

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 19, 1919

No. 38



The great value of Bovril as a body-builder will be featured in our advertising to the public this season and to enable our trade friends to couple up their selling forces to that work, we have prepared an assortment of cards, etc., on the same lines.

A full window display (or a selection of cards only if preferred), will be forwarded prepaid on request.

Bovril is not only a highly nutritious food in itself, but it is also a great aid to the assimilation of other foods.

BOVRIL

BOVRIL LIMITED, 25 and 27 St. Peter Street, MONTREAL

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



Here are "two Winners"

You can't go wrong when you recommend Maroma—"deliciously different" Salad dressing to your customers. Wherever it is introduced it wins instant favor through its piquant flavor.

"MAROMA" is an active seller and a winner of customer satisfaction. Its attractive jar is packed to the brim with salad goodness.

Seldom do you find a product that you can recommend with such sincerity as

Olive Butter

Made from selected olives, spices, pimento and malt vinegar, it has won a host of friends in housewives who desire something "unusually delightful" for sandwiches and salads.

A sample order will prove its popularity.



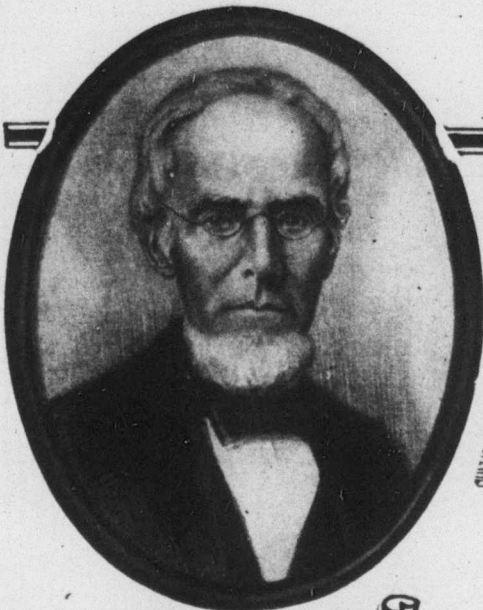
E. W. Jeffress, Limited

WALKERVILLE,

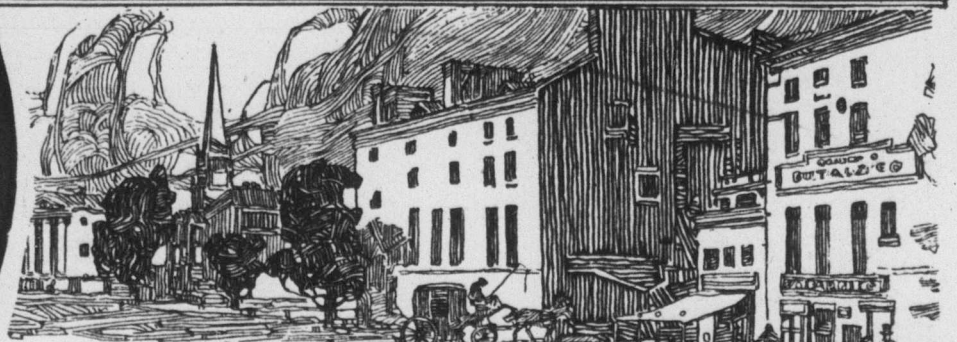
ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto



Gail Borden



In 1857

When Grandmother Went A-Shopping

some three-score years ago, she appreciated the helpful suggestions of her grocer just as much as her granddaughter of to-day.

And then, as now, the name "Borden's" was a sufficient guarantee of better quality in milk products. Then, as now, aggressive dealers recognized the selling value of Borden's because they knew that the Borden Milk Products, new to the market then, were all that the manufacturer, Gail Borden, claimed for them.

Since those days Borden's have led. Improved manufacturing methods have so perfected them that to-day they are now recognized as the undisputed leaders in their respective fields.

You should be selling Borden's because the demand is there and is ever growing.

Borden's



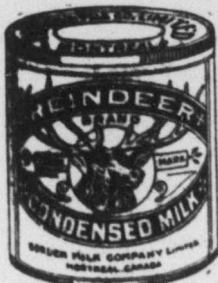
Borden's



Borden's



Borden's



Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER



WON
THEIR
FAVOR
THROUGH THEIR
FLAVOR

*Protect Your Customers
Increase Your Sales*



Kellogg's Products

are sold only in the Flavor-Holding

WAXTITE

Moisture-Proof Packages

Kellogg's
Toasted Corn Flakes

Kellogg's
Dominion Corn Flakes

Kellogg's
Krumbles
Shredded and Toasted

Kellogg's
Krumbled Bran
Ready to serve

The WAXTITE Package is your
guarantee that you are getting
Kellogg's.

Made in our kitchens in
TORONTO, CANADA



CLARK'S

Seasonable Specialties

SPAGHETTI

with Tomato Sauce and Cheese

prepared from the finest CANADIAN Spaghetti, the best CANADIAN Cheese and fresh picked red ripe CANADIAN Tomatoes.



CORNED BEEF HASH

Exceptionally appetising. Contains the best of meat and carefully selected vegetables perfectly cooked.



STEWED OX TAIL STEWED KIDNEYS

Two excellent dishes. Choice material.
Cooked to a nicety. Ready to serve.

SELLERS ALL

W. Clark, Limited

Montreal



By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

Unrivalled Quality

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

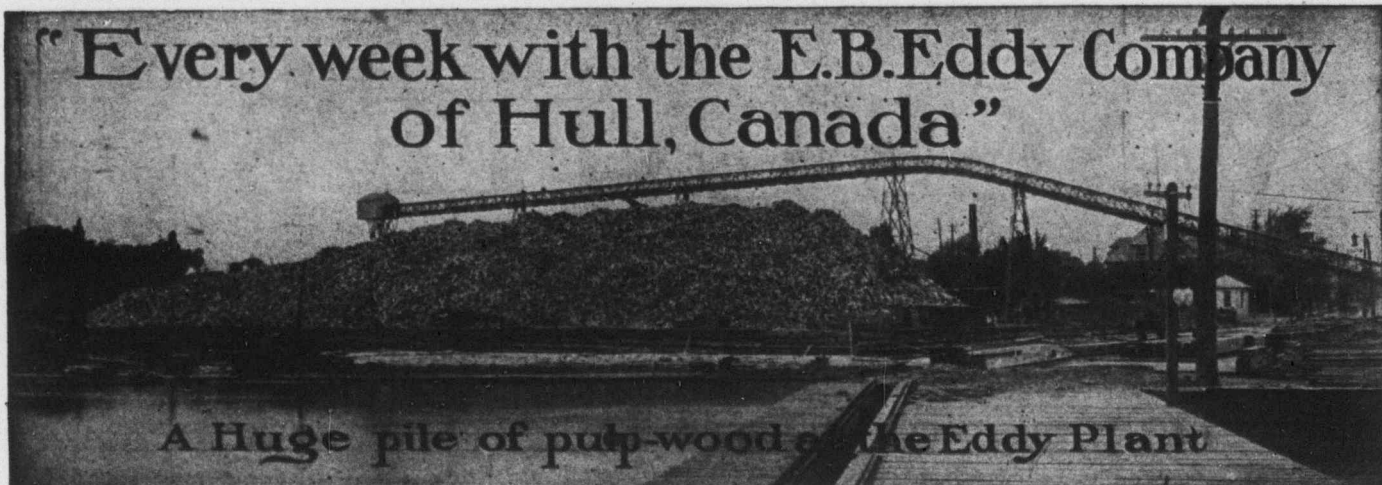
HUNTLEY & PALMERS LTD.

Biscuit Manufacturers

READING & LONDON

ENGLAND

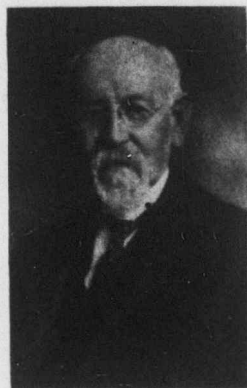
"Every week with the E. B. Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated Sept. 19, 1919

Being No. 52 in the Series



GEORGE H. MILLEN.

President of the E. B. Eddy Company, the Man on Whom E. B. Eddy's Mantle Fell.

Above is a portrait of Mr. George Millen, Business Executive and Inventor, to whose foresight and ability are traceable an immense proportion of the successes of the E. B. Eddy Co. in the past fifty years. He was Mr. Eddy's Chief Adviser and Executive when the founder of the plant was alive. To-day he carries on the great undertaking though well up in years, and though as he says "There are no easy spots in managing a plant of this size." Mr. Millen has twice come within an inch of death, once when he was swept into the "Devil's Hole" as described last week, and once when as a youth he fought at the battle of Cedar Creek in the American Civil War. In that fight a bullet grazed his skull, but he seemed to bear a charmed life, and to-day, hale and hearty as many a man years his junior, he attends to the business of the great company, and every morning visits the principal factories of the plant, seeing to it personally that everything is in order to turn out products up to Eddy standards for the retail trade.



Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

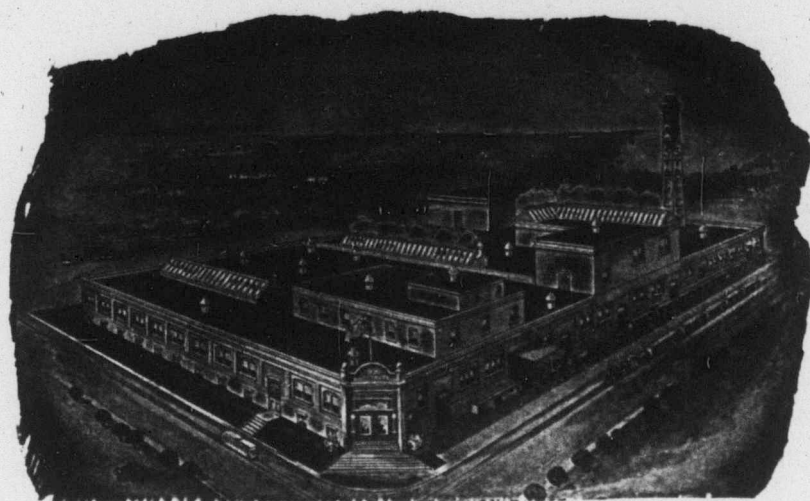
Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H.

G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.



**It's the largest
seller of any soap
on the market**

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

1919 Season Pack of Canned Salmon Now Ready

Cover your requirements now

*Our
Reliable Brands*

"Hallbest"
(Small) Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

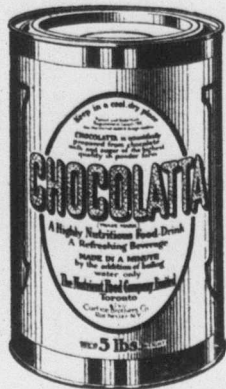


*Our
Reliable Brands*

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum



CHOCOLATTA

"Made in a Minute" is the slogan which explains the great success of CHOCOLATTA. A perfectly balanced food-drink, complete in itself, requiring neither milk nor sugar, and "Made in a Minute" by the addition of boiling water only.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO

The "Pmk of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

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

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.



ALBATROSS PILCHARDS

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

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

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



A NATIONAL
SUCCESS



YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS



Want More? You Bet He Does!

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

Wantmore PEANUT BUTTER

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

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

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA



This is your Ad!

Your advertisement in the sense that
you reap a share of the demand it
produces if you're stocked with the
delicious and nourishing "Want-
more" Peanut Butter.

And this is just one in the series of
consumer publicity that we are con-
ducting in your interest. We are
eager and willing to co-operate
with you in every way to promote
your sales of "Wantmore"—the
Peanut Butter that always pleases.

If you are not now featuring this
popular line, begin immediately.
Just try it once—a small stock to
begin with. Check it up as a
money-maker and see if it isn't
worth while to sell.

WANTMORE PEANUT BUTTER

The Finest Spread There is for Bread

No. 4

If you plan on advertising "Wantmore" Peanut Butter
locally we will gladly furnish you with suitable cuts.

R. L. FOWLER & COMPANY

CALGARY

SASKATOON

REGINA

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal.

Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.

WINNIPEG

Saskatoon
Edmonton
Vancouver

Regina
Calgary
London, Eng.



HOPS

In Quarter and Half Pound
Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



Furnivall

**BE A FURNIVALL
DEALER**

Show and recom-
mend the Fine
Fruit Pure Jams
that are winning
new friends every
day because their
quality is "differ-
ent."

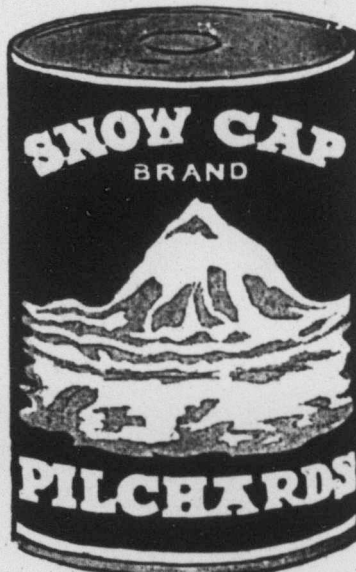
Furnivall profits
are good.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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

SNOWCAP PILCHARDS



Delectable
and

Dainty

Hand

Packed

BY

The Nootka
Packing Co., Ltd.

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

EXCLUSIVE DISTRIBUTORS

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

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

VICTORIA - VANCOUVER.

B.C. Market?

We can place one or two good Specialty lines.

Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.

Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS

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

British Columbia Territory

Interested manufacturers please communicate

505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.

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

**FOR REPRESENTATION
in B. C.**

VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.

Agents for **QUAKER OATS CO.** We cover the **RETAIL TRADE**



MACARONI

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

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

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

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

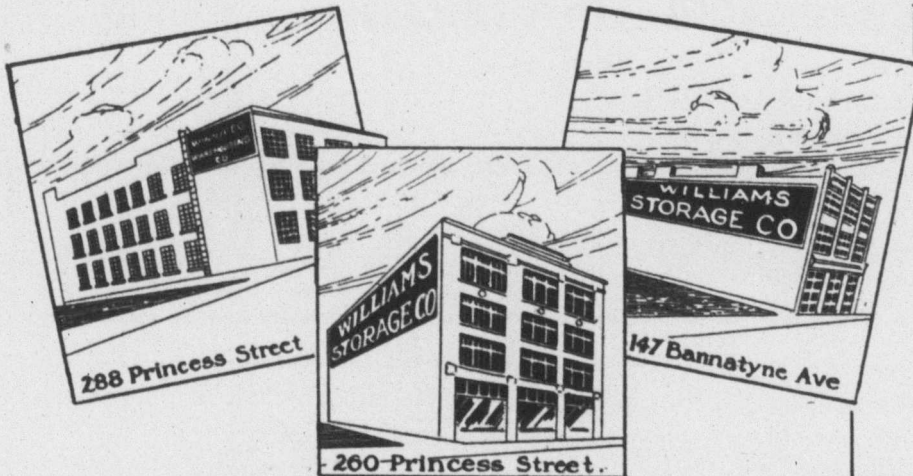
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of Scott-Bathgate Co., Limited

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

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

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

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

J. K. McLauchlan
Manufacturers' Agent
Biscuits, Confectionery, Jams,
Cereals, Grocery and Drug
Specialties
45 FRONT ST. EAST, TORONTO
Another Agency Solicited

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

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

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a 5 Cent purchase that leads to a 5 Dollar sale.

You may be sure that's one reason why the *growing* Grocery stores sell

OCEAN BLUE
In Squares and Bags
Order from your Wholesaler.

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
 BOARD OF TRADE BUILDING
 MONTREAL

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

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

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

MARITIME PROVINCES

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

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

AGENCIES WANTED
 For Food Products, Confectionery, etc.
 For the Dominion. Best References.
H. S. JOYCE,
 Room 903 Southam Bldg., Montreal

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

LET CANADIAN GROCER
 Sell It For You

Dominion Spring Clothes Pins 

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

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

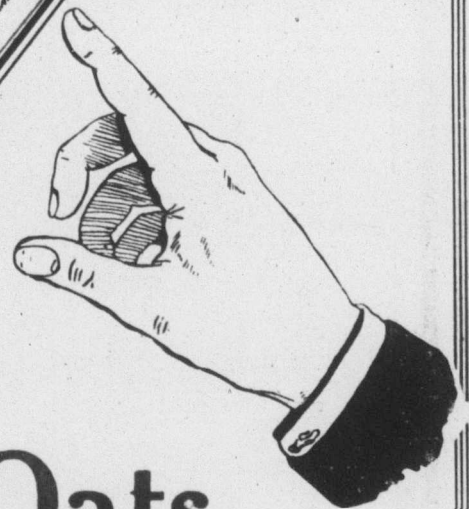
 **RID-OF-RATS**

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

Price—15 cents per box, \$1.00 per doz., \$1.00 per lb. in bulk
BERG & BEARD MFG. CO INC.
 100 Emerson Place Brooklyn N. Y.

Mention this Paper When Writing to Advertisers

IT'S
A
WINNER



A new and "different"
porridge oats

Quality Rolled Oats

Made from selected white oats and made at Tillsonburg in our remodelled, pan-dried process mill.

To taste the delicious porridge made with Quality Rolled Oats is to become a Quality Rolled Oats "fan." Every housewife will quickly perceive the "betterness" of Quality Rolled Oats. Just introduce it to your trade. Show them the big Red and Blue package. They'll ask you for it later.

This new seller ready for delivery now. Send for a trial stock.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office:

Stratford, Ont.

MARITIME EXPANSION

SIMMS BETTER BROOMS

Business sense—not sentiment—must dictate where your brooms shall be bought.

You would prefer a broom made in an up-to-date factory under ideal conditions to one made by the old-fashioned hap-hazard methods.

Simms Little Beauty broom is a Maritime Product you can be proud of. Little Beauty is the best medium-priced broom on the market to-day. It is six ounces lighter than the average broom. Let a woman hear you say that—she'll feel that you know something. Its full meaning will be apparent to her. That six ounces can make itself felt in a day's work; and when she's hot and tired, it feels like pounds.

The business end of the Little Beauty is full size—it covers the same ground as the heavier brooms. The bigness is where it ought to be, and the stock is strong, sharp and springy. It is designed to do the work and save the woman. The shoulder of the broom is strengthened with extra tension steel wire—it cannot loosen. And then the binding—four seams of the best flax. The broom is BUILT from the inside out—and BUILT from the outside in.

The handle is straight and perfectly balanced. Its smooth piano-finish makes it moisture-proof and it cannot get sticky or blister the hands.

Simms **Better Brushes** are sold in Europe and all over the world. Abroad and at home they hold their own. In every little corner they are doing good work—chasing out the dirt and telling the tale of Eastern Canada's manufacturing success.

T. S. SIMMS & CO., Limited

Makers of Better Brushes and Better Brooms for 54 Years

ST. JOHN MONTREAL TORONTO LONDON





Mr. Grocer

Brodie's XXX Self-Raising Flour will increase your trade and profits. Now is the time to sell this product. Your customers will demand a self-raising flour that will save time, labor and expense.

Brodie's XXX Self-Raising Flour will make delicious pastry, muffins, cakes, biscuits, pies, etc. Try a shipment of Brodie's XXX Self-Raising Flour packed in packages of 3 lbs. and 6 lbs. Popular packages. Popular price.

