED

**GROCERY LINE WANTED ON COMMISSION** by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

**HAVE YOU KNOWLEDGE ALONG SOME** special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

### FIXTURES FOR SALE

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

**SIDE-LINE FOR TRAVELLERS**—Information wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.



**VOLPEEK**  
MENDS HOLES in  
POTS & PANS

Get a Share of the Vol-Peek Demand  
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about 1/2 cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

**H. NAGLE & CO.**  
Box 2024 - - Montreal

**fifteen cents**

KINDLY MENTION THIS PAPER  
WHEN WRITING ADVERTISERS

## FOR SALE

**CASH GROCERY BUSINESS AVERAGING** \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

**FOR SALE—SPLENDID GROCERY STOCK.** Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

**FOR SALE—GENERAL COUNTRY STORE** in best mixed farming district in Alberta, post office attached, on Canadian Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3,500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

## SITUATIONS VACANT

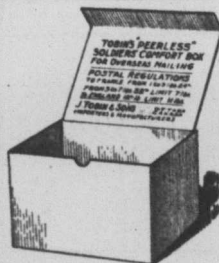
**EXPERIENCED CLERK WANTED FOR GENERAL** store. Apply stating experience and salary. MacNaughton Bros., Mossbank, Sask.

**WANTED—EXPERIENCED MAN FOR GENERAL** store. Good wages to right man; also lady clerk. H. E. Braden, Calabogie, Ont.

## SITUATIONS WANTED

**GROCERY CLERK, 15 YEARS RETAIL EXPERIENCE,** open for position, references. Box 450, Canadian Grocer.

**YOU MAY BE ENLARGING YOUR STORE** and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.



## "Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you.

PRICES have advanced a trifle only; but—

!!—NUF CED. **J. TOBIN & SONS** (Sons on Active Service) **OTTAWA, ONT.**

# "Golden Nut"

## PEANUT BUTTER

C. & J. JONES, WINNIPEG

# KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

*On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?*

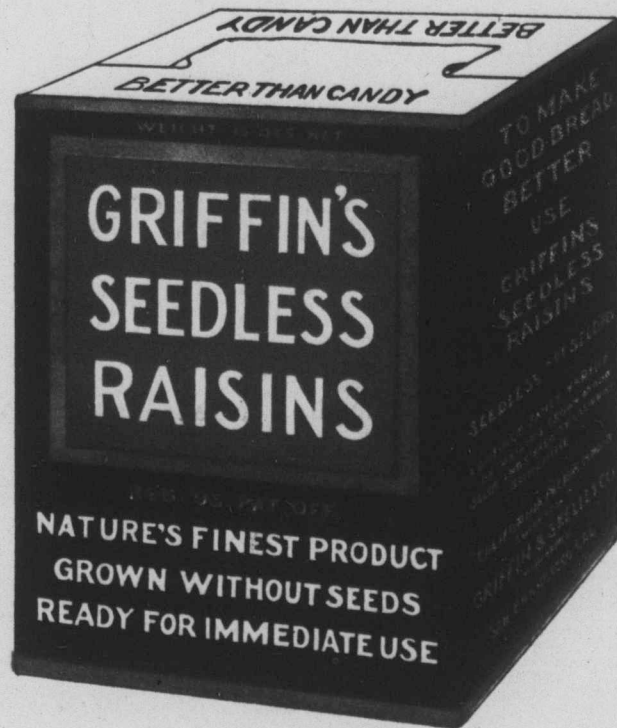


MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.





☞ Just now give Griffin's Seedless Raisins prominence.

☞ The Raisin without a peer.

☞ Clean-Wholesome-Nutritious.

☞ Sell them by the dozen.

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