Shows you a handsome profit. Order to-day from your nearest wholesaler, or write direct to

Brodie & Harvie, Limited
Bleury St., Montreal

Representatives Wanted for Quebec and Maritimes

Highest Quality
WHOLE TOMATO
PUREE

(In No. 10 and 5 Gallon Cans)

For Bean, Soup
and
Catsup Packers

GREENABAUM BROS., INC.
SEAFORD, DELAWARE

Shows Good Profit

Easy to Sell

Four good lines to handle

- Rex Cedar Oil**
- Rex Floor Wax**
- Rex Furniture Cream**
- Rex Washing Compound**

Order from your wholesaler

THE REX CHEMICAL COMPANY

20 St. James Street - Montreal

McDONALD & ADAMS
Winnipeg

KING & SOUTHCOT
Vancouver

Ask Your Jobber for

"STAR" BRAND
COTTON
WRAPPING TWINE

"Manufactured in Canada"

When in Doubt Try the "Want Ad" Page

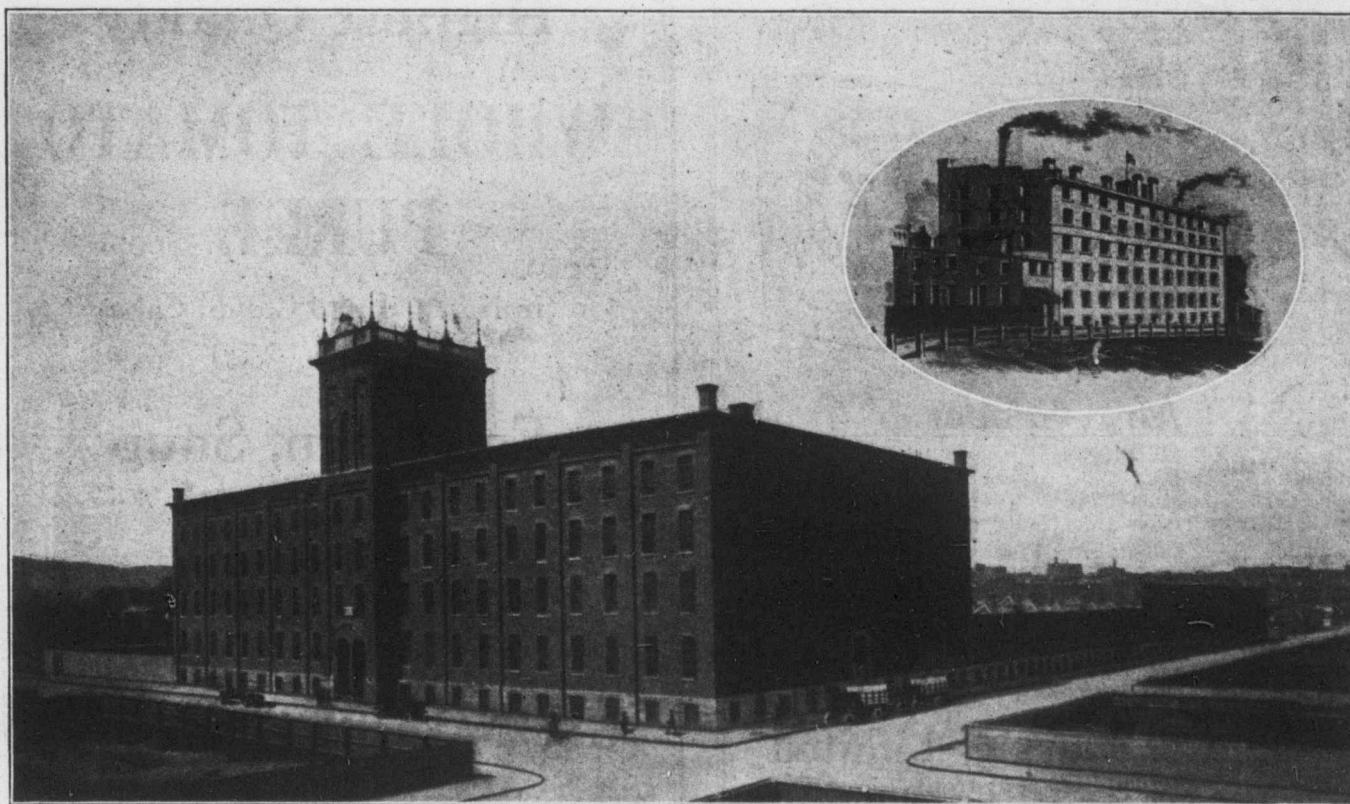
Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

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

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO



Then and Now Macdonald Tobacco Factory

1860

Plug Smoking
Brier
Index
British Consols



Trade Mark Registered

1919

Plug Chewing
Prince of Wales
Crown
Black Rod (Twist)
Napoleon

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

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.

New Brunswick—Schofield & Beer, St. John.

Kingston—D. Stewart Robertson & Sons,
Kingston.

Ottawa—D. Stewart Robertson & Sons,
Ottawa.

Toronto—D. Stewart Robertson & Sons,
Toronto.

Hamilton—Alfred Powis & Son, Hamilton.

London—D. C. Hannah, London.

Manitoba and North West—The W. L. Mac-
kenzie & Co., Ltd., Winnipeg.

British Columbia—George A. Stone, Van-
couver.

Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

--

P.Q.



"SALADA"

is sold upon merit alone. After 27 years of serving the public we know we have the right idea—QUALITY—QUALITY—QUALITY!!

Wherever 'Salada' goes—Canada, U. S., South America, Europe, Africa or Asia—it is proved that "the public appreciates quality."

Black, Mixed or Natural Green | Sealed Packets Only

Let us co-operate "SALADA," Toronto



Ottawa
1900

Small's Ltd.

Montreal



Paris
1900

An Old Established Broker *in a New Territory*

Oppenheimer Bros., Limited, are now in Western Canada.

After 12 years of success on the Pacific Coast the well-known firm of Oppenheimer Bros., Limited, are extending the scope of their organization to the fertile plains of Manitoba, Saskatchewan and Alberta, opening five new offices at

**WINNIPEG
REGINA
SASKATOON
CALGARY
EDMONTON**

making a total of eight offices, extending from New York to Victoria, B.C.

OUR ORGANIZATION

To those acquainted with the parent organization no introduction is necessary, and the same aggressive, energetic and business producing qualities will characterize the prairie offices. In addition a competent staff of retail salesmen are now ready to introduce your goods to the retail trade of Western Canada.

Mr. Ross Richardson
formerly Sales Manager Tees &

Persse, will be in charge of Manitoba, with office in Winnipeg.

Mr. Frank Gibbs
formerly Western Canadian Field Representative of Carnation Milk Products Co., will be in charge of Saskatchewan, operating from Regina and Saskatoon.

Mr. Fred J. Green
formerly Assistant Manager Tees & Persse, Calgary, will be in charge of Alberta, operating from Calgary and Edmonton.

Our experience is ready.

Our men are ready.

Are you ready?

Are you getting results?

Are you taking advantage of Western
Canada's prosperity?

Are you getting individual attention?
—Service?

Write us. We are at your service.

Oppenheimer Bros. & Richardson	- - - -	Winnipeg
Oppenheimer Bros. & Gibbs	- - -	Regina and Saskatoon
Oppenheimer Bros. & Green	- -	Calgary and Edmonton
Oppenheimer Bros., Limited	-	Vancouver and Prince Rupert
Oppenheimer Bros. & Groth	- -	New York, U.S.A.

An Exclusive Flavor—

secured by blending more than a dozen varieties of selected teas --- principally strong, rich, full-flavored ASSAMS. There is no other tea just like Red Rose.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg
Calgary Edmonton



WHITE SWAN MUSTARD

"The Mustard with the Kick"

At last you have a **made in Canada** mustard to offer your customers superior to any other in strength and flavor, and unequalled by the best imported brands. This mustard is winning instant favor wherever demonstrated. Put up in very attractive packages,

1/4 pounds—\$2.25

1/2 pounds—\$3.50

Why pay fancy prices for imported mustard when you can buy a better mustard at a better price.

Let us send you a sample case to-day.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

The fact that Savora is made with Colman's D.S.F. Mustard is a guarantee of its goodness.

You can sell Savora with the assurance that it is the very best Mixed Mustard packed.

In cases of 2 doz. large and 4 doz. small.

Savora is made by J. & J. Colman, Ltd., London, and is distributed in Canada by

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO

Mr. Manufacturer

These Facts Concern You Closely

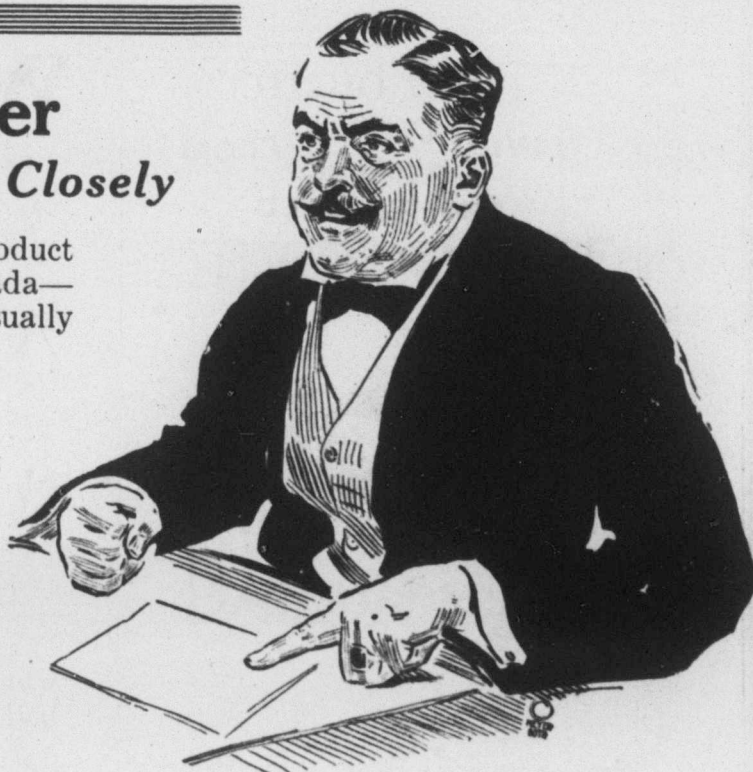
OUR facilities for pushing your product on the markets of Western Canada—from Superior to the Coast—are unusually good.

You naturally expect big returns from your representation in this field and we believe we can fulfill your expectations.

We are purchasing agents for Macdonald's Consolidated Interests and **Our Annual Purchasing Power is Now 15,000,000.**

We handle only First Quality Products.

Write or wire us for your offerings.



The Consolidated Purchasing Co., Ltd

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, SEPTEMBER 19, 1919

No. 38

Hot Shot for the Advertising Slacker

AS a representative of the MacLean Publishing Company the writer has just completed a tour of Western Canada, which has taken him to upwards of 100 towns in Manitoba, Saskatchewan and Alberta. He has called on most of the business houses in these towns, and in every case the publisher of the local newspaper. The question of advertising has been discussed with both merchants and publishers from every angle. A critical survey has been made of the display announcements in the various weekly publications.

The outcome of this investigation is the firm conviction that either through negligence or absolute ignorance of mo-

dern advertising methods, the merchants of Western Canada are ignoring one of the most powerful weapons they have

"The merchant in the small town is competing against the best brains in the advertising world, employed in getting out great catalogues that are a delight to the eye, with their attractive cover design, their wealth of illustrations, and the cleverly worded and set up announcements that appear on every page. Every page is like a circus bill, to excite the imagination and stimulate a buying impulse that is irresistible.

"Does the advertising of the home merchant stimulate the imagination? Well not that you could notice, in the average case."

for combatting the mail-order business.

It is almost pitiable to pick up many of the country weeklies and find throughout the stereotyped forms of ad-

vertising that have been doing service since the day of the Pharoahs, when they were first chiseled in stone. No punch, no originality, no cuts, nothing spectacular, attractive or compelling. It was in these towns that the merchants said they had little faith in advertising in the home paper, and it was in these towns that they wailed over the disloyalty of the citizens in sending their orders to the mail order houses. With one accord they announced that it was useless to put on a bargain sale in that town.

Editor's Outlook Limited

Incidentally, the publisher of the newspaper was almost as sound asleep as the merchants. Week after week he allow-



Interior of the Arthel Simard store at Cabri, Sask. The table in the foreground is always used for the display of seasonable goods or to display special offerings advertised in the newspaper. An unusually fine feature of this store are the skylights, of which there are two, and which turn an otherwise dark store into a sunlit, cheery place. Mr. Simard's store has grown so rapidly that he was forced to place the extension on the rear from where the steps are shown in the photograph.

ed their advertising to run without change. If they were not enough interested to boost their own business, he should worry. Week after week he accepted their copy without remonstrating with them on the futility of putting in such announcements, or endeavoring—if indeed they knew how, to educate them to more modern methods. Many publishers appear unable to grasp the fact that a merchant who receives returns from his advertising invariably increases his space, becomes an enthusiastic booster for the paper and a permanent fixture in its columns.

The merchants in a town of this kind are competing against the best brains of the advertising world employed in getting out great catalogues that are a delight to the eye with their attractive cover design, their wealth of illustrations, and the cleverly worded and set-up announcements that appear on every page. Every sheet is like a circus bill, to excite the imagination, and stimulate a buying impulse that is irresistible. Does the advertisement of the home merchant excite the imagination? Well, not what you could notice in the average case. Take for instance the big display announcement of a men's wear shop in a Western town. It appears on the front page of the local weekly, and reads like this:

Men's Furnishings
Men's Footwear
Men's Hats and Caps
Men's Clothing
The firm's name
At your service at all hours.

This advertisement had been running for four successive issues. It was practically so much waste space, practically money thrown away. Everybody in the surrounding town and country knew that this store carried these articles. The announcement was run during the month of June when the store was full of seasonable summer goods, but never a suggestion or hint was given of cool garments, of new stock, or of values that made purchasing worth while.

Above this advertisement in the premier position in the paper, top of column, left hand side of front page, was another inserted by the leading

firm in town. It bore the caption in heavy type: "Our Ladies' Footwear," followed by the words in 18 point light-face type: "in white canvas or leather will be found comfortable and classy." There followed a straight announcement of various kinds of shoes with their prices. No cut was used in either ad.

"It is the comment of newspaper publishers in most small towns, that if city stores were to use the advertising methods of the country they would go under in quick order."

City Stores Would Perish Under Similar Treatment

One could go on indefinitely. These are typical of announcements that appear in most country weeklies. Scarcely ever is there anything that will make a farmer's wife jump into her car and come into town, even as city housewives flock down to the big stores every day to be present when some article is to be cleared out at a stipulated hour. As a matter of fact the advertising value of an occasional flyer in genuine bargains is very much overlooked in the country, where special offerings of this kind would undoubtedly lead to large sales of general stock. **IT IS THE COMMENT OF NEWSPAPER PUBLISHERS IN MOST SMALL TOWNS THAT IF CITY STORES WERE TO USE THE ADVERTISING METHODS OF**

THE COUNTRY THEY WOULD GO UNDER VERY QUICK.

In the town of Cabri, Saskatchewan, situated on the Empress branch of the C.P.R., two instances are afforded of effective advertising, in which the Clarion, published by Ross & Penny, was used as the medium. In the case of one of these concerns a special sale was put on by a professional sales company, the other is the story of how one merchant has tripled his business in three years by snappy advertising methods.

\$3,000 the First Day's Sale

In the case of the special selling out sale a page announcement was used in the regular Thursday edition, but it was the most "spectacular" advertising page ever used in Cabri. It was patterned after the page ads used almost daily in big city journals, and a copy of it is reproduced on this page. Its most striking feature was the ten-inch cut of a vigorous man, who with clenched fist, appeared in the act of driving home his arguments. Enclosed in a heavy bordered box to the right was the personal statement of the proprietor setting forth his reasons for selling out, and there was the usual announcement of store closing for two days to arrange and mark stock, also the familiar advertisement,

"Salespeople Wanted." The advertisement opened with the convincing statement that "This sale will, without doubt, create the greatest selling activity ever seen in this section. Without a question the finest and most complete stock of merchandise in this part of Saskatchewan, and the people here have never seen such bona-fide reductions on everything to wear, eat and use as will be given here when the sale opens."

In the body of the ad. there appeared seven little boxes across the page, reading as follows:

Every trade report brings notice of higher prices of wool and cotton goods, Think!

Nearly every letter we open tells about the advance in prices. Save while you can.

Our advice is to stock up now for next winter's needs. We'll help you save.

Shoe leather is scarce and going up

THIS SALE WILL, WITHOUT DOUBT, CREATE THE GREATEST SELLING ACTIVITY EVER SEEN IN THIS SECTION. WITHOUT A QUESTION THE FINEST AND MOST COMPLETE STOCK OF FIRST CLASS MERCHANDISE IN THIS PART OF SASKATCHEWAN, AND THE PEOPLE HERE HAVE NEVER SEEN SUCH BONA-FIDE REDUCTIONS ON EVERYTHING TO WEAR, EAT AND USE AS WILL BE GIVEN HERE WHEN THIS SALE OPENS.



C. A. BALDWIN
GOING OUT OF BUSINESS
IN CABRI
NOW SELLING OUT

This \$25,000 Stock
Best Grade Men's and Boys' Wearing Apparel, Ladies' Ready-to-wear, Shoes for Men, Women and Children, Piece Goods, Paints, Oils, Groceries, Crockery, &c., at manufacturers' cost and LESS in many instances.
All To Go! Nothing Reserved!
Stock in hands of THE T. K. KELLY SALES SYSTEM, the big merchandise bargain givers for quick disposal.
Store CLOSED THURSDAY and FRIDAY to Arrange and Mark Stock

A Word To The People
MY REASONS FOR SELLING OUT
I have decided to devote my entire time to my other business and to leave this store to the people of Cabri to make what they like out of it. I have decided to devote my entire time to my other business and to leave this store to the people of Cabri to make what they like out of it. I have decided to devote my entire time to my other business and to leave this store to the people of Cabri to make what they like out of it.

SALE COMMENCES SATURDAY, June 2nd, 1917

Every trade report brings notice of higher prices of wool and cotton goods, Think!	Nearly every letter we open tells about the advance in prices. Save while you can!	Our advice is to stock up now for next winter's needs. We'll help you save!	These leather shoes and boots are going up rapidly. Take advantage of these prices.	Woolen goods are hard to come by. We'll help you save!	The high cost of living gets a job for during this sale.	There are many useful things for the home at Bargain Prices
Men's and Boys' Wear	Women's Waists	Children's Dresses	Shoes! Shoes!!	Piece Goods	Grocery Department	Crockery and Bluetiles
Men's Summer Underwear	Ladies' Dress Skirts	Girls' Blouses	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Sweaters and Knitwear	Ladies' Petticoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Overalls and Suits	Ladies' Blouses	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Shirts and Blouses	Ladies' Underwear	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Hats and Caps	Ladies' Hats and Caps	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Footwear	Ladies' Footwear	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats
Men's Furnishings	Ladies' Furnishings	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats	Woolens and Overcoats

C. A. BALDWIN
CABRI, SASK.

A new note in Western advertising introduced at Cabri, Sask.

rapidly. Take advantages of these prices.

Women who are handy with the needle should be on hand early.

The high cost of living gets a jolt during this sale. Here are many useful things for the home all at bargain prices.

The lower half of the page contained a tabulated list of goods offered for sale with their regular price and their sale price.

The sale opened on Saturday, June 2, with a rush, and A TOTAL OF \$3,000 WAS TAKEN IN THE FIRST DAY. It was necessary to close the store for another couple of days in preparation for the further selling effort that resulted in closing out the entire stock.

Advertising Draws Trade

Now while it would not be feasible for a country store to adopt tactics of this kind as a permanent thing, the lesson to be drawn from this experience is that the proper kind of advertising draws trade in the country as well as in the city. Had any person told that Cabri merchant that he could sell \$3,000 worth of goods in a day by advertising, he would not have believed it possible. The point appears to be that in order to attract attention the small town merchant must adopt unusual methods from time to time. He must put life and fire and action into his announcements if he wishes to arouse his readers to the proper buying pitch. If he could only realize when he puts his advertisement into the local newspaper with a circulation of 500 that he is talking to an audience of over 2,000 people, practically all of them prospective buyers!

Visualizing This Idea

Suppose for instance that he had such a crowd gathered before him, and that he was able to address them through a megaphone, would he adopt the milk and water style that appears in his advertisements, or would he not rather impress upon them with all the force in his command that a visit to his store would enable them to pick up bargains and values such as they had not dreamed of? He would tell them frankly and convincingly of his efforts to purchase goods that would give them service. He would tell them of odd lines to be cleared out, and new goods coming in, and how absurd it was for them to send away to the mail order houses when they could get just as good service at home. He would make his personality and friendship count for something, for sentiment goes a long way in a country district. How long would he hold his crowd if he started in to tell them that "Our Ladies' Footwear will be found comfortable and classy."

Ask the publisher of any country paper and he will tell you that he is almost distracted every week trying to get the merchants to change their announcements. He finds it a hard job to get them to write copy, and he must hound them and worry them continually to help themselves. In too many towns the attitude of the merchants is that the paper is helping to serve the communi-

ty, and therefore, from a charitable standpoint, should be given a little assistance.

Grocer Nearly Triples Business

But with regard to the second instance of effective advertising at Cabri. Arthel Simard, a general merchant there, purchased his present business three years ago. Prior to the time he took it over the greatest business conducted in any one year amounted to \$39,000. Since 1916 his progress has been so rapid that his turnover last year amounted to \$89,000. He attributes this largely to his advertising methods, although he has adopted a system of selling groceries in carload lots direct from the track to the farmers at harvest and threshing time, which is another story.

Mr. Simard began his advertising with a six-inch space, but he used that space intelligently to attract people to his store. His advertising from the first has been changed completely from week to week, for as he says an ad. run the second time is stale and the mark of a stale business. He has endeavored at all times to use originality in his captions, and has not been afraid to "boost" himself, his values and business to the limit. He goes by the principle that the man who displays confidence in himself and his store begets confidence in others. He had adopted the slogan: "You generally pay less at Simard's."

The advertisements of this store are patterned after those of the city stores. The articles offered for sale in each department of the store are grouped together and tabulated in ten point type, with the price printed in black. Every article advertised has its price mark, and in many instances there is a brief word of description, such as: "Our prints are all imported and guaranteed fast colors." or "White voile, just the thing for hot weather wear." "lovely pattern." "made of the strongest material," etc.

Mr. Simard has gradually increased his space until he now occupies five columns, 12 inches deep. While his announcements appear in the weekly paper on Thursday, his prices continue during the following week, for there are many farmers who do not get their mail until they come to town Saturday night.

Sincerity Essential

"The country paper is a wonderful medium if it is used right," said Mr. Simard. "Out on the farms the people have plenty of time to read, and if an advertisement is attractive or is designed as mine are to create the impression of lists of bargains they study every word. Even in the heat of summer they watch the advertisements, and I know that I am constantly getting direct results for they come into the store and say: 'I see you are selling ——— for such a price.' The great thing is to be absolutely sincere and honest in advertising. It might be possible to put across a fake once or twice, but a lost customer is the penalty." This merchant says he tries to find time on Sundays

to write his advertising, at which time he can concentrate on it, but in any event he takes the utmost pains to have his copy to the newspaper in good time, and planned out in a way to draw trade.

Where other merchants are continually marking up their old stock in accordance with the latest wholesale prices, Mr. Simard believes in taking advantage of his early purchases to announce special bargains. There is no better form of advertising, he says. In July he was selling old stock prunes for \$2.00 a case that were then costing him \$2.80 wholesale. At certain times of the year, notably in the fall, he takes a half page of space to announce his sales on the track.

Merchandising Cuts Needed

It would seem that the Western Canadian newspaper field was ripe for a cheap service of merchandising cuts. These could either be sold direct to the newspaper or through them to the merchants, most of whom are in a position to pay and pay well. It might be feasible also to supply country newspapers with a small stereotyping outfit for moulding a service of matrices into casts. At the present time there are practically no cuts used whatsoever except in the case of certain implement firms who are supplied by the manufacturers.

It would also seem feasible for some enterprising publisher to supply to country merchants through the newspapers a miniature advertising course, setting forth in one publication the rudiments of the craft, and giving a great number of display advertisements as texts for their own announcements. Any efforts of an educational nature such as this will assist very materially in helping to fight the mail order houses.

Hurry in Ad. Writing Costly

James Penny, one of the proprietors of the Cabri "Clarion," stated the other day that they experienced great difficulty in getting merchants to change their advertising from week to week. In many cases, he said, this was hurriedly done, "just to get it over with," and with results that can be easily guessed. At times, he says, from a purely defence standpoint, they have changed the advertisements themselves on the front page, for they were so glaringly the same as the former week as to rob the paper of freshness. Frequently, says Mr. Penny, the advertiser requests the publisher to make the change as he is "too busy." However, no matter how intelligent a printer may be he cannot possibly be expected to know what the advertiser wishes to lay before his readers. "Advertising space costs money, every inch of it," says Mr. Penny, "and some advertisers may as well throw their money in the gutter for all the good it accomplishes in trying to keep money at home where it rightfully belongs."

One day the proprietors of the 'Clarion' made the proposal to an advertiser that

Continued on page 38

Sugar Situation Shows Signs of Easing

Reserves Being Built Up At Atlantic Ports—New Crop Sugar Purchased At Higher Figures

THE sugar stringency that has been a serious factor for some weeks past is showing evidence of moderating. For some time past the receipts at coastal points have only barely met the actual meltings, a hand to mouth business that was bound to mean advances. The latest report regarding receipts show arrivals at American Atlantic ports of 85,526 tons with meltings at 55,000 tons and stocks of 72,958, which indicates that there is slowly being built up a reserve such as is essential to a stable business. At the present time raws are being received in Canada, and several cargoes are reported nearing port. Some of the refineries that had been closed have resumed melting, and within a reasonable extent of time conditions should return to a fairly normal level. There is no indication of any return to the recent stringent conditions. The shortage has reached and passed its crest, and stocks will unquestionably improve from now on. At the same time there is a good deal of debate in regard to the sugar industry. The Board of Commerce action in setting prices has few friends among the distributing agencies affected, and there is a tendency to figure that the business is not worth having. Whether this will develop into active antagonism remains to be seen.

The Refiners' Problem

Unquestionably the refiners are facing a very difficult situation in handling the sugar business at the present time within the limits of price set by the Board of Commerce. They have in the past year made good profits on export business that has enabled them to offset a more limited profit in Canada, and they have now had their Canadian profits limited, and their export business practically forbidden. Moreover, refiners are facing serious increases in raw sugar as they have to meet the prices for the new crop. Peru sugar has been bought by Canadian refiners at \$7.25 c.i.f. New York for September shipment, while new crop Demerara has been offered at from \$8.00 to \$8.25 c.i.f. New York, and Cubas are selling at \$6.50 f.o.b. Cuba. With this difference in prices on raw stocks it is very difficult to see how a maximum price of 11 cents to the retailer can be maintained, and it is understood that this is the aim of the Board of Commerce. Moreover, since the decision of the Board of Commerce was made public there has been a further advance in sugar by one refiner, which makes the price of this refinery \$11 at Montreal.

There is another factor too, that is of some importance, and that is the contention of the retailer that he cannot handle sugar on a cent a pound margin.

That if he does so the deficit must be made up from some other source, and that, therefore, the supposed saving of the one cent limitation of profit for the retailer does not actually represent a saving to the consumer.

MAPLE LEAF MILLING CO. TO PURCHASE CAMPBELL FLOUR MILLS

The Maple Leaf Milling Company have about completed arrangements for the purchase of the Campbell Flour Mills Company of West Toronto, certain details of the sale remain to be settled, but it is believed that the deal will be completed very shortly. The purchase will give the Maple Leaf Milling Company a domestic distribution that they have lacked up to the present, their business having been largely of an export nature, with a certain business in Canada with large bakers and similar buyers.

TORONTO WHOLESALE MOVES TO NORTH OF CITY

Move Gives Color to Report of Change of Location of Wholesale Trade

The report in CANADIAN GROCER some months ago of a proposal that the Wholesale Grocers of Toronto should move to the region of Dupont and Bathurst streets has been given further interest by a deal recently consummated

whereby T. Kinnear and Company, wholesale grocers of Front Street East, have purchased a warehouse site from the Irvin Lumber Company on Dupont street west of Bathurst. It is an L shaped property, having a frontage of 180 feet on Dupont street, and 103 feet on Bathurst street, running to a siding. The price paid was in the neighborhood of \$50,000. It is understood that the firm intend to occupy this property in the course of a year.

At the time the proposed change was considered the point was raised that this location would avoid the uphill haul incident on all city deliveries from the present section, while it would afford railway siding facilities that are entirely lacking at present. It was admitted that these were important considerations, and the proposal only fell through, because some of the wholesalers were interested in Front Street property, and because there was no one to give a lead in the matter of change. Now that the lead has been given it is very possible that the whole question will be reopened.

CAPE COD CRANBERRIES PLENTIFUL

The Cape Cod Cranberry Association predict a banner crop for this year. The business of picking cranberries has been developed to a wonderful extent in this section during the last few seasons and now furnishes work for thousands of "pickers" each season.

Omer Mahen, general merchant, Longtinville, has been succeeded by J. O. Clement.

Canadian Chocolate in English Market

Canadian Firm Getting Trade That Formerly Went to Germany—Enormous Shipments Monthly

BEFORE the war England imported vast quantities of chocolate from German manufacturers. Now this trade has been handed over almost entirely to Canada, and when shipping and exchange conditions are better, Canada may look to chocolate as very important item in its British trade. Half a dozen Canadian firms have already found a market in England, and one, Willard's Chocolates, Limited, of Toronto, has established an office in London and is directing its own sales. The first shipment of chocolate sent overseas by the firm was bought immediately on arrival by Harrod's, the large London department store. Mr. Harry G. Woods, manager of Willard's London office, has this to say regarding the market in England:

"The quality of Canadian chocolate is evidently appreciated, for to-day the utmost efforts on our part to bring in the goods only supply one-fifth of the demand. Orders come in quantities from

France, but we are unable to supply them at present. The French wish us to quote prices in francs, and this at the present rate of exchange is hardly practicable.

"After Sept. 1 we shall get a preference which will reduce the duties now payable. After that date we shall get a reduction of about 12 per cent. on the whole duties payable. At the present time we are importing between 350,000 to 400,000 lbs. a month, and must await an increase of cargo space before we can do more.

"We are able to compete in the British market for three reasons. First of all our production per head of men employed is greater than it is here. Secondly, we have abundant supplies of cream and milk; and thirdly, the cost of raw material generally, including packing cases, paper, and hydro-electric power by which our plant is entirely operated, is cheaper."

Board of Commerce Will Fix Food Prices

Officials of the Board State that Further Increases of Food Prices Will Not Be Tolerated. Will set a Price on All Food Products in Near Future. Sugar Ruling Must Be Obeyed

THE Board of Commerce has been sitting of late in different parts of Canada. W. F. O'Connor investigating conditions in Toronto and Hamilton, and Judge Robson in Winnipeg.

Up to the present time no very definite results have been noted, though if the Board maintains the attitude laid down in certain of the pronouncements it should mean business.

The statement made by Mr. O'Connor in Hamilton recently that:

"This is not the time for an increase in prices. Prices should go down from now on. In this connection I wish to announce now that all vendors, from the farmer who increases prices on milk or anything else, will be guilty of an indictable offense, punishable by a fine of \$1,000 and two years' imprisonment"

is an indication of what may be expected if the decisions of the Board are energetically pressed. Mr. O'Connor's statement to the Toronto Milk Producers that they would not be permitted to arbitrarily increase prices, would seem to indicate that such energetic enforcement is contemplated.

The setting of the profit on sugar is the first definite step toward a setting of price, that, according to Mr. O'Connor's statement, will ultimately take in all food products. The definite statement has been made that such setting of prices is now under consideration, and will become effective as soon as investigations have decided on what will be an equitable price for the various food commodities. Just how serious a matter this will be to the trade can not be known till it is discovered on what basis it is proposed to set these prices.

Must Obey the Law re Sugar

This one fact is clear, that it behooves the grocer to abide strictly by the letter of the law in regard to any prices set by the Board. This Board has exceptional powers and is obviously going to use them. Some merchants who have not considered the sugar price, set by the Board as a fair one, have failed to abide by it, and have been required to appear before the Board. Apart from any penalty that may be imposed, the notoriety of such proceedings cannot but be harmful. The set price on sugar is a law, and it is folly for any merchant to tamper with it, no matter what his personal judgment of the merits of the law may be.

Will Honey Prices Be Lower?

Restricted Export Should Be a Big Factor—Apiarists Said to Be Quite Independent—With Surplus From Last Year Tendency Should Be Downward

WHAT are the prospects for honey supply, and what are the price tendencies?"

In answer to this question, asked by CASADIAN GROCER of a prominent Montreal produce man who deals extensively in honey every season, the reply regarding production was that this was quite large. Figures as to the comparative yield as compared with the season of 1918 could not be secured. But the reports received by this party from individual apiarists in the Province of Quebec were such as to indicate a heavy production. There will be considerable clover honey and much of the dark or buckwheat variety.

There is always a great deal of demand in this section of Canada for honey. It is considered good food. "Honey is a luxury, however, and people will not pay an excessive price for it," said this informant. "When the cost reaches over 30c per comb to the consumer the chances are that he will not buy freely."

It was pointed out that apiarists have been asking ridiculously high prices and that there has been but a limited sale of 1919 honey for this reason. "Unless the prices come lower there will not be a great deal of sale for the product; we will not buy at around thirty cents a pound—which some are now asking," continued the produce man. "And there is plenty of 1918 honey still to be had."

It was observed that the export of honey last season was very extensive and that this condition enabled the producers to hold out for and to obtain a high price. This year there is little sale for honey to export sources and this will doubtless prove a big factor in the ultimate price levels that will obtain in the Canadian market. There has also been a considerable import of comb honey from the United States, and competition may be expected again from this market.

Comb honey, as already stated, is popular at a price that is not excessive.

If the grocer can dispose of it for around 30c per comb for the clover grade, there will be much more sold than if he requires a larger return. The tendencies are, at present, that a later date in the season will record lower selling prices from the producer than those now obtaining.

Prospects Suggest Lower Hay Prices

CANADIAN GROCER, in speaking this week with large buyers of hay, ascertained the trend of the market for this commodity.

Last year there was a steadily large demand from the United States. A great deal of hay went into the New England States, and it is also stated that much of the supply went over the pond to Europe. This year enquiries have been fewer and there are practically no buyers in here at the present time. It is not anticipated that there will be a great deal of movement southward this year.

There is some movement at the present time to the West. Alberta has even been securing hay from this market, and while the freight rates are heavy it is stated that hay can be purchased here at around \$22 per ton and landed in the far, sunny province, so short of this necessary commodity, at an advance over costs here of \$14—the arranged freight rate, per ton. Another informant stated that there was a considerable improvement in some sections of the West through the precipitation of recent rains, but that market will still absorb hay from outside.

The farmers are holding out for high prices, feeling that they can get last year's price for their crop. This informant said that they would have to sell for less. He predicted that when the farmer sees the price decline from \$3 to \$4 per ton he will then sell. This will afford the market large supplies, and this informant believes that the prices will rule around \$15 before the close of the present season.

MANY CHOICE TEAS DIVERTED TO UNITED STATES CHANNELS

CANADIAN GROCER is informed that a great quantity of imported India and Ceylon teas have found their way into the United States via Canada. These teas, at shipping points, were shipped with "optional" destinations, it is understood, and the United States market has afforded the sellers a greater return, so that the movement to the States was accelerated, and has been accelerated of late. The better grades of teas are those, it is said, in which the trade has been heavier. Canadian buyers have been able to secure what they require of various teas, and receipts of the medium grade teas have been reasonably large.

B.C. Retailers Meet in 2nd Convention

Dealers From All Parts of Province Gather to Discuss Subjects of Vital Import. Some Striking Resolutions Passed

IN the Observation Parlor on the 14th floor of the Vancouver Block, with the panorama spread before them of the entire city of Vancouver, the busy harbor with the steamers coming and going to all ports of the Orient, backed by the snow-capped mountains, the second convention of the B.C. Retail Merchants' Association opened at 10 o'clock on September 8th, 1919.

Accredited delegates representing all the outposts of the Association in B.C., with one or two exceptions, responded to the roll call.

T. F. McDowell, Provincial President, was in the chair.

W. A. Moore of Silverdale, brought up the question of cartage on country shipments, claiming that whereas the jobbers in Vancouver would deliver free to many parts of Vancouver, they would not deliver free to the railroad depots when the out-of-town merchants ordered forward their requirements.

Another delegate complained that several tobacco, knitting and other jobbers made special prices to favored retailers.

There was some discussion by delegates from Duncan and Port Alberni that the Soldiers' Settlement Board, in erecting buildings for the soldiers, instead of buying their hardware and groceries from the local merchants, bought in the big centres.

It was also brought up that the collection of fees be discontinued in connection with the inspection of Weights and Measures.

Prince Rupert also reported that they had attempted to close up several fruit establishments who were open after the other merchants were compelled to close every evening, and expose for sale articles that otherwise could be procured in the stores that were closed. The magistrate dismissed the case, classifying fruit vendors as refreshment houses.

It is proposed to amalgamate the three Vancouver Societies, viz.: The Butchers' Association, the Grocers' Association, and the Vancouver Branch of the Retail Merchants' Association into one association.

The treasurer's report was read and adopted.

The President Tells of Year's Work

Calls Attention to the Inauguration of a Co-operative Fire Insurance Plan. Certain Advertising Schemes Condemned—The Advertising Trade.

AS President of the British Columbia Board I wish to deal with the present and the future more than referring to the past in my report to you for this, our second annual convention. It gives me great pleasure to mention a few items during my tenure of office. I can assure you that my enthusiasm in association work (which after all is the best medium of helping my fellow-merchants) has never slackened since I assumed the chair at the birth of the board on March 1st, 1918.

In association work there is no one merchant, no matter how popular he may be in his community, no matter how much time he devotes to the work, no matter how brainy or what foresight he may possess, can spell success—success of the association is attained by the co-operation of every merchant that signs his membership card. Kipling wrote during the war this verse:

It ain't the individual,
Nor the Army as a whole,
But the everlasting team-work
Of every blooming soul.

So you can see very plainly, gentlemen, that this convention here assembled must be team-work. You, the accredited delegates from the branches of this board, and the individual members, hold in your power the future success of this association in British Columbia.

This is your convention. This is the place to straighten out sixes and sevens—the place to construct and the sphere of the convention should be sweet and wholesome. We cannot have team-work if we yap out a lot of destructive criticism. We invite criticism, but let it be constructive. I have said this about the members,

The Secretary Can Help

May I refer briefly to the Secretary's office. The duties of this office is the key to the whole situation. We as merchants can build up and find material. Your executive can plan and direct the work to be done from the merchants' standpoint, but the carrying out of the details rests with the secretary. Every branch in this province should use the office to the utmost. It is encouraging for the executive to have enquiries to come in. Country and town merchants have problems different to larger centres, and the secretary invites confidence in order to assist in your difficulties. I believe the association is large enough for a budget which will pay a secretary a remunerative salary. There is a tendency to run the office on a cheap plan. I say dig down and pay, and I will go on record as saying you will get results.

We have a spirit for association work in this province greater than ever before. Now provide a 1920 budget large enough to give a secretary a respectable salary. He is a paid official and often his enthusiasm and tenacity is dampened when pay day comes. During the past year I had the pleasure of visiting the branches of Chilliwack, New Westminster and Nanaimo. All of them I found not only enthusiastic in association work, but having a good amount of community spirit. In my address to these branches I touch on two subjects. First, the need of the retail merchants' activity in municipal government in his community; secondly, the Oriental in British Columbia.

The Co-operative Fire Insurance Move

The months of November, December and January were trying months on account of

the flu epidemic, but early in February we took up fire insurance with the Northwestern Mutual Fire Association with a view to cheaper fire insurance for our members. We looked with envy at some of our brother merchants across the line, sharing in that \$2,500,000 returned premiums which the policy-holders enjoyed from this company in seven years. To be brief, we have a service for you to-day with this company known as the Retail Merchants' Fire Underwriters' Agency of British Columbia, and you, gentlemen, can share in the dividends to the extent of 30 to 45 per cent. of your premiums.

We had considerable correspondence with the Canada Food Board. Flour and food dealers were being unfairly treated, and as a result of the association's activities, many of these unfair regulations were amended.

I made two trips to Victoria with your secretary to the Private Bills Committee in connection with the Vancouver business tax. While this was purely a local affair, both your secretary and myself could see the danger of allowing this bill to proceed without our protest, and while it went to the House for debate we feel that our association shares in no small degree the honor of defeating that bill.

The Auto Contest in B. C.

One morning in March we discovered a get-rich-quick artist in Vancouver. Yes, he hit Vancouver because in a large city they can arrange their preliminaries and get a start. He visited our office with a view to sizing up the layout, and left an odor, and Corley had a hunch something was wrong. Later on in the day the secretary discovered that the visitor of the morning was no other than one of the principals of the Auto Contest Co., of whom we had been warned by the Saskatchewan Board. The Provincial Executive immediately took steps to notify the various branches and individual members of this scheme, advising them of the unsatisfactory results obtained by the Saskatchewan members. Vancouver merchants at this time did not have a branch, but certain merchants came forward and gave their support to suppress the scheme. Our association laid information with the Vancouver police. The Auto Contest Co.'s office was raided, and everything seized. The case was contested in the Police Court, and after a stiff fight two of our largest merchants were fined \$50 and costs for violating the Trading Stamps Act. An order was issued by the Vancouver police for the arrest of the principals of this scheme, but to date neither of them have shown up in Vancouver. The merchants were saved many hundreds of dollars, and I want to emphasize right here that your secretary, Mr. Corley, deserves great credit for his ability in handling the case for the association.

The Danger of the Oriental Trader

As your representative I attended the Industrial Commission held in Vancouver. Their queries were very much on the high cost of living. I seized the opportunity to tell them of the unfair Oriental trader, reminded them that British Columbia is the Mecca for such a people, and for them to remember this when making their report to the Government.

It became necessary in June to call representatives from several of the branches to talk over the congested condition of the office. It was apparent that the service to members was unsatisfactory. The situation clearly showed that too much work was piling up on the secretary; also, that in order to continue association work in this province Vancouver must be organized. Greater membership must be obtained, and Vancou-

ver was the most logical place to tackle first. The result of this conference was that your executive withdrew the organizer from outside and loaned him to the Vancouver branch for a period of three months. The achievements of this venture will be shown in the organizer's report.

I would like to dwell more on other subjects, but I feel that the present and future deserve space in my reports. The French in Napoleon's time contemptibly spoke of the British as a little nation of shopkeepers. Are you not proud that you are a shopkeeper, for Britain has led the way in the character of her trades people? To-day our country is flooded with Orientals and Southern Europeans. They are forming a large section of our commercial community. Their standards of living, their character of trading, is un-British. We must face this situation and deal with it now. Their emigration must be limited.

Britain has vested this power with our Government. We must have an association from the Pacific to the Atlantic and act with a united front on a policy for a white man's country. Canadians fought and died for Canada in that awful conflict in Europe, and while commercial life was disorganized this Province had a very much larger Oriental population to deal with than any other province in Canada, many of them enjoying the business of those who had gone to the front. What is the result? Orientals here, there and everywhere in business, and patronized by our own Canadian people, who pressed by the high cost of living trade with the Oriental on account of price. The Government must bring up the Oriental standard of living or limit their activities, for the Occidental cannot trade on the same level.

In closing I want to emphasize the need of greater association work in this province. I refer to taxation. Canada has a tremendous war debt, and it is still climbing. The greatest financiers of our country are at their wits' end to know how to collect taxation on a fair and equitable basis. We all want to pay our share, but the retailer has no means of entering a protest against unjust taxation, unless he is organized.

The Retail Merchants' Association of Canada is the machinery. The officers of this association are big men, men who live for their country, men who give their time freely and without price. Surely this democratic principle warrants the support of the individual merchant.

I trust this convention will be a great success. It rests with you to make it such. Your Executive Board has not had conditions as rosy as it may appear, but we have arrived at a psychological period in our association. Let us pull together.

Convention committees were named as follows:

Resolutions—J. H. Ashwell, Chilliwack, M. J. Phillips, New Westminster; Geo. H. McRobbie, Vancouver.

Reports—H. Murphy, Nanaimo; B. S. Ross, New Westminster; F. Y. Cox, Port Alberni.

OFFICERS FOR THE NEW YEAR

The following officers were elected for the coming year: President, G. H. McRobbie, Vancouver; First Vice-president, M. J. Phillips, New Westminster; Second Vice-president, Harvey Murphey, Nanaimo; Treasurer, Dayl H. Kent, Vancouver. Secretary will be appointed by joint action of the B. C. executive and the Vancouver Branch executive, when formed, as he will occupy the secretaryship of both offices.

Finance—Mr. Jacobson, New Westminster; R. H. Ormand, Nanaimo; R. Fox, Chilliwack.

Resolutions on Various Subjects

The Resolutions Committee brought forward the following resolutions:

This convention of the British Columbia Branch of the Retail Merchants' Association goes on record as protesting against the Government's action in putting an embargo on foreign sardines, etc. In the judgment of the convention there is a legitimate demand in Canada for the very best sardines, and that these should be procurable wherever located.

Also the convention asks that the onus in connection with the Food Board's regulations should not be borne by the retailer, but should be borne by the manufacturer. The secretary pointed out that within the last week several prosecutions had been made by the authorities in Vancouver of various merchants in connection with the sale of maple syrup. Of this particular commodity, it is pointed out, that the maple syrup is bought by the retailer in good faith as pure maple syrup, labelled as such, and in some cases the local representatives have letters from their principles assuring them that the product is all that it is labelled to be. In other words, after a retailer has satisfied himself to the best of his ability that the product is a bona fide article, he can still be summonsed into court, his name coupled in the newspapers with the selling of adulterated goods, and in the cases referred to the merchants having to pay a fine approximating \$50 each. The complaint of the pure food inspector in this case was that the maple syrup contained a solid matter in small quantities which pure maple syrup is not supposed to contain.

The Government apparently on various occasions informed the retailers that if they wish to protect themselves they should procure a special warranty form signed by the jobber in connection with any goods that

the retailer buys from the jobber, and on which he wishes to be safeguarded. The secretary pointed out that in order to be protected the retailer would require to have from his jobber a special warranty form for every single item of every single delivery made to his store. He also pointed out that it had been suggested that the said form be either printed on the back of all the jobbers' invoices, or affixed thereto with a rubber stamp, so that if exception were taken at any time to any line of merchandise the retailer carried in good faith, he would simply have to turn up the invoice for it and be protected by the warranty form on the invoice. This proposition was made to the authorities at Ottawa and met with their approval, but when the proposition was made to the wholesalers in Vancouver they refused to accede.

At this point one of the delegates amused the meeting by recalling how in one small town, when he was having hot cakes and maple syrup, he questioned the waitress as to whether the syrup was absolutely pure maple syrup. The waitress was highly indignant, and exclaimed: "Pure, I should say it is! We make everything on our own premises."

This convention urges upon the Dominion Executive the greater need of an amendment to the Food Adulteration Act whereby the retailer and the public receive better protection.

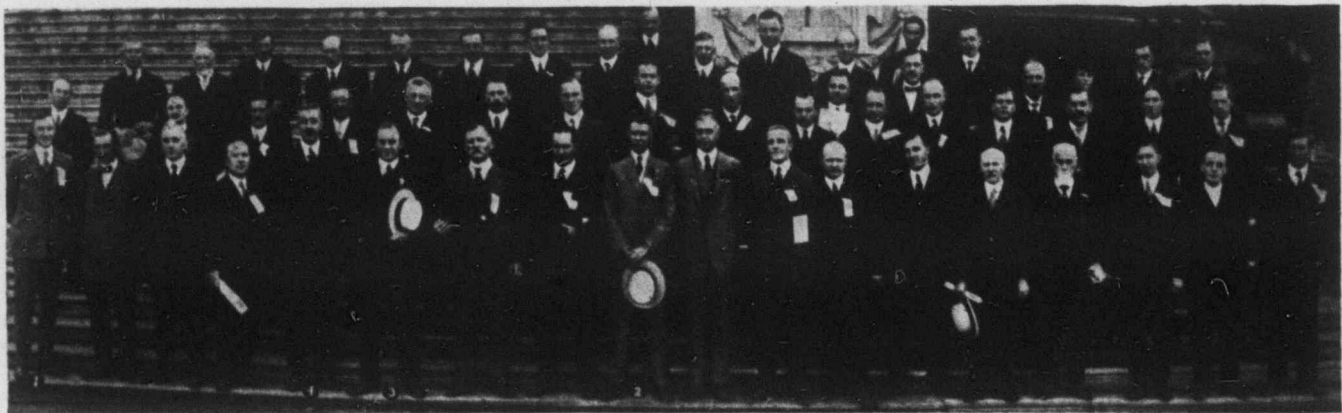
The convention committee brought in a resolution which was adopted, to the effect that the Provincial and the Vancouver Branches should be combined in one office with a joint secretary, and such help as should be found necessary, the expenses to be equally divided.

Also that the office of secretary be left open for the incoming executive to have a conference with the executive of the Vancouver branch as to the appointment.

A budget of \$5,000 was presented for the secretarial work of the two branches, making the expenses \$2,500 apiece.

Also, the incoming executive will be requested to ascertain from Mr. Corley whether there is any commission due to the provincial office for the increased advertising since the B. C. Retailer was made the official organ of the Provincial Association.

Percy Shallcross, past vice-president of the Board of Trade, welcomed the out-of-town delegates to the city, at the luncheon tendered by the Vancouver Branch and held in the banquet room of the Hudson Bay. In the course of his remarks Mr. Shallcross stated that a convention such as the present one was a movement greater than simply trade interests, but was a move for the good of the community, for the backbone of the community was the retail tradesman. He stated that at a time when every link in the merchandising chain was attacked with destructive criticism, there was one thing sure, that the manufacturer, and the retailer would always be in business. Each guest was asked to rise to his feet in turn, and state his name, his home town, and the



A group photo of the delegates to the British Columbia R.M.A. Convention, the figures marked are as follows: 1. G. H. McRobbie, new president; 2. D. H. Kent, new treasurer; 3. T. F. McDowell, retiring president; 4. G. A. Howker, retiring treasurer.

nature of his business. The company was amused when one druggist rose to his feet in turn, and after his name and business mentioned "two stores." Not to be outdone, a grocer shortly announced "three stores," and a Vancouver druggist then rose and announced "seven stores, nine telephones." It

our recollection there is great exception taken to the Government going into competition to any retail business by the trade concerned, and rightly so.

Discussion of Garnishee Act

A resolution was also drafted asking the

lakes in the interior and on Fraser River, have been approached for revision of tariff at many times without avail. It would be gathered that the Fraser River rates, having to meet the competition of the B. C. Electric and the C.P.R., are most reasonable—the others may be judged from the statement of one delegate from Vancouver Island, "It costs twice as much to ship freight to Nanaimo, forty miles across the gulf, as to bring freight eighty miles down the Fraser River. This is a rate four times as high. There is no competition with the boats across the gulf, and the matter does not come under the jurisdiction of the Railway Board. Whether it comes under the new Public Utilities Commission will be ascertained, otherwise the Dominion Executive will be asked to request a special board appointed to take care of water freights in British Columbia.

Foodstuff Handlers to Be Physically Sound

A far-reaching and sorely needed service is covered by the following resolution:

"Resolved, that all persons handling foodstuffs be compelled to undergo an examination satisfactory to the city health officer; failure to undergo satisfactory examination being grounds for refusal to grant a license to operate."

If the various foreign peoples in our Dominion are not particular as to the handlers and handling of the food they eat, they should be compelled to observe our standards when they have anything to do with the food we eat.

Certain statements which appeared in the B. C. Agricultural Journal were deemed to reflect unfairly on the retail trade. A resolution was made that the attention of the Minister of Agriculture be drawn to the article in question, and an apology and correction made.

It is the habit at this time for various privately-owned papers to permit their wordsmiths to make gratuitous attacks on the retailer—probably because popular prejudice requires a goat—and the wholesaler and the manufacturer are never in a position to cross the consumer. It is not thought the province of a Government paper to attempt to discredit any branch of the present merchandising system.



T. F. McDOWELL,

The retiring President of the British Columbia R.M.A., who presided at the Convention.

was generally conceded that the first man doesn't have a chance in an assemblage of this nature.

Discriminating Between Retailers Causes Hard Feeling

The temper of the convention was very pronounced in regard to certain manufacturers, who were named, who, it is stated, discriminate between retailers in various centres, selling one at wholesale prices and another at manufacturers' prices. The plans outlined in case these manufacturers cannot be made to see the light will undoubtedly achieve the desired result.

Considerable discussion was occasioned by a resolution presented dealing with the Soldier Settlement Board buying entirely in large centres, to the loss of the merchants in the districts where the dwellings are being erected. Many merchants contended that as the Government was buying in the cheapest market, the greatest good for the community as a whole would be attained. This view would have been unanimous had each delegate present felt assured that the whole saving in every case would go to the soldier. Premier Oliver in addressing the Rotary luncheon stated that when the Government spent money they got about fifty cents' worth for every dollar—that the other fifty cents was simply lost between places. It was stated that the hardware men in the province had taken strenuous exception to the Government's action, and that the actual case should be looked into by the incoming executive. It appears in cases of this kind that clothing men are very patriotic when the Government is buying groceries, and grocers can view with equanimity the Government handing out to discharged men \$35 worth of ready-made clothes, but in

Dominion Executive to get an amendment to the Garnishee Act making civil servants on the same status as any other delinquent.

A resolution was also presented asking that the charging of fees for the inspection of weights and measures be abolished. It was pointed out that the accuracy of scales was just as much an advantage to the retailer as to the public. It is worth a fee to have the onus off the grocer, and make the public feel that weights and scales are not matters of suspicion.

It is also complained that the present British Columbia Garnishee Act is absolutely worthless for the purpose. It exempts \$40 of a delinquent's pay from garnishment, and does not state whether per month or week. When the common usage was to pay by the month it was possible to recover a debt by garnishment. Now when a man is paid fortnightly, or often weekly, and \$40 is exempt from whatever is due, in most cases the whole wage is covered. A man might be paid \$40 per week and be paid weekly, and not a cent could be garnisheed. As this law works as a protection and encouragement to the dead beat, it is asked that the Attorney-General be again asked to draft up an improvement. This matter was brought to the attention of the Attorney-General's Department more than a year ago, and the Attorney-General expressed himself as quite in agreement that the present Garnishee Act does not function, but nothing has been done.

Freight Rates Considered

The matter of high water freight rates in British Columbia has been discussed at various times. The various steamship companies at present operating between the mainland and Vancouver Island, as well as on the

The Secretary's Report

IN submitting my second annual report for your consideration I shall endeavor to be brief and to the point. I realize that there is a great deal of work before you and that some of the subjects, especially that of the treasurer's report, will require your closest attention and earnest consideration. I mention the treasurer's report now because it is my opinion that his report is by far the most important subject to be considered at this convention. The future of your association depends directly upon your action in connection with it.

To commence with, I wish to submit a few statistics. The membership of the British Columbia Board at the time of our last convention was slightly below 200, 198 to be exact. At the end of last month the membership for the whole of the province, including Vancouver, was 413. We have more than doubled the membership in twelve months and it is still growing. Actual resignations for the twelve months have been less than ten.

Your Executive officers have held 20 meetings during the period. Some of these meetings have consisted of two sessions and on one occasion three sessions totalling nearly twelve hours were necessary in your interests. The total time spent by your Executive officers in attending meetings at Provincial headquarters has amounted to something like 75 to 80 hours, about ten working days. This does not include trips

to various local branches in the interests of organization and delegations to the Provincial Government.

Your office staff has consisted of myself and stenographer, in each case part time, and the organizer. The work of the organizer speaks for itself in the increased membership. Organizer Hougham, however, will go into this in detail. The actual office work has occupied a great deal more time than has been paid for. The remuneration for the work done has been entirely inadequate. Yet there has been a great deal of work left undone. No one realizes the shortcomings of the association's present equipment more than I do myself. It should be kept in mind, however, that those shortcomings are the direct result of other shortcomings which are beyond our control. Your treasurer will, I believe, bear me out in that statement.

There are now 10 properly organized local branches in the province, consisting of 368 members, besides 45 members in more or less remote districts, who are not yet attached to any branch.

During the past few months strenuous efforts have been made to organize a Vancouver branch and I am glad to be able to report very satisfactory progress. This matter will also be dealt with in the organizer's report.

Regarding our office service departments it is gratifying to know that the collection service is being used increasingly by members, and that it is proving to be efficient and satisfactory.

The basis on which your collection department is operated is a commission one. The collection manager, Mr. Cotton, receives a commission on all amounts collected and the association pays for postage, stationery and printing used in connection with the work. By this method the greater part of the cost of operating the department is paid by those members who receive direct benefits from it.

The freight adjusting department, I regret to report, has not made the progress we anticipated. The manager of this department started off with great expectations, but our members did not rally as it was hoped and expected they would. Mr. Coy, who managed the department, was a man of undoubted ability in freight matters, but he became discouraged at the lack of support and gave it up. We are endeavoring to make arrangements for having freight bills checked by some good man who is well up in that work, but the great difficulty will be in obtaining a complete list of tariffs, as owing to the great number of changes that have taken place in freight rates during the past year or two, it requires a library of considerable proportions. Mr. Coy's list of tariffs cost him over \$300 and an enormous amount of time to collect from various sources.

Some months ago your Executive approved the appointment of Mr. L. D. Jones as solicitor and legal adviser to the association. Mr. Jones is a young man and a returned soldier, and a native son of British Columbia. Mr. Jones has already given the association very good service and the cost has been very reasonable. In fact, he has given his services in some cases. He is anxious to make a special study of the retailers' problems, and it is most necessary in a legal adviser for an association of this kind that he should endeavor to see the retailers' point of view clearly and intelligently.

If there is one service department that has excelled others it is the fire insurance department. The arrangement recently arrived at with the Northwestern Mutual Fire Association, and which you will be asked to approve, has made this service very popular, and deservedly so, with our members. By this plan those of our members whose risks are accepted by the Northwestern may save from 30 to 45 per cent. of their fire insurance premiums. And that is reckoning on the regular "board" rates. In no case does the Northwestern charge

more than the board rate and in some cases less. Yet in all cases the rebate is made.

The plan adopted by your Executive for handling this work has necessitated the formation of what is known as the Retail Merchants' Fire Underwriters Agency. This is simply a matter of convenience. It is the name that is used for writing fire insurance for members only of the R. M. A. in British Columbia. Applications are handled by the Agency and policies issued. Inspections are made by the N.-W. and all risks are subject to the Northwestern's approval. No commission whatsoever is paid by the Northwestern to any person, nor to the association for any business coming from our members, nor does the association make any charge to members placing insurance through the agency. The whole of the rebate is passed on direct to the member. Great interest is being taken in this plan, not only by our members, but by other associations in British Columbia and in the states to the south. The local insurance companies are also beginning to wonder where they are going to get off. I have no hesitation in saying that the association's fire insurance scheme is the most progressive and co-operative plan of its kind being operated by any business organization in Canada, and is something our members have every reason to congratulate their Executive upon. In this connection I would like to remind those who are interested that a special meeting to discuss the fire insurance feature will be held at 10 o'clock on Wednesday morning in the Provincial board room.

Coming now to legislative work, a number of resolutions were passed at last year's convention, and I shall endeavor to give a brief account of the progress made upon them. In the first place there were a number of resolutions dealing with the Provincial Weekly Half-Holiday Act. Many letters and wires have passed, and several personal interviews with members of the Provincial Government have been had in an effort to have our recommendations adopted. The Government has not yet seen fit to prohibit the sale of goods in stores not compelled to close by law, when such goods are sold in other stores which are compelled to close. The resolution requesting that statutory holidays be specified for the purposes of the Weekly Half-Holiday Act was pressed before the Government, and I am glad to report that the improvement was made. The Act now contains the required list of legal holidays.

The resolution dealing with the recovery of debts from civil servants was referred to our Dominion Board and has received considerable attention in that quarter. Every opportunity is being taken advantage of, I believe, towards having civil servants brought under the law in common with other citizens. As this is a matter that strikes almost at one of the fundamentals of the British Constitution, it will be realized that it cannot be easily brought about. These, however, are times of great changes, and a change of this kind is much more likely of realization than even a year ago.

In connection with the collection of provincial taxes I am given to understand that more strenuous efforts are being made by the Government in that direction. Some changes have been made in the taxation department, and there is every evidence that this matter is receiving considerable attention. There should, however, be no let up in our efforts to see that tax evaders are brought into line, and as our vice-president, Mr. Fink, expressed it last year, all members of the Association should render every assistance possible to the Government by directing attention to those who it was known were evading payment.

In regard to the resolutions covering Capias Law, Attachment of Debts and Small Debts Court Act. A delegation consisting of Mr. Howker and myself waited upon the Attorney-General some months ago and spent considerable time with him in a discussion of these matters. Our recommendations regarding judgment debtors were

not favorably received, nor was the recommendation that in the case of judgment debtors an order should be made by the Court requiring the debtor to pay a specified amount at stated periods instead of the present law which requires the creditor to repeatedly bring up a debtor for examination at the creditor's expense. It would seem that the Attorney-General's opinion was the natural outcome of a legal mind and entirely out of sympathy with the retailer's point of view. The Attorney-General's summing up of the whole situation was that retailers should exercise more care in extending credit. It is needless to remark that your delegate took good care to place the retailers' viewpoint of this matter before the Attorney-General.

Our recommendation that the Attachment of Debts Act be amended so that the amount exempted from the salary or wages of a debtor should be by the week or month, was more favorably received, and the Attorney-General promised that this should be looked into, as he also did in reference to our suggestion that the Small Debts Court maximum should be raised to \$200 instead of the present \$100. So far, however, no amendment has been passed.

The resolution dealing with the sale by wholesalers to consumers has received considerable attention from time to time, and I believe that some improvement has been noticed in this respect by our members. Nevertheless there is still considerable room for improvement, not only in this direction, but in the matter of special discounts and other privileges allowed to favored retailers by the wholesalers, thus encouraging unfair competition.

Passing from the work outlined at last year's convention we come to the activities and happenings with which our Association has been connected during the past twelve months. Probably the most important event has been the establishment by the Dominion Government of what is known as the Board of Commerce. For several years our National Association has urged the Government to establish an Inland Trade Commission with powers in connection with the manufacture and distribution of merchandise similar to those of the Railway Commission in connection with railroad affairs. This practically is what the Government has at last found it necessary to do. It is true that at present the Board of Commerce seems to be, if anything, in opposition to the retailer. It is sincerely to be hoped that the Board will execute its duties in a strictly fair and impartial manner. There are unbounded possibilities for good in such a body for all concerned, and it would be a crime if by reason of the blind prejudices of even one member, the splendid work that might be accomplished by a commission of this kind should be still-born.

It is hardly a matter for congratulation that a commission of this kind, dealing as it must with very material matters, should not have at least two legal men in its composition. The third member of the Board has not yet been appointed, and our Association is making every effort to have a good business man as the third member. It would seem only fair that the tremendous body of business men represented in the manufacture and distribution of merchandise should be represented by one member of the three. I venture to predict nothing but abortive results unless this is done. In the meantime it is gratifying to record that the Government has found it advisable to carry into effect something which our Association decided several years ago would be necessary, and it is not too much to claim that had the Government acted upon our suggestion when it was first submitted, much of the trouble in connection with increased prices would have been avoided. The work of the Board will now be to cure what could have been prevented.

The Bankruptcy Bill placed before the Dominion Government last year has not yet become law. It is entirely different in many respects to the Bill first drafted. Our As-

sociation became very active when this Bill was brought to its attention, and many clauses that might have inflicted severe injustice upon the retailers were eliminated. This is the class of work the full value of which will probably never be even partially appreciated by the large majority of retailers. The prevention of unjust legislation is, however, a most important part of the work of your organization. The proposed Bill provided that you could be declared in a state of bankruptcy if at any time you were unable to pay a bill for \$200 or more when it became due. Such provisions and many more as unjust would have been passed but for the watchfulness of such men as our Provincial Treasurer, Mr. Howker, who was present representing our province at the Dominion Board Convention when the Bill was first considered.

The first successful prosecution under the Trading Stamp Act, a measure enacted by the Dominion Parliament at the request of our Association in 1905, took place in this province when firms in New Westminster and Vancouver were convicted and fined for taking part in what was known as the Auto Contest. Our Association published warnings in the press and in the B.C. "Retailer" to the effect that this contest was illegal. There were those, however, who thought they knew more about the Trading Stamp Act than the officers of the Association which drafted it. Our only regret was that we were unable to capture the promoters of the scheme. They made their get-away; they also made a clean-up at the expense of a number of foolish merchants. There is still a warrant out for the arrest of the promoter, and he will find B.C. an unhealthy place if he ever arrives here bekown to certain people.

During the early part of the year your Executive Officers visited a number of local branches situated within easy reach of Vancouver. Excellent meetings were held, almost every merchant in the cities visited turning out. This move seems to have been a very successful one, and has created a closer feeling of friendship and co-operation between the branch members and the provincial office. It is to be hoped that the Association's finances will permit of this work being continued in the future on even a more extensive scale, and that other branches more distant will be visited.

Among the more recent activities of the provincial office was the matter of certain articles which appeared in a recent issue of the "Agricultural Journal," a publication issued by the B.C. Dept. of Agriculture. In this journal most unfair attacks were made upon the retailers of this province as a class and upon this Association. The matter was promptly taken up with the Premier, but owing to his absence in the East it has not yet received his attention. He has now returned, and in all probability we shall hear from him very soon. A communication was forwarded to him just a few days ago in connection with this matter.

While on this subject I would like to draw the attention of the delegates to the prominence given to co-operative societies in the "Agricultural Journal." In some issues several pages are devoted to boosting consumer co-operative societies, designed to eliminate the retailer. It seems hardly fair that the money paid by retailers in taxes should be used in attempts to put them out of business. I say attempts advisedly. I do not think they can succeed. I would suggest that this matter receive the further attention of your Association.

Amongst other matters I would suggest should receive the consideration of this Convention, are double cartage charges by wholesalers, the policy of collective buying, Discrimination by Imperial Tobacco Co., and other firms, medical inspection of persons handling food for sale. Most of the delegates are well in touch with these matters and will be dealing with them.

Before making my concluding remarks I wish to make special mention of the manner in which your Executive Officers have supported me. I refer to T. F. McDowell,

your president, and Geo. A. Howker, treasurer, and I may say that but for the encouragement and advice I have received from them at most discouraging times I would not have been submitting the secretary's report at this Convention. I feel that the members of the Provincial Board cannot give too much credit to the two officers whose names I have mentioned for the work they have done during the past 17 months, for it should be remembered that they have carried on since the inception of this organization in B.C. In that time they have held

over thirty meetings. Not one cent of remuneration have they received, nor did they expect it. Their work was done for the benefit of their fellow retailers, and I feel that I cannot offer a more fitting suggestion in the interests of each individual delegate present and of the Association as a whole, than that each retailer make a firm resolve that from now on he will endeavor to follow the excellent example set by the executive officers of this Board and give at least a little time and effort in the interests of his fellow retailers.

ORGANIZING THE B.C. MERCHANTS

The Report of the Organizer At the British Columbia Convention of the R. M. A. Gives a Very Optimistic Outlook for the Future Welfare of the Association

IN presenting the story of the activities of your organizer since the 1918 Convention I may as well admit that I am out to completely spoil my reputation, that is as I understand my reputation to be. I may say that I understand my reputation to be by suggesting that it is not a reputation for brevity.

I will touch upon facts and figures merely as illustrations and not simply as a recitation because facts and figures, and more particularly figures, can convey no adequate picture of what organization work in B.C. has involved since last September.

The first trip made by your organizer following the Convention was planned to cover the Okanagan territory, and was started early in October.

Defunct Association a Stumbling Block

The towns visited on this trip were Kamloops, Enderby, Armstrong, Vernon and Kelowna. In Armstrong and Enderby branches were established representing practically the whole of the possible membership. I spent quite a while at Vernon, but found it impossible to accomplish anything at that time, owing to the fact that "they had once had an association." This "association," like too many similarly ill-fated ventures, had gone to pieces around 1914, and had not yet had the decency to pay its own funeral expenses. These expenses were still owing to sundry creditors in the town, and the merchants did not seem to think it possible to start a branch of the R.M.A. of Canada without first paying the debts of their old local association, and nobody seemed to be particularly anxious to pay said debt. I pointed out to a meeting that I addressed at the City Hall there that it was hardly fair to penalize the R.M.A. of Canada for the sins of the Vernon Retail Merchants' Association of 1914, and had I been able to stay on the ground long enough to have given time for a committee to have canvassed the local merchants and paid off their old debt I am confident that we should now have a large branch in the Queen City of the Okanagan. The treatment accorded me there was entirely courteous and cordial, and several merchants expressed their intention of lining up with the R.M.A. of Canada as individuals, if their fellow merchants did not decide to establish an accredited branch. I judged it in the best interests of our Association, however, not to accept such applications at that time, as I felt it might hinder the larger programme that we had in view, because there is always a better chance of an organization standing together if it is properly organized at the start.

A Nucleus at Kamloops

The time limit under which I was working was again a handicap at Kamloops upon my return journey. I found it very difficult to get a hearing at Kamloops, for the reason that they also had once had an association, but I succeeded in getting five members as the nucleus of a future branch, and I was assured by these five that as soon as I could return to that field they would assist me in getting the merchants out and having a properly organized branch of our Association established there. Unfortunately for reasons entirely beyond our control I have never been able to revisit that territory, nor have I been able to cover the field further east and south, which had been my intention, so that it may fairly be stated that the possibilities of the interior in Association matters have scarcely been tapped.

Prince Rupert Has Branch

However, some signs of interest in our Association work having been evinced at Prince Rupert, a visit was made there, and a branch established, beginning with some eighteen members, which has since increased to thirty-three. Preliminary work was also begun in the month of December in the City of Vancouver itself, a meeting being held on December 6th at which the Vancouver branch came into existence. No further work was possible, however, in Vancouver on a part time basis, as this field is too large and complicated to be properly organized half-heartedly. I will deal with the organization of the Vancouver branch as a separate matter, but it is in order in this connection to mention the fact that the establishment upon an efficient basis of a branch in this city has been and is yet the biggest problem that the Association has to face in this province.

New Westminster was the next field for attention, and with the co-operation of local Secretary Ing, who worked unselfishly to give the New Westminster merchants a form of organization which he felt to be in their interest, we succeeded in establishing a branch there of some thirty-seven members. Mention might also be made here of a flying trip made from Nanaimo to Port Alberni, around the first of the year, at which a branch of our Association was established with a membership of fourteen, which is about one hundred per cent. of the possibilities in that district. Without knowing the geography intimately I would think that the British Columbia Board has at Port Alberni its farthest west branch and at Prince Rupert its farthest north branch. During the month that followed my attention was about equally divided between Vancouver and Nanaimo, and at Nanaimo we

were able to increase our membership from twenty-two to fifty-six members, and what was more important, end a condition that had hitherto existed under which we had had a local association and a branch of the R.M.A. of Canada operating in the same office.

Interested in Association

Other points visited have included Chilliwack, Duncan, Courtenay and Cumberland, while a trip was also made to other Fraser Valley points as far up as Mission. During the year numerous enquiries have come through from merchants both in the towns and country places asking for information as to membership in the Association. Some of these replies have been sent stating that the organizer would visit them in due course, while in others application cards have been sent, inviting them to take out membership by mail, which in several cases has been done. This method has only been adopted where the expense of a personal visit made it impossible to reach the merchant. An example of this is the case of a merchant at Willow River, which to the best of my knowledge is somewhere around the Prince George district, while we have another membership to recall from the top of Crow's Nest Mountain, this membership being entirely unsolicited.

A number of different attempts have been made to get a hearing of the merchants at Victoria, but so far entirely without success.

A Branch of Fifty Members

Early in 1919 the Provincial Secretary and I waited personally upon a number of representative retailers with a view to having them come to a meeting and hear for themselves what the claims of the R.M.A. of Canada actually were. In addition to this, some five hundred invitations were sent through the mail calling a meeting on a certain date, the result was an attendance of about fifteen. From that beginning a branch of approximately fifty-five members has grown, but it has taken many months to accomplish that result, and if this Convention regard Association work simply as a dollars and cents proposition, then I have to say that the organization of the Vancouver merchants has absorbed more money and time than the results would appear to warrant. I feel confident, however, that no such narrow viewpoint will be allowed to color discussion of this report, for it will be realized at once that an organization of retailers in B.C. cannot be said to be representative until a strong branch is well established in the chief city of the province.

I do not claim that such a result is yet apparent, but I believe that the results in Vancouver for the ensuing year will more than justify the effort that has been put into it during 1918 and 1919.

In this connection I think it is in order to say that although Vancouver has perhaps been slow in coming forward, the executive officers of its branch have rendered splendid service to Association work in this province since they were elected, and are even now committed to a policy of organization in the city which will place the Vancouver branch upon an efficient basis, in that it will bring all sections of retailers in this city together in a way that they have never been brought before. I mention this here because while I realize that your organizer's time, which is your time and money, has been almost wholly spent in Vancouver for several months, I do not think that you would have even the possibility of a satisfactory solution of the Vancouver Association situation in sight had it not been for the close attention given to this field by your organization department.

Meanwhile, it seems to me to be a matter for satisfaction that in every case but one, branches organized in 1918 have renewed their membership this year, and in most of these cases the membership has increased.

Growing Enthusiasm

This applies, for example, to Chilliwack, where we established a branch in June, 1918. This branch is now easily fifty per

cent. stronger than when first started, and this increase was voluntary. Altogether, surveyed from the viewpoint of numerical membership, the B.C. Board of the Retail Merchants' Association of Canada stands 100% stronger than it did at the 1918 Convention, while its possibilities in this direction are as yet hardly exploited.

This observation brings me to the conclusion of my report, and in presenting it for your consideration, I have simply this to say, you have in British Columbia today the nucleus of an organization of retail merchants. It has been brought together despite many difficulties and discouragements. It is, however, your organization, and you can make of it an efficient machine functioning in your interest and in the interest of the community whom you serve, if you wish and will. If, however, this purpose is to be achieved, you must here and now, at this Convention, decide to spread the burden of responsibility over more shoulders than have borne it to date. Executive officers must be elected who can and will give the work the time and attention it involves. I do not mean by this that your present officers have not given it that time and attention, but I do wish to emphasize the necessity for a careful selection of officers for the ensuing period, which in my judgment will be the testing time for Association work in this province.

Among the resolutions dealing with the organizer's report were the following:—

It is recommended that the Vancouver branch have a paid Secretary of their own.

It is recommended that the present organizer be freed from secretarial duties and resume organization work.

At this point the Vancouver delegate asked that the organizer be left on the Vancouver field for at least a couple of months—this request was acceded to by the Board of the Convention.

The Committee also pointed out that one of the most vital items of the Committee's report was the organization of Vancouver city. As one speaker put it, "Vancouver is the very anchor of the whole B.C. organization, and unless the Association can show strong organization and real service rendered in Vancouver the work of the organizer in the outside field is rendered exceptionally difficult."

A full explanation of the new insurance service of the Association was given at the evening session Tuesday. It has not been found advisable to attempt to found their own insurance company as has been done successfully by the Saskatchewan branch, but a close working agreement has been reached with the North-Western Mutual Fire Association of Seattle, whereby the Association conducts their own agency for the writing of the members' policies, and members only. The Association policy holders are guaranteed a rebate on each year's premiums of from thirty to forty-five per cent., depending on the risk. The saving at all times to be thirty per cent. or over, what the premium in a board company would be. It is also claimed that all of the money paid into the company in premiums will stay in Canada, being invested in Canadian securities. The standing of the company, reserve, and past history, was obtained both from Washington and the provincial office of the Government, in Victoria, and was found to be satisfactory. The B.C. agency will be known as the Retail Merchants' Fire Underwriters Agency of B.C.; they have written several policies already, and the forms were received on Monday.

The actions of the executive in negotiating with the North-Western Mutual were endorsed by the Convention.

A glowing tribute was paid to the untiring work and zeal of the retiring president, T. F. McDowell. Mr. McDowell pointed out that according to the constitution the retiring president was still a member of the executive, and that he would work just as hard as while in the chair.

A Tribute to the B.C. Secretary

In T. J. Corley the merchants of British Columbia have a whole-hearted, enthusiastic

Association man, to whose untiring efforts much of the present gratifying progress of the B.C. Board of the Retail Merchants' Association of Canada is due. When he took charge of the two organizations extant in 1914, the Vancouver Retail Grocers' Association, and the Retail Merchants' Association of B.C., he realized that a much greater field would be opened and much more progress would be possible if the Associations in this province were allied with similar Associations throughout the balance of the Dominion. The logical way was to have the existing Associations gradually merged into a Board of the Retail Merchants' Association of Canada and late in 1917 things began to shape up this way. With the able assistance of Mr. Haugham, an organizer of a magnetic and genial personality, a board was formed; many of the outside points in B.C. have their own local association of the R.M.A., and we may shortly expect to hear that the Vancouver Retail Grocers' Association and the Vancouver Butchers' Association have been merged into the Vancouver branch of the R.M.A. With this strong pivotal branch in good working order, the greater success of the organization of the remainder of the province of B.C. may be engineered. If further need might be urged for organization it need only be pointed out that the Oriental traders have the very strongest kind of an organization. The Japanese merchants were the only ones to, as an association, have a float in the recent peace pageant. The Oriental Association hired the best K.C. in Vancouver to fight for their interests during the city's attempt to collect business license fees—and they had a measure of success.

Convention Briefs

Professor Struthers gave an illuminating address to the delegates on "Character analysis at first sight." He gave a very interesting and correct reading of the natures of Mr. Phillips, of New Westminster, and Mr. Daykin. At one point the whole convention was thrown in an uproar when the Professor said, speaking of Mr. Daykin, "I should say that you would appreciate a droll, quiet, subtle witticism, whereas Mr. Phillips might enjoy a more hilarious joke." From the laughter this provoked we could but wish we had heard the jokes with which Mr. Phillips must have been regaling some of the delegates.

Mr. Murphey, of Nanaimo, seemed loth to remove his hat. It's no disgrace, Murphey, you never see grass on a busy street.

At the banquet at the Hudson's Bay, Professor Harper sang his own song, "Here's how, Vancouver." He was under a handicap, as no piano was available. However, Mr. Howker, Ernest McTaggart, and a few other lusty thrushes helped out splendidly.

The member from Port Alberni was so engrossed in watching the fireworks above the fair grounds that he pretty nearly moved an amendment to the motion to adjourn.

When the time came to sing "God Save the King," the entire assemblage voted that the Second Annual Convention of the B.C. Branch of the Retail Merchants' Association of Canada was an unqualified success.

Those Present at Convention

Among those present at the Convention were the following:—

K. Evans, South Vancouver; M. J. Phillips, accredited delegate, New Westminster; R. Fox, accredited delegate, Chilliwack; G. H. McRobbie, accredited delegate, Vancouver; R. H. Ormond, Nanaimo; F. G. Fox, Port Alberni; R. A. Thorpe, Duncan; Mr. Whitehouse, Armstrong.

Visitors who registered were as follows: G. A. Howker, prov. treasurer; D. H. Kent, President McDowell, W. M. Carson, H. C. Wilson, D. Shantz, J. Harkness, J. F. Merrilees, S. Des Brisay, A. T. Bridgeman, M. Rikson, E. R. Wilson, J. T. Crowder, T. H. White, E. R. McTaggart, E. A. Davey, C. Clarke, F. Cluff, J. W. Cornet, R. M. Tod, D. O. Bowen, J. M. Watson, H. Morrow, E. G.

Continued on page 46.

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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EDITORIAL BRIEFS

THE Belleville, Ont., city council has passed a by-law requiring that potatoes are to be sold by weight in the market and the stores of the city.

* * *

IT LOOKS as though W. F. O'Connor is in danger of dying of loneliness. Despite the fact that he called upon all and sundry who had any grievance regarding the cost of living to air to appear before him on Monday of this week at Hamilton. Now Hamiltonians have been wailing as loud as others regarding the iniquities of those who provide them with food, but in answer to Mr. O'Connor's invitation only six persons attended, two of them wholesale grocers. Judging from the Commissioner's remarks, he does not feel inclined to strew the benefits of his office over those who do not take enough interest in the investigations to come out and kick.

ELOQUENT FOR ALCOHOL

ONE John T. Vick, Labor candidate for a Toronto riding, speaking in the interests of the Citizens' Liberty League at a recent meeting, was the originator of this thought:

"If prohibitionists would go out and do an honest eight hours' work—a thing they never have done, and that's no lie—they would want something stronger than pink lemonade when they got finished."

Presumably the world is divided into two classes, the liquor user who works and the prohibitionist who doesn't. A simple system of division unhampered by facts and figures and the record of experience. It has yet to be proven that the work of the world has been advanced through the use of alcohol in any form. The evidence to the contrary is about us everywhere. A cause that uses such arguments as that quoted above proclaims aloud its own weakness.

PROVING IT TO THE DEALER

THE Indian Packing Company, of Green Bay, Wisconsin, manufacturers of Council meats, in a double-page spread in colors in *Saturday Evening Post* of September 13, have this to say:

"When our salesman calls on your grocer he carries a sample case of Council meats—so that the grocer can try them before he buys them. One taste is sufficient proof to the grocer that when it's your turn to try them you will want to buy them, too."

This statement in advertising is a further corroboration of the contention that CANADIAN GROCER has vigorously maintained, that the most important step in the machinery of distribution is to convince the dealer of the merits of the product.

Inferentially the advertisement quoted above suggests that the grocer will suggest the sale of this line of goods because by actual demonstration the goods have been satisfactory to him. There is no use proving anything to the grocer who merely waits for a cultivated demand to move the goods from his shelves. The Indian Packing Company therefore very evidently has confidence in the dealer as a salesman.

THE COURSE OF WISDOM

RECENTLY an Ottawa grocer was brought before W. F. O'Connor charged with selling sugar at 3 cents a pound profit in defiance of the Board's order that the profit to the retailer should not exceed 1 cent a pound.

There unquestionably exists in the mind of many grocers the impression that this new regulation is unjust to them. There is every reason for this belief, because one cent a pound on sugar does not represent half what it costs to do business. However, such is the law, and the law must be obeyed. The grocer who lets his sense of grievance lead him into breaking the law will do himself a great injury.

The trade at the present time is at the mercy of the agitators, who see in every charge an extortion of some kind. The Board of Commerce has set a standard of 1 cent a pound as a fair price. It will be so considered by the public, and even were there not a law to maintain this price the merchant would do well to abide by it, as anything above would unquestionably be considered an excessive profit. It only remains to obey the law, and to wait for a return to reasonableness on the part of the public.

CURRENT NEWS OF THE WEEK

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

Maritime

Castle and Gesner have opened a grocery business in Halifax.

J. & T. Morris, Water Street, Charlottetown, P.E.I., are fitting up a modern sanitary factory and plant for the manufacture of the highest grade of soft drinks.

A warehouse, owned by A. M. King and F. C. Whitman, Annapolis Royal, Nova Scotia, and used for storing and assorting fruit, has been purchased by the Graham Company Ltd., Belleville, Ont., and will be used for the evaporation of apples and other things as soon as an evaporating plant can be installed.

Robin, Jones & Whitman, Ltd., the big fish concern at Caraquet, whose large and modern building at that place was destroyed by fire on July 24th last, are now planning for the erection of a structure at least as large and as completely equipped as was the former building.

Quebec

I. Slovitch, grocer, Montreal, has sold to Holmckton Bros.

J. C. Thompson, broker, Montreal, returned from a business trip to New York.

The Evangeline Cider Co., Bridgetown, N.S., was awarded a diploma for its display at the Quebec Provincial Exposition.

The following businesses have been registered in Montreal: J. D. Arsenault, wholesale provisions; J. G. Amann, jams, etc.; Marche Economique, provisions.

Ontario

W. B. Gates, grocer, Hamilton, has sold out.

A. J. Langley has opened a groceteria at Welland.

John H. Isaac, grocer, Toronto, has sold to E. J. Spink.

Mrs. S. Barker, grocer, Toronto, has sold to Luke Mills.

R. D. Henry, grocer, Toronto, has sold to T. H. Meredith.

B. Lampert, grocer, Toronto, has sold to Solomon Bassin.

John H. Isaac, grocer, Toronto, has sold to E. J. Spinks.

J. Strachan, grocer, Toronto, has sold to Harold Hodnett.

W. G. Bonham, grocer, Toronto, has sold to R. I. Legaty.

Gertrude Sharp, grocer, Hamilton, has sold to Ruben Nablo.

Chas. Etheridge, grocer, Hamilton, has sold to Mr. Littner.

Jas. Boyd, grocer, Ottawa, has been succeeded by F. Martin.

John Clough & Son, Stoney Creek, have sold to Thos. Dale.

John Scadding, grocer, Toronto, has sold to Lawrence Putnam.

W. B. Gates, grocer, Hamilton, has sold to J. D. Cummings.

W. H. Gordon, grocer, Ottawa, has been succeeded by H. J. Hill.

Wm. Durance, grocer, Hamilton, has sold his Sherman Avenue branch to J. Hursley.

Wm. Battiste, grocer, Toronto, has sold to the Riverdale Grocery Co.

John Grant, grocer, Amherstburg, is advertising his business for sale.

R. D. McComb, grocer, Ottawa, has been succeeded by W. J. Kealey.

Mrs. A. T. Elliott, grocer, Smith's Falls, has sold to R. A. Corbett.

Hamshar and Challacomb, groceries and meats, Birchcliff, have sold to C. E. Grigg.

A. H. Mealing, who for some time conducted a grocery business in Orillia, Ont., has recently purchased the grocery business of W. P. Leader, situated at the corner of Queen street and Balsam ave., Balmy Beach, Toronto.

Wm. Ostrander, general merchant, Ostrander, Ont., has sold to J. A. Cadman.

The estate of E. Berube, Amherstburg, general merchant, has been succeeded by Brown and Kitler.

Alfred North has purchased the Rosenberg grocery business on Richmond St. S., London, Ont.

C. Morris, of C. Morris & Company, C.P.R. Building, Toronto, is sailing on September 20th to visit the British and Colonial markets in the interests of his firm.

The general store business and stock conducted for several years by W. S. Stoner at Frome, has been purchased by Wilfred M. Silcox of St. Thomas, Mr. Silcox to take possession about September 1. Mr. Silcox has been employed as head clerk with R. Stirling, clothier, Talbot street, for the past year or more.

Western Provinces

Albert Dolwig, grocer, Regina, has sold to E. J. Butler.

Jos. Podbielancik has purchased the grocery business of G. Kossoff, in the G. F. Johnson Block, Fernie, B.C. For the past year he has conducted a business in the north end.

The White Rock Packing Co. commenced business recently at White Rock, B.C. The first product put up by the company will be Semiahno Bay crabs.

J. C. Freeman & T. B. Young have purchased the stock and goodwill of the Summerland Supply Company, Summerland, B.C. They will carry on a general store business under the trade name of The Summerland Mercantile Co., Ltd.

OPENS BROKERAGE BUSINESS

H. S. Joyce has opened a brokerage business in Montreal with offices at 903

Southam Building, and will conduct a general trade in confectionery and grocery lines.

Mr. Joyce is a son of H. Joyce, and a grandson of A. Joyce, who recently retired from the catering business in Montreal, with which he was continuously connected for forty years. Mr. H. S. Joyce was actively associated with the business for some six years, and brings to his new venture an experience that should be of value, particularly in the confectionery feature of it.

SMALL'S, LIMITED, APPOINT SELLING REPRESENTATIVES

Small's Limited, Montreal, have made a change in their sales distribution policy, necessitating the appointment of several sales representatives in various parts of Canada.

I. R. F. Fisher, Toronto, will have Ontario territory under his direction, his territory extending as far west as Port Arthur.

From Saskatoon to the coast, embracing territory as far south as Moose Jaw and north of this, Lieut. J. E. Mireault, Edmonton.

Territory south of Moose Jaw to Prince Albert on the north and as far east as Port Arthur, W. F. Jutras, Brandon.

Maritime Provinces, New Brunswick, Nova Scotia, P.E.I. and Newfoundland, Lieut. F. Chester Binney, Moncton.

The appointment of this representation, Small's, Limited, state, will facilitate the sale of their products throughout Canada to better advantage.

JOHN McMILLAN OF VANCOUVER DIES

Was Well and Favorably Known Throughout the Province

Vancouver, B.C. — John McMillan, president of the Vancouver Wholesale Fruit and Produce Dealers' Association, and manager of the British Columbia Farmers' Exchange, died at the General Hospital, Vancouver, on Monday of this week, after an illness of some weeks. Mr. McMillan was born in Glasgow, Scotland, fifty years ago, and comparatively early in life cast in his lot with the Pacific province, settling first at Revelstoke. From that city he came to Vancouver about nine years ago, where he became the first manager of the Vancouver Public Market. His success in this position led to his selection for the managership of the Farmers' Association. Mr. McMillan was active in all charitable works, a staunch Anglican, and choir leader of St. Paul's Church. His two sons, Duncan and John, were associated with him in the work of the Farmers' Association.

MILK PRODUCERS MUST HAVE BOARD'S SANCTION TO INCREASE PRICE

"The Toronto Milk and Cream Producers' Association must apply to the Board of Commerce in order to receive the necessary authority to increase their prices," Mr. O'Connor explained in reference to the proposal of the association to advance their prices, "and at the present time we should not be disposed to authorize any increase in milk prices."

COBOURG, ONT., BONUSES PACKING PLANT

A by-law to grant the Douglas Packing Company \$5,000 towards securing an adequate supply of water for their new plant just established here, was carried by the property owners of Cobourg, with only 34 dissenting votes. The new industry has just erected five new buildings on the site of the old steel plant.

SUGGESTS MAIL-ORDER STORES TO HANDLE NECESSITIES OF LIFE

Establishment by the United Brotherhood of Maintenance of Way Employees and Railway Shop Laborers of a chain of departmental mail-order stores to handle necessities of life direct from producer and manufacturer to consumer for the purpose of reducing living costs was recommended to the convention of the organization at present meeting in Detroit by Grand President Allan Barker. Recommendation proposes immediate opening of the first of these stores and selling at 25 per cent. below present price, gradually extending the chain throughout Canada and the United States.

President Barker also recommended that the brotherhood go into the manufacture of various necessities that reduced costs to labor organizations.

ANOTHER CO-OPERATIVE IDEA

Organization of a veterans' co-operative store company for the operation of a chain of stores in Manitoba is being considered by the Great War Veterans' Association, it was announced recently. If the scheme is consummated it will mean the establishment of 100 stores in Manitoba, fifteen of which would be in Greater Winnipeg, one for each branch of the association.

It is planned to make Winnipeg the clearing centre for all the outlying branches, with a system of co-operative purchasing, selling and exchange in all commodities, including beef, pork, dairy and farm produce, general groceries and clothing. Funds are to be obtained by the sale of shares, the total capital to be pooled and profits divided. The association is considering the appointment of a managing director.

MR. BAIN ARRIVES IN ENGLAND

A cable was received in Winnipeg during the past week to the effect that Donald H. Bain, who has gone to England on a business trip, had arrived and was on his way to their new offices in London.

HOT SHOT FOR THE ADVERTISING SLACKER

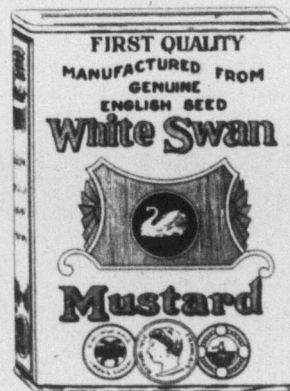
Continued from page 27

instead of using general terms in his announcements that he use his space once a week to clear out odd lines. This the merchant began to do, with such, to him, wonderful results, that he has developed into a consistently good advertiser. The story was told of another merchant who used a half page space to announce a special bargain sale, and who went further and decorated the exterior of his premises to make it appear something unusual was happening. This effect was achieved by taking large colored posters, cutting them in half, and making each half sheet into the form of a pennant with the paper cutter. On each of these paper pennants was printed the one word "SALE." Varied colored paper was used, and the plate glass windows decorated in such a way as to not affect the window dressing.

The Clarion is a good instance of a healthy country paper, and its service to advertisers has placed it where it is with a circulation of 1,050. Its advertisers are increasing their space to such an extent as a result of their success that they are automatically being forced off the front page, and it is the intention of the publishers to present a solid news front on page one just as soon as present contracts expire.

PRINCE EDWARD ISLAND FAIR DATES

The following dates have been set for fall fairs in Prince Edward Island: Provincial Exhibition, Charlottetown, September 23 to 27. Summerside, Oct. 1 and 2; Georgetown, October 1; Souris, Sept. 29. Smaller fairs in the shape of school fairs will commence on September 29 and will continue until about October 10.



The above illustration shows the new package of White Swan mustard just being introduced to the Canadian trade. It is a very attractive package with labels in three colors. It states on the

package that the mustard is made from genuine English seed, and is guaranteed to the trade as strictly high grade. This new package is from the plant of White Swan Spice & Cereal Co., Toronto.

The Cannon Canadian Company, Limited, Toronto, have recently placed on the market in Canada a new gelatine package, as shown by the accompanying

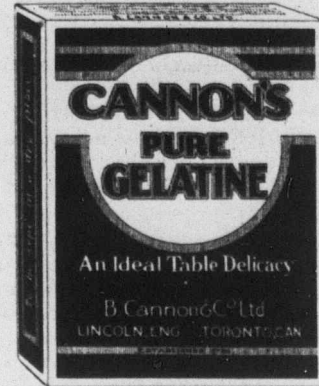


illustration. The package is printed in two colors—blue with a buff border, and the wording is in both French and English. That is, on one side of the package it is in French and on the other, English. The company points out that in each package there are two envelopes of gelatine, sufficient to make two quarts of jelly.

"Quality" rolled oats is a new product appearing on the market in Canada.



made by the Canadian Cereal and Flour Mills Co., Ltd., Stratford, Ont. It is manufactured at their factory at Tillsonburg. The package has a distinctive design, illustrating a sower scattering seed on newly cultivated soil. The illustration on it is in two colors, blue and red. The Canadian Cereal and Flour Mills Co., Ltd., also manufacture "Quality" Brand cream farina, health bran, split peas, Brose meal, pot barley and pearl barley. They make for infants, "Quality" Brand oat groats, barley groats and diabetes flour. An illustration of the new package of rolled oats

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE market in groceries for the past week has not been very marked. Sugar still is the centre of interest, and fortunately the situation seems to be improving.

MONTREAL—A number of important changes are made this week in commodity prices. Atlantic Sugar Refineries have advanced refined sugar price to \$11. There is more sugar available and the outlook is greatly improved. Canned beans are advanced in one quarter and peas are firm. Kipper herrings are again available at firm prices. Coarse salt basis is somewhat changed and the weight of bags is reduced. Package rolled oats and bulk oats are higher in price. Cornmeal tendencies are lower. Pressed hops are advanced 3c per lb. Hand cleaner of one brand is up 20c per doz. Mincemeat is up in price as is also saltpetre and baking soda in packages. Raw sugar crystals are marked higher. Dried apples, apricots, peaches, pears and prunes are marked up. Molasses is two cents higher in one quarter. Tea is advanced in this market as noted elsewhere. Cloves are scarce and likely to be higher in price. Nuts are firm, as are also rices and tapioca.

Declines of price are applicable for hay and grain. Some fruits are slightly reduced in price as are also vegetables. There is a good movement of most lines. Coffee undertone is somewhat easier and that for corn syrups, too.

TORONTO—The grocery market during the week has been rather dull with few price changes to record. Fortunately the sugar situation seems to be gradually easing up, and there are more refineries offering stocks this week than for some time, and it is believed that the worst of the shortage is past, and that within a short time the production will have caught up with the demand. The Atlantic Sugar refinery this week advanced its prices 50 cents. There is a generally easier feeling noticeable in coffee, following the duller tone of the American market prices in several lines

are quoted somewhat easier. Tea remains firm with every indication of a continuance of this tendency. Oat products generally are easier this week, a decline of about 50 cents being noticed in rolled oats and oat meal.

In the produce lines the changes are still more noticeable, live hogs have declined a dollar with every indication of further declines before the end of the week. As a result all fresh pork lines are showing a markedly easier feeling, declines of two to four cents a pound being the order of the day. Declines in cured meats are not reflected as reported, but even here there are some changes noted. Eggs show a firm tendency and there is quite a marked scarcity, some stocks being withdrawn from storage to meet the demand. Cheese is in a somewhat unsettled position, owing to the uncertainty as to the future export movement.

WINNIPEG—There has been a material improvement in the delivery of sugar to the prairie provinces, especially in Saskatchewan and Alberta. Tea prices are very firm, and there have been advances recorded in several lines. Coffee on the other hand has shown a decline of about three cents, but seems likely to remain firm at these figures, with a gradually strengthening feeling. Mustard seed may advance, and there is a general firmness in all spices. Substantial quantities of American rices are offering and there is a fair buying movement despite the high prices. There have been some declines in certain packs of canned meat. Tentative prices have been named on canned tomatoes and corn, and these prices are regarded as surprisingly high.

VANCOUVER—The sugar situation is showing some improvement in this market. Quotations from the Orient have been received, but owing to the advance in silver the prices landed in Vancouver would be prohibitive. There have been a number of changes more especially in produce lines, where a variety of products have followed the declining price of hogs, and register materially lower figures.

QUEBEC MARKETS

MONTREAL, Sept. 17.—Quite a considerable business was done in various grocery lines last week. There has been, on the whole, a maintenance of prices and the outlook is that from now on these will be more stable. One jobber predicts fewer changes. The available supplies are reasonably good but some shortages exist.

Pressed Hops Higher; Hand Cleaner 20c

Montreal.
PRESSED HOPS, HAND CLEANER.—An advance of 3 cents a pound is made for new pressed hops, a supply of which has just come to hand. These are selling to the trade at 45c to 46c per pound. "Boss" hand cleaner is up 20c per dozen to \$1.20.

Mincemeat Advances; Granulated Saltpetre

Montreal.
MINCEMEAT, SALTPETRE.—An advance is made for Wethey's mincemeat, the jobbing price now being \$1.90 per dozen or \$5.50 per case.

Granulated saltpetre is now offered in bags of 110 lbs. net, and at a price of 9c per lb.

Reductions Made For Coarse Salt; Soda Up

Montreal.
SALT, SODA.—A reduction in the weight of coarse Liverpool salt has made a change of price necessary. The weight of bags now is 130 lbs. instead of 140 and the price on the new weight sack is \$1.50.

Cow Brand Soda is selling in jobbing quarters at \$3.75 per case.

Starch Marked Up; Camphor; Raw Sugar

Montreal.
STARCH, CAMPHOR, SUGAR.—Advances have been made this week in the prices of "Beef" brand starch. The new price is \$3.75 for half cases and \$7.50 for full cases, the increases, respectively being 25c and 50 cents per case.

Camphor is very scarce and the price has been advanced \$1 per lb. to \$5.50. Raw crystal sugars are also advanced, \$10.50 to \$11 per 100 lbs. being quoted.

More Sugar Melted; One Refiner Advances

Montreal.
SUGAR.—Decided improvement has been reported in the matter of sugar supply and the trade, while not receiving nearly all the sugar it requires, is getting frequent shipments. Jobbers are better pleased and are sending out supplies to the retailers as fast as the refiners furnish them with stock. One refinery, the Atlantic, has advanced its price to \$11, this increase of 50c per 100 pounds going into effect on Monday morning.

Atlantic Sugar Company, extra granulated sugar, 10 0lbs. 11 00
Acadia Sugar Refinery, extra granulated 10 50
St. Lawrence Sugar Refinery..... 11 00

Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	10 50
Icing, barrels	10 70
Icing, 25-lb. boxes	11 10
Icing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 00 10 10 10 60
Yellow, No. 2 (Golden)	9 90 10 00
Yellow, No. 3	9 70 9 80
Yellow, No. 4	9 60
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 98
Cubes and Dice (asst. tea), 100-lb. boxes. 11 10	
Do., 50-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (70-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

Greater Spread on Canned Bean Prices

Montreal.
CANNED GOODS.—The only price change in canned goods reported this week is that for golden wax and refugee beans. The spread of quotations is greater, and the actual quotations are \$1.85 to \$2.10 per dozen. There is a fair movement of new pack goods although the retail trade is not buying very freely as yet.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	5 75	5 75
Asparagus, imported (2 1/2)s.	4 85	5 25
Asparagus tops (Canadian)	4 00	
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.	0 95	0 95
Corn (2s)	2 10	2 35
Carrots (Alced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	2 85	2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 50	1 50
Tomatoes, 2 1/2s	2 10	2 10
Tomatoes, 3s	2 15	2 15
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2's (doz.)	1 10	1 10
Pumpkins, gallons (doz.)	3 25	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92 1/2	1 97 1/2
Peas, extra fine, 2s	3 00	3 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Potato, Can. sweet, 2 1/2-lb tins	2 75	2 75
Do., 2-lb. tins	1 35	1 35
Onions (in bls. 49 wine gals.), gal.	1 35	1 35
Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	4 65	4 65
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 60
Cherries, white, pitted	4 40	4 60
Gooseberries, 2s, heavy syrup, doz.	4 65	4 65
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.	2 80	3 00
Do., No. 2	3 75	4 00
Do., 2 1/2 (best)	2 50	2 90
Pears, 2s	2 50	2 95
Do., 2 1/2s	1 90	1 90
Do., 2s (light syrup)	3 60	3 60
Pineapples (grated and sliced), 2s	4 50	4 50
Do., 2 1/2s	4 50	4 50

Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	2 45
Do. (light syrup, 2s)	2 00	2 00
Raspberries, 2s, black or red, heavy syrup	4 65	4 65
Do., 2 1/2s	4 65	4 65
Strawberry, 2s, heavy syrup	4 65	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	2 15	2 15
Do., 1/2s, flat	1 12 1/2	1 12 1/2
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	2 25	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/2-lb., doz.	1 37 1/2	1 37 1/2
Pale, 1 lb., doz.	2 37 1/2	2 37 1/2
Pinks, 1/2-lb., doz.	1 62 1/2	1 62 1/2
Chums, 1-lb. talls	3 75	3 75
Cohoes, 1-lb. flats	2 25	2 25
Cohoes, 1/2 lbs., flat	1 75	1 75
Red Springs, 1-lb. talls	4 00	4 00
Red Springs, 1/2 lb.	2 45	2 45
White Springs (1s)	2 30	2 30
Salmon, Gaspe, Niobe Brand		
(case of 4 doz.), per doz.	2 25	2 25
Labrador salmon, 1-lb. flat.	3 60	3 60
Alaska, red, 1-lb. tall	4 50	4 50
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	1 90
Herrings, kippers, dz. (4 dz. case) ..	2 25	2 85
Herrings (tomato sauce), doz.	2 25	3 25
Haddies (lunch) (1/2-lb.)	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/4s)	26 00	26 00
Oysters (Canned)—		
5 oz., doz.	2 60	2 60
10 oz., doz.	4 20	4 20
Lobsters, 1/2-lb. doz.	3 00	3 10
Do., 1/2-lb. tins, doz.	5 10	5 10
Do., 1-lb. talls	8 25	8 25
Do., 3/4-lb., doz.	6 00	6 00
Do., 1-lb. flats	8 25	8 25
Lobster paste, 1/2-lb. tins.	3 50	3 50
Sardines (Amer. Norweg'n style)	14 50	14 50
Sardines (gen. Norwegian)	25 00	25 00
Sardines—Canadian brands (as to quality), case	5 25	17 50
Sardines, French	32 00	32 00
Scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snack No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 25	2 40
Crabs, No. 1 (es 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river) (1 lb.), doz.	1 90	1 90
Scotch Snack, No. 1, dz., Montreal	2 50	2 50

Foreign-grown Beans Affect Canadian Price

Montreal.
BEANS AND PEAS.—The arrival of larger supplies of Japanese beans has been a factor, it is said, in keeping the price of Canadian varieties down. There has been no actual price change this week but best varieties are holding quite firm at around \$5 to \$5.25 per bushel.

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

A Firmed Market Obtains For Rice

Montreal.
RICES, TAPIOCA.—Firmness continues to rule in this market for both products. There is a routine demand but this is only seasonal, and what good rices are available are to be had only at fully maintained prices.

Carolina	17 00
Honduras	18 00
Siam No. 2	13 00
Siam (fancy)	12 00
Rangoon "B"	12 75
Rangoon "C"	12 50
Mandarin	13 75
Peking	13 00
Patna	0 14 0 15 1/2
Japan	0 16

Broken rice, fine	7 00	7 50
Do., coarse	8 50	
Tapioca, per lb. (seed)	0 13	0 15
Tapioca (pearl)	0 13	0 15
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

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

**Some New Nuts in;
Various Peanuts Scarce**

Montreal.
NUTS.—It is extremely difficult to obtain various grades of peanuts from the United States, one importer states. Virginia grades are not to be had in any but small quantities. Chinese and Japanese grades have been more freely offered of late. The basis for these is lower than that for the Virginia grades. This week supplies of Chilean walnuts and of Naples filberts have been received by one of the local jobbing houses.

Almonds, per lb.	0 28	0 28
Almonds (shelled)	0 67	0 60
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 28	0 38
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 29	0 31
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Peanuts —		
Jumbo	0 20	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	0 14	
Peanuts (salted) —		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 90	
Walnuts (Spanish)	0 30	0 33

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

**New Dates to Hand;
Apples; Apricots Up**

Montreal.
DRIED FRUITS.—There has been quite a little readjustment of quotations for dried fruits, including advances for apples and pears, peaches and apricots. There also has been some changing of price on prunes, increases being made for the larger kinds and some lower prices applying on the small. New crop fruits are now said to be rolling from the California production points.

Apricots, fancy	0 32	
Do., choice	0 25	0 30
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	0 24	0 27
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 20	0 25
Drained Peels (old) —		
Citron	0 45	
Orange	0 43	0 44
Citron	0 59	0 60
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateles, 2 crown	0 16	
Do., 1 Crown	0 14	
Do., 3 crown	0 18	
Cal. seedless, cartons, 16 oz.	0 28	
Choice seeded, 12 oz.	0 14	
Fancy seeded	0 14	
15 oz.	0 16	0 19
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	
Seedless, 16 oz. pkg.	0 23	
Currants, old pack, 16 oz.	0 24	0 27
Currants (Amarites), loose	0 27½	
Dates, Excelsior, per case (36-lbs)	6 25	
Fard, 12-lb. boxes	8 25	

Packages only	0 10	0 20
Do., Dromedary (36-10 oz.)	7 25	
Packages only, Excelsior	0 20	
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	
Do. (28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Figs, Spanish (cooking), 22-lb. boxes	0 14	
Prunes (25-lb. boxes) —		
30-40s	0 32	0 35
40-50s	0 30	
50-60s	0 25	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	0 16	0 17
Peels —		
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

**Molasses is Higher;
Corn Lower; Syrup Not**

Montreal.
SYRUPS AND MOLASSES.—One local jobbing house has advanced the price of molasses 2 cents a gallon. Others may increase their quotations at any time. There has been quite a marked decline in the price of corn, but as yet there is no reduction in the price of syrup. It takes awhile before the advance of price for corn or a decline really affects the price of syrup, Chicago basis being that on which prices are figured and supplies taking some time to come from there.

Corn Syrups —		
Barrels, about 700 lbs., per lb.	0 08¼	
Half bbls.	0 08½	
Keys	0 08½	
2-lb. tins, 2 doz. in case, case	5 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, ½ doz. in case, case	5 75	
20-lb. tins, ¼ doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
3-gal. 38½-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
White Corn Syrup —		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz. in case, case	6 55	
10-lb. tins, ½ doz. in case, case	6 25	
20-lb. tins, ¼ doz. in case, case	6 20	
Cane Syrup (Crystal) Diamond —		
2-lb. tins, 2 doz. in case, per cs.	7 50	
Barrels, per 100 lbs.	10 00	
Half barrels, per 100 lbs.	10 25	
Glucose, 5-lb. cans (case)	4 80	

Barbadoes Molasses —				Island of Montreal
Punchoons	0 98	1 03		
Barrels	1 01	1 06		
Half barrels	1 03	1 08		
Antigua Molasses —				
Punchoons	0 98	1 00	1 03	1 05
Barrels	1 01	1 03	1 06	1 08
Half barrels	1 03	1 05	1 08	1 10

**Big Lots Sugar Bought
At 22c; Honey Steady**

Montreal.
MAPLE PRODUCTS, HONEY.—A large user of maple sugar stated to CANADIAN GROCER this week that he had paid 22 cents per pound for car lots of sugar. The product is said to have left first hands quite entirely and so the tendency is to hold supplies at firm price. There is a light but steady demand. Honey is steadily held without change, and of this there is a fair movement.

Maple Syrup —		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover —		
Comb (fancy)	0 30	

Comb (No. 1)	0 26	
In tins, 60 lbs., per lb.	0 24	
30-lb. pails	0 25	
10-lb. pails	0 20	
5-lb. pails	0 25	
Buckwheat, 6-lb. tins, lb.	0 18	

**Coffee Unchanged,
But Easing Tendency**

Montreal.
COFFEE, COCOA.—No actual change has developed in the coffee market, locally. The tendencies outside have been easier, buyers have been purchasing lightly, and the probabilities are that lower quotations may be in effect if the outside market rules as it has for the past week or two. The cocoa movement is steady and seasonal and the tendency quite a firm one.

Coffee —		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 42½	0 44
Jamaica, lb.	0 40	0 43
Mocha (types)	0 44	0 47
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa —		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In small size, per doz.	1 10	

**Teas Marked Higher;
Many Go To States**

Montreal.
TEAS.—An actual advance in the price on better grade teas has been effected, the increase being from 3c to 5c on the range of prices appearing below. Finest grades are selling at 80c to \$1 per pound—that is for Japans. A great deal of movement of best teas has been going on of late—teas that were shipped from the growing centres with optional destinations. The movement of medium quality teas is satisfactorily good.

Pekoe, Souchongs, per lb.	0 48	0 51
Pekoes, per lb.	0 52	0 55
Orange Pekoes	0 60	0 65
Japan Teas —		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

Javas —		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**A Steady Trade For
Spices; Cloves High**

Montreal.
SPICES.—The movement of spices to the trade has been pleasing to the importers and wholesalers and a great deal of activity has been manifest. The undertone continues a steadily firm one and the clove basis is especially strong and firm with advances not unlikely.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon —		
Rolls	0 55	
Pure ground	0 85	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 85	
American high test	0 80	0 85
Ginger	0 30	0 40
Gl. ger (Cochin or Jamaica)	0 35	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27

Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 30	0 40
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

Bulk and Package Oats Are Higher

Montreal.
CEREALS.—The market on rolled oats is higher, and one jobber is quoting bulk at \$5.10 per 90 pound sack. Porridge oats in packages are also advanced 45c per case, the new prices being \$6.45 for the small and \$6.25 per case for the large. Corn markets have been lowering and a change may soon be made in the way of a reduction of cornmeal. In the meantime there is quite an improved sale for cornmeal, dealers filling in their depleted stocks.

Self-raising Flour—

3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Gold Dust	6 00
Golden	5 75
Barley, pearl	6 00
Barley, Pot, 98 lbs.	5 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	5 50
Hominy grits, 98 lbs.	6 00
Hominy, pearl, 98 lbs.	6 00
Graham flour	5 75

Oatmeal (standard - granulated and fine)

6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	4 60
Peas, Canadian, boiling, bush	4 00
Split peas (per 98 lbs.)	6 00
Rolled oats, 90-lb. bags	5 40
Rolled oats (family pack), case	5 60
Rolled oats (small size), case	2 00
Oat flakes (case 20 pkgs.)	5 60
Rolled wheat (100-lb. bbls.)	7 10

Porridge Wheat—

Packages, 36 in case	6 45
Packages, 20 in case (family pack)	6 25
Puffed wheat, sack	4 25
Puffed Rice	5 25
Wheat Food, 18, 1½s	3 25
Tapioca flour, lb.	0 15

Decided Firmness In Flour Markets

Montreal.
FLOUR.—Markets are steadily firm, with little or no export business being done but with millers' costs reported higher than ever. Whether this will presage an advance in the quotable basis later cannot now be stated, but there is a feeling that prices may be higher. The supplies of new wheat are available for milling—particularly at Western points.

Standard Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl., in (2) cotton bags, 96 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30
Winter wheat flour (bbl.)	10 75

Demand Takes Supply of Bran and Shorts

Montreal.
MILLEFEED.—While the millers have been able to operate more uninterruptedly, the demand has continued so strong for bran and shorts as to pretty well absorb the whole available tonnage. Prices are held at the unchanged prices of \$45

and \$55 per ton and are unlikely to be lower, not for the present in any case.

Shorts—

Mixed cars	55 00
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Bran—

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

Hay is Reduced; Grain Lower, Too

Montreal.
HAY AND GRAIN.—Prices are easier on hay. The season has only opened and it will be a little while before there is much heavy trading, users buying only as their requirements demand. One heavy operator believes that \$15 hay will be available before the end of the year. Oats and barley are ruling on a reduced price basis, around 3½c per bushel being the drop on oats and 11c to 14c for barley.

Hay—

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

Oats—

No. 2 C.W. (34 lbs.)	0 97½
No. 3 C.W.	0 96½
Extra feed	0 95
No. 1 feed	0 95
No. 2 feed	0 93

Barley—

No. 3 extra Ontario	1 46
No. 3	1 42

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

Cranberries At \$15.00; Bigger Fruit Range

Montreal.
FRUITS.—Cranberries are now arriving on this market and there is a price of \$15 per barrel on these. Peaches and pears, and grapes also, are available in bigger variety and there is a somewhat easier price tendency. Apples are in favor and are selling freely.

Apples—

Hampers	2 50	3 00
Barrels, No. 1	7 00	8 00
Duchess, No. 2	5 50	6 00
Do., No. 3	5 00	
Alexander		
Wentley		

Another Refinery Advances Price

Toronto.
SUGAR.—There is a gradually growing improvement in the sugar situation, though stocks are still short, and likely to remain so for some time. More refiners, however, are offering sugar, and little by little are catching up with the demand. The Atlantic Sugar Refinery this week advanced its price 50 cents, making the price \$11.21.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulat-d.	10 71
Can. Sugar Refinery, extra granulated	10 61

Apricots, box	3 25
Bananas (as to grade), bunch	5 00
Blueberries, qt.	0 30
Do., (11 baskets)	3 75
Cantaloupes, basket (12)	1 25
Cranberries, bbl.	15 00
Grapefruit (fancy Porto Rico)	4 50
Grapes (box) (30 lbs.)	3 50
Grapes, basket	0 50
Lemons, Messina	6 00
Melons (Montreal), doz.	10 00
Pears, California (110 size)	4 75
Peaches, California (box)	1 75
Peaches (small basket)	0 50
Peaches, large basket	1 25
Oranges, Cal., Valencia	6 50
288-324	4 50
250	5 00
176, 200, 216	6 00

Weather Advances Potato Basis; Eggplant at \$1.50

Montreal.
VEGETABLES.—Prices have temporarily increased for potatoes, and the bad weather of last week is responsible for this. There is a good prospect of a big potato yield here, and if the weather conditions permit farmers to harvest this the prices ought to be lower later in the season. Eggplant is to be had at \$1.50 to \$2 per dozen, according to quality. Best grades tomatoes are somewhat firmer in price.

Beans, new string, Montreal, 20-lb. bag

1 50	2 00
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Beets, new, bag (Montreal)

1 25

Cucumbers (Montreal), doz.

0 15

Chickory, doz.

0 75

Cauliflower (Montreal), doz.

1 50

Cabbage (Montreal), doz.

0 50

Carrots, bag

1 25

Celery, doz.

1 00

Corn (per bag), doz.

0 20

Egg Plant, doz.

1 50

Garlic, lb.

0 25

Do., doz.

1 50

Lettuce (curly), doz.

0 25

Lettuce (Montreal), head

0 50

Leeks

1 50

Mint

0 30

Mushrooms, lb.

1 25

Basket (about 3 lbs.)

3 50

Onions, Texas, hamper

4 00

Yellow, 95-lb. sack

7 00

Red, bag

3 00

Spanish, crate

7 00

Parsley (Canadian)

0 20

Potatoes, Montreal (90-lb. bag)

1 90

Radishes, doz.

0 25

Rhubarb, doz.

0 25

Spinach, box

1 00

Turnips, Quebec, bag

2 00

Do., Montreal

1 25

Do., new, doz.

0 40

Tomatoes (Montreal), 30-lb. box

0 50

Do., Rosc

1 00

Do., hothouse, lb.

0 28

ONTARIO MARKETS

TORONTO, Sept. 17. It has been a dull week as far as changes on the grocery markets are concerned. There have been very few variations from the prevailing prices and business conditions, while good, do not offer anything of unusual interest to record.

Another Refinery Advances Price

Toronto.
SUGAR.—There is a gradually growing improvement in the sugar situation, though stocks are still short, and likely to remain so for some time. More refiners, however, are offering sugar, and little by little are catching up with the demand. The Atlantic Sugar Refinery this week advanced its price 50 cents, making the price \$11.21.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulat-d.	10 71
Can. Sugar Refinery, extra granulated	10 61

Dom. Sugar Refinery, extra granulated... 10 16
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/4s, 45c; cartons, 50/2s, 55c.
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Firm Tone To Molasses Market

Toronto.
SYRUP AND MOLASSES.—There has been no change in corn syrups for some time. There is a fair movement,

but no indication of any change in prices. Some new crop molasses is arriving on the market, and there is a very firm tone to the trading.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/4
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 96
Cases, 5-lb. tins, white, 1 doz. in case	6 56
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	7 00

Molasses—

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

Good Demand For Package Lines

Toronto. PACKAGE GOODS.—There is a fair movement in all lines of package goods with no changes in prices noted during the week.

PACKAGE GOODS		
Roller Oats, 20s round, case		\$5 60
Do., 20s square, case	5 10	6 60
Do., 26s, case		4 00
Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 26s, family, case		5 80
Cooker Package Peas, 36s, case		3 50
West Indies, 1 1/2s., 48s.	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11 1/2	0 11 1/2
Do., No. 2, lb. cartons		0 10 1/4
Laundry starch		0 10
Laundry starch, in 1-lb. cartons		0 12
Do., Do., in 6-lb. tin canisters		0 13 1/4
Do., Do., in 6-lb. wood boxes		0 13 1/4
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		5 60
Cornmeal, 24s		3 65
Farina, 24s		2 25
Barley, 24s		2 25
Wheat flakes, 24s		5 40
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s		3 30
Buckwheat flour, 24s		3 30

Canned Goods Remain Unchanged

Toronto. CANNED GOODS.—There is a fair movement in canned goods at the present time. Some grades of jam are practically off the market, and there is a growing scarcity in many lines.

Salmon—

Sockeye, 1s. doz.	4 75
Sockeye, 1/2s. doz.	2 95
Alaska reds, 1s. doz.	4 25
Do., 1/2s.	3 00
Chums, 1-lb. tins	2 35
Do., 1/2s. doz.	1 85
Pinks, 1-lb. tins	2 35
Do., 1/2s. doz.	1 85

Cohoos, 1/2-lb. tins

Cohoos, 1-lb. tins	3 75
Red Springs, 1-lb. tins	3 75
White Springs, 1s. dosen	2 30

Lobsters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins	
Whale Steak, 1s flat doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75
Canned Vegetables—	
Beets, 2s. dozen	1 95
Tomatoes, 2 1/2s. doz.	2 25
Peas, standard, doz.	1 97 1/2
Peas, early June, doz.	2 12 1/2
Do., Sweet Wrinkle, doz.	2 40
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	
Asparagus, tins, doz.	3 85
Asparagus butts, 2 1/2s. doz.	2 50
Canadian corn	
Corn, American, 2s. doz.	2 15
Pumpkins, 2 1/2s. doz.	1 25
Spinach, 2s. doz.	1 90
Do., 2 1/2s. doz.	2 52 1/2
Do., 10s. doz.	10 00
Pineapples, sliced, 2s. doz.	
Do., shredded, 2s. doz.	
Rhubarb, preserved, 2s. doz.	2 07 1/2
Do., preserved, 2 1/2s. doz.	2 65
Do., standard, 10s. doz.	5 00
Apples, gal., doz.	
Peaches, 2s. doz.	2 87 1/2
Pears, 2s. doz.	2 35
Plums, Lombard, 2s. doz.	2 40
Do., Green Gage	
Cherries, pitted, H. S.	4 35
Raspberries, 2s. H.S.	4 65
Strawberries, 2s. H.S.	5 25
Blueberries, 2s.	2 10
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40
Jams—	
Apricot, 4s. each	0 90
Black currants, 16 oz., doz.	4 50
Do., 4s. each	1 10
Gooseberry, 4s. each	0 84
Peach, 4s. each	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s. each	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s. each	1 15

New Smyrna Figs Will Cost Fortune

Toronto. DRIED FRUITS.—Quotations have been received on the first shipment of new figs that should reach New York about Nov. 15. They will sell about 30 to 45 cents in bond, New York, for 3 to 7 crown, and 5 to 7 crown bonbon figs will probably sell at 50 to 55 cents in bond, New York. These are, of course, prohibitive prices, and it will be practically impossible to sell at these figures. It is expected, however, that subsequent prices will be easier.

New bulk dates will arrive about Nov. 7, and according to present indications, will sell from 12 to 15 cents, which though high, is not so high as to prohibit sales.

Apricots, unpitted	
Do., fancy, 25s	
Do., choice, 25s	
Do., standard, 25s	
Candied Peels, American—	
Lemon	0 44
Orange	0 48
Citron	0 47
Currents—	
Greecan, per lb.	0 22
Australians, 3 Crown, lb.	0 22
Dates—	
Excelsior, pkgs., 3 doz. in case	6 50
Dromedary, 3 doz. in case	7 50
Figs—	
Tapa, lb.	
Malaga, lb.	
Comadre figs, mats, lb.	
Smyrna figs, in bags	0 18
Cal., 4 oz. pkgs., 70s. case	5 00
Cal., 3 oz., 20s. case	3 25
Cal., 10 oz., 12s. case	2 25
Prunes—	
30-40s, per lb.	
40-50s, per lb.	
50-60s, per lb.	
60-70s, per lb.	0 26 1/2
70-80s, per lb.	
80-90s, per lb.	
90-100s, per lb.	
100-120s, per lb.	0 16 1/2
Peaches—	
Standard, 25-lb. box, peeled	
Choice, 25-lb. box, peeled	
Fancy, 25-lb. boxes	
Practically peeled, 25-lb. boxes	

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

Oat Products Show Declines

Toronto. CEREALS.—There has been an easier feeling in cereals during the week, especially in oat products, that have declined about 50 cents a bag. Rolled oats are now quoted at \$5.25, with oatmeal showing about the same decline. Cornmeal is also showing an easier tendency.

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

Tea Market Very Firm

Toronto. TEAS.—There is a continued firmness in teas that gives no indication of changing. Demand is good for all lines. Conditions in the East seem to favor further advances rather than a downward movement.

Ceylons and Indians—	
Pekoe Souchongs	0 46
Pekoes	0 48
Broken Pekoes	0 56
Broken Orange Pekoes	0 58
Javas—	
Broken Orange Pekoe	0 58
Broken Pekoes	0 40
Japans and Chinas—	
Early pickings, Japans	0 53
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 68
Do., sifted	0 67

Above prices give range of quotations to the retail trade.

Easier Feeling In Coffee Trade

Toronto. COFFEE.—There has been a generally easier feeling noticed in coffee, reflecting the dullness of the United States Market. Demand is fair, but prices generally are easier. The prices for the week are as follows:

Java, Private Estate	0 51
Java, Old Government, lb.	0 49
Bogotas, lb.	0 49
Guatemala, lb.	0 48
Mexican, lb.	0 50
Maracaibo, lb.	0 47
Jamaica, lb.	0 46
Blue Mountain Jamaica	0 53
Mocha, Arabian, lb.	0 49
Rio, lb.	0 37
Santos, Bourbon, lb.	0 46
Ceylon, Plantation, lb.	0 47 1/2
Chicory, lb.	0 30
Cocoa—	
Pure, lb.	0 31
Sweet, lb.	0 31

Spices Steady; Changes Expected

Toronto. SPICES.—There were no changes re-

corded in this market this week, but there is an indication that changes are to be expected in the near future, and the tendency in most lines will be toward somewhat easier prices.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole.	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole.	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar— French, pure		0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.		3 25
8-oz. tins, doz.		6 75

Little Rice

Reached Market

Toronto.
RICE AND TAPIOCA.—There is a great difficulty in obtaining stocks of rice, and some dealers are finding difficulty in filling contracts owing to this decline in supply. Prices remain unchanged for the week.

High Nut Prices

Limit Sales

Toronto.
NUTS.—There is little movement in nuts at the present time, owing to the prohibitive prices. There is a good deal of interest taken in the opening prices on California almonds, which is 28 cents in bond, New York, while hard shells are at 17 cents. These prices are, it is believed, too high to interest the Canadian trade.

**Dealers Not Buying;
Honey Too High**

Toronto.
HONEY AND SYRUP.—Beekeepers are still holding out for their price of 25 cents. Buyers, however, consider this too high, and are only buying when some stocks are offered at a lower figure. Dealers contend that prices must come down, and that they cannot buy at present figures with any chance of disposing of their stocks. There is no change in the market in regard to syrups.

**Dull Market
Noted in Beans**

Toronto.
BEANS.—There is no great interest in the bean market at the present time, business is inclined to be somewhat dull, but despite that fact prices remain fairly steady.

Ontario, 1-lb. to 2-lb. pickers, bus.	55 00
Do., hand-picked, bus.	5 50
Japanese Kotosashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 12½

Fruit Prices

Show Declines

Toronto.
FRUIT.—There are heavy supplies of local fruit still arriving, and this naturally is accorded the greatest interest on the market. Peaches were somewhat easier, and grapes will likely be easier during the week though still selling at 45c. Imported fruit is fairly plentiful, and is generally lower in price. This week's prices are as follows:
Bananas, Port Limons 0 07½
Valencia Oranges—
100s, 126s, 150s, 176s, 200s,
216s, 250s, 288s, 300s, 360s... 5 50 6 50
Cal. Grapefruits, 70s, 80s... 6 75 6 75
Lemons, Messina Verdellis, box... 6 50 6 75
Colorado peaches, boxes... 2 00
Domestic peaches—
Leno covered, 11 qt. 1 35 1 50
Do., 6 qt. 0 75 0 90
Flat covered, 11 qt. 1 25 1 40
Do., 6 qt. 0 65 0 75
Plums, 11 qts. 1 75 2 00
Do., 6 qts. 1 25 1 40
Apples, barrels 5 00 6 00
Cal. Apples, Gravensteins, box... 3 75
Cal. Bartlett Pears, box... 5 00
California Hardy, box... 4 75
Oregon Howell, box... 5 50
Can. Pears, 11 qts. 0 75 1 00
Oregon Prunes, box... 1 65 2 00
Grapes, Cal. Malaga, crate... 3 50
Can. Grapes, 6 qts., lenos... 0 60
Salmon flesh, 16 qts. 0 75 0 90
Do., 11 qts. 0 50 0 75

Vegetables Show

Downward Tendency

Toronto.
VEGETABLES.—There are plentiful stocks of most varieties of vegetables, though some of the well-known lines are beginning to grow scarce. Potatoes are prevailing price for good Ontario. Sweet potatoes are arriving in good shape and are selling \$3.00 per hamper. Spanish Onions are offered \$6.75 to \$7.00.
Beets, bag 1 25 1 50
Cabbage, hamper 1 50 2 00

Sugar Shows

Improved Delivery

Winnipeg.
SUGAR.—There is an improvement in sugar deliveries. There has been considerable sent to Saskatchewan and Alberta. Manitoba is not so well off.

Olives Advance

25 Cents a Gallon

Winnipeg.
OLIVES.—California green olives have advanced from 20c to 25c per gallon.

Tea Prices

Hold Very Firm

Winnipeg.
TEA.—All tea stocks are held at very firm prices by importers and shippers. There has been an advance of 2 cents per pound on many lines. Cable just received from Ceylon states that common and medium teas are very strong indeed.

Coffee Declines

Three Cents

Winnipeg.
COFFEE.—Rio Coffee has been drop-

Carrots, per bag	1 25	1 50
Can. Lettuce, doz.	0 50	0 75
Onions, fine hard, 100-lb. sacks		5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs		5 00
Spanish Onions, large crates	6 75	7 00
Do., half case		4 00
Parsley, per basket		1 00
Peppers, green, doz.	0 75	0 90
Do., red	0 75	0 85
Celery, doz.	0 50	0 60
Wax Beans, Can., 11-qt. basket		0 75
Do., 6-qt. basket		0 35
Cucumbers, 11 qt. basket		0 50
Potatoes— Delawares, bag		3 00
Ontario, 90-lb. bags		2 50
Ontarios, No. 2s		2 25
Jersey Sweet Potatoes, hamper		3 00
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	0 25	0 50
Can. Corn, doz.		0 20
Egg plant, 11-qt. basket		0 75
Gherkins, 11 qts.	0 75	1 25
Sweet Potatoes		3 25

Flour Shows

Firmer Tendency

Toronto.
FLOUR.—There is little change in the flour situation this week. Business is good and prices are firm. Any tendency toward a change would be an upward nature.

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

Foods Firm;

Demand Keen

Toronto.
FEEDS.—There is a very keen demand for feeds, and available stocks are hardly equal to the demand, even at present high prices. There is no present indication of any change in price.
In carlots, track
Bran, per ton 55 25
Shorts, per ton 45 25
Marrows, basket 0 50

WINNIPEG MARKETS

ping very fast; a decline is reported of a further 3 cents. It is felt that the bottom has been reached for the time being, which will last for a short time only, when a reaction is looked for in New York. Santos is reported strong, it is estimated that where three to three-and-a-half million sacks were expected there will be less than two million sacks shipped.

Mustard Seed

May Advance

Winnipeg.
MUSTARD.—Mustard seed is reported very scarce and very high, an advance in mustard is looked for.

SPICES.—Paprika has advanced in the past two or three months from 10 to 15 cents per pound for the high grade which is in big demand and very scarce. Jamaica ginger is reported 3 to 4 cents per pound higher this year than last. Allspice is reported slightly higher, also a very short crop.

PEPPER.—White pepper has advanced from 3 to 5 cents per pound. Black pepper remains unchanged but quite firm.

**U.S. Rice Offering;
Purchases Heavy**

Winnipeg.
RICE.—There is a very free offering of U. S. rice on this market, and even at the high prices quantities are being bought.

**Confectionery Advances;
Supplies Short**

Winnipeg.
CONFECTIONERY.—Advances have taken place on all staple lines of confectionery, due to the advance in sugar and other lines which enter into the

manufacture, also the increase in labor costs. Supplies are not plentiful.

**Canned Meats Decline;
Vegetables High**

Winnipeg.
CANNED GOODS.—A. Clark, Ltd., have issued a new price list for the West. There is a noticeable decline in many meat lines. Dominion Cannery have named tentative prices on corn and tomatoes. Prices are in advance of those expected by the trade here, especially corn. It is felt that if the tentative opening price is a criterion of the final price to be named that it will mean that

United States corn will be used largely to supply the wants of the Western trade, as it is possible to bring in United States corn at a saving of from 40 to 50 cents a case over what it costs to bring Canadian corn out. British Columbia tomatoes are expected on this market in a few days.

**Seeded Raisins
Very Scarce**

Winnipeg.
DRIED FRUITS.—Spot seeded raisins are being cleaned up rapidly. Seedless have been cleaned up for some time.

Continued on Page 46

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 17.—Campbell's soups advanced twenty cents case. Pork and beans, cocoanut and Salada tea are higher this week, while Clark's roast beef and tomato ketchup are lower. Pea-mealed back bacon dropped four cents pound. Tomatoes, twos and half, are quoted four twenty to four sixty. Lemons, nine fifty. B. C. cantelopes, six dollars. Second crop B. C. strawberries are arriving in fine shape. Fair quantities, seven dollars crate. Egg receipts are falling off. Dairy butter is coming in fair quantities and is quoted forty to forty-three cents for choice quality.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.		10 70
Rolled oats, 80s		4 50
Rice, Siam		0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 13	0 15
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt		
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 00	30 00
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2 1/2s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.		0 23
Apricots, evaporated, 25s		0 40
Peaches, evaporated, lb.		0 30
Prunes, 90-100s		0 21 1/2
Do., 70-80s		0 22 3/4
Do., 50-60s		0 23 3/4
Salmon, pink tall, case	10 25	
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton		40 00
Oranges		7 25
Lemons		9 50
Grapefruit		7 50
Cantelopes, crate		6 00
B.C. Strawberries, crate		7 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 17.—The market has been quiet, the advance on sugar being the most important feature. The quotations are as follows: Standard, \$11.10; yellow, \$11.60; supplies are poor. Molasses is a little higher, 90-91c. Compound lard is quoted at 31-32c. Peas, case, \$4.10-\$4.20. Breakfast bacon is higher, 47-50c. Case eggs are selling at 58c; fresh, 62-65c. Fruits are about the same, except plums, which are lower, \$3-\$3.50. Native apples, slow coming, \$1.50-\$5.50 barrel; crops expected to be good here and in Nova Scotia. Moose and venison selling well, 35-40c pound.

Flour, No. 1 patents, bbls., Man.	\$12 50	
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary, bags	4 50	4 75
Rolled oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 90	0 91
Sugar—		
Standard, granulated		11 10
No. 1, yellow		10 60
Cheese, New Brunswick	0 28	0 28 1/2
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	0 62	0 65
Eggs, case		0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.		0 55
Butter, dairy, per lb.		0 50
Butter, tub		0 43
Lard, pure, lb.	0 40 1/2	0 41
Lard, compound	0 31	0 32
American clear pork	68 00	75 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2 1/2s, standard case		4 90
Raspberries, 2s, Ont., case		
Peaches, 2s, standard case		
Corn, 2s, standard case		4 70
Peas, standard case	4 10	4 20
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Chooks	14 50	15 00
Chams		8 50
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onions, American, cwt.		6 00

Potatoes, barrel	6 00	
Lemons, Cal.	8 50	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Cal., Gravensteins		4 50
Peaches, Cal., box		2 50
Bananas, per lb.	0 00	0 10

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 16.—Prices of sugar from the Pacific Coast has increased to \$12.04, now almost as high as Eastern prices, which are \$12.50. Flour is \$5.25, and most retailers sell for \$5.75 at a profit of less than 10 per cent., thus giving the lie to charges of excessive profiteering in flour, so far as local merchants are concerned. Butter and eggs market firm, though eggs are showing slight increase in receipts.

Beans, small white Japans, bu.	4 50	
Beans, Lima, per lb.	0 12 1/2	
Rolled oats, brails	3 85	
Puffed Rice, case	5 25	
Rice, Siam, cwt.	14 00	
Sago, lb.	0 11 1/2	
Flour	6 25	
Tapioca, lb.	0 11 1/2	
Sugar, pure cane, gran., cwt.	12 50	
Cheese, No. 1, Ontario, large	0 34 1/2	
Butter, Creamery	0 59	
Lard, pure, 3s, per case	21 60	
Bacon, lb.	0 47	
Eggs, new-laid	0 32	
Tomatoes, 3s, standard, case	4 00	
Corn, 2s, standard case	4 85	
Peas, 2s, standard case	3 45	
Apples, gal., Ontario	2 85	
Apples, evaporated, per lb.	0 18 1/2	
Strawberries, 2s, Ont., case	8 50	
Raspberries, 2s, Ont., case	8 70	
Peaches, 2s, Ontario, case	5 50	
Plums, 2s, case	4 00	
Salmon, finest Sockeye, tall, case		10 25
Salmon, pink, tall, case		41 00
Pork, American clear, per bbl.		2 75
Peaches, Cal.		4 50
Apples		
Washington yellow transparents,		
2 lbs.		0 35
Tomatoes, 20 lbs.		2 75
Cucumbers, doz.		3 00
New potatoes, bushel		1 00



PRODUCE PROVISIONS

Fishing Treaty Provides Close Season for Sockeye

U.S. and Canada Come to Agreement Over Protection of Salmon—A Pernicious Case of Misrepresentation.

SOME material benefit to the fishing industry of British Columbia is bound to accrue from the deliberations of the International Joint Fishing Commission appointed by Order-in-Council in the Fall of 1917, whose report has just been issued. The operations of the two bodies, Canadian and American, have culminated in the signing of a fishing treaty, the outstanding feature of which is a closed season for twelve days in the height of the fishing season for the next six years. This, it is stated, will in a fair measure rehabilitate the salmon, inasmuch as it will allow them to reach a favorite spawning grounds up the Fraser River, where until the present regulations become effective, it has been almost impossible for the fish to escape the nets and traps during the season.

In British Columbia the limit of licenses to fish is set at 1,800 in any one year, while in Washington the limit is set at the number issued in that state up till August of last year. British and American subjects only may engage in fishing. Only settlers on the Fraser above the New Westminster bridge may fish for sockeye. Many other regulations of outstanding importance to the fishing interests deal with the size of traps which are used largely in American waters, and purse seines used on this side. This, it is stated, is the first time that fishing has been restricted in American waters, and it is contended that the present deplorable state of affairs on this side, is due to this fact. One of the important provisions of the treaty creates a permanent international commission.

Canners Are Angry

The above is a rough outlining of the probable terms of the treaty. Up to the present no official copy has been available, and those most nearly interested are completely in the dark. The canning trade especially, whose very existence may be dependent on the conditions of this treaty, are somewhat incensed that they have had no opportunity to consider its terms before it became binding. The signing of the treaty

by the United States Federal Government comes as a good deal of a surprise, as up to date it had been understood that the Federal Government had no jurisdiction over the waters concerned, the authority over them being vested in the state. Apparently, however, some way has been found out of this difficulty. Another matter of serious import to the canners, the branding of off quality stock by American packers as Canadian salmon, has been occasioning considerable comment.

It apparently is the practice of some American canners to send boats to the Canadian side to buy pinks, cohoes, chums, etc. By the time a good cargo is bought and the 12-hour return trip made, the quality of the first purchases leaves much to be desired. If the fish is passable, it apparently is the practice to market it under the usual label of the American packer. If it is not—it is not thrown away—but packed and sold for less under a label designating it as "B.C. salmon packed on Puget Sound." This procedure would certainly be damaging to the reputation of our B. C. salmon pack.

Colonel F. H. Cunningham, Inspector of Fisheries of British Columbia, called the matter forcibly to the attention of W. A. Found, the Superintendent of Fisheries at Ottawa. As Mr. Found was present when Sir Douglas Hazen signed the treaty in Washington on the part of Canada, it is probable that some consideration was given to this practice. However, as it has been stated, all this is largely conjectural. The whole matter from start to finish appears to have been shrouded in secrecy.

ORGANIZING THE B.C. MERCHANTS

Continued from page 35

Harris, S. Pritchard, E. L. Brisbin, P. J. Burch, R. M. Millar, S. Scott, J. T. Cahill, G. E. Trorey, T. J. Corley, provincial secretary; G. S. Hougham, provincial organizer, all of whom were from the City of Vancouver; T. Willecox, of Kamloops; J. H. Ashwell, Chilliwack; J. F. Edge-Partington, A. C. McFire, Port Alberni; Harvey Murphy,

Nanaimo; W. R. Gillbert, Chilliwack; R. A. Thorpe, Duncan; W. F. Ing, New Westminster; C. Muirhead, Chilliwack; K. Evans, South Vancouver; G. H. Jacobson, New Westminster; J. Mercer, New Westminster; B. S. Ross, New Westminster; J. C. Dakin, Nanaimo; A. P. McDonald, New Westminster; D. M. Welsh, New Westminster.

One of the most prominent guests to the Convention was John Impey, of Vancouver. Mr. Impey was the first organizer employed by the Dominion office of the Retail Merchants' Association. He is eighty-nine years old, and his knowledge of Association matters going back a few decades was of great help.

WINNIPEG MARKETS

Continued from Page 45

Apples Advance 25 Cents Per Box

Winnipeg.

FRUIT.—The present market is higher and very strong; demands exceed present available supply. An advance of 25 cents per box is reported.

VANCOUVER MARKETS

Continued from Page 45

Vancouver, B.C., Sept. 15.—The sugar situation at the Coast is improving, prices now standing at the maximum price. Fruits and vegetables are arriving in good quantities and selling well.

Eastern Sugar Not a Possibility

Vancouver.

SUGAR.—Quotations on sugar have been received recently from the Strait Settlements that were very reasonable. But there is one factor that makes it quite impossible to look to these stocks for relief. Whereas the Mexican dollar, the monetary unit in those countries (except Japan) used to be worth about 49 cents in Canadian money, the increasing price of silver has driven the Mexican dollar up to about 88 cents, equivalent in our money. It would cost to bring in even raw sugar from there more than the retailers are selling B.C. white refined sugar for. At the present time sugar is quoted 11 cents a pound.

Soft Fruits

Reach Market

Vancouver.

FRUIT.—Crawford peaches are selling at \$1.40 per basket and Elbertas at \$1.25. Fall apples are also arriving.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 16.—Butter, under keen, competitive buying, has increased one cent per pound. The receipts are large and the demand good. Hog prices are easy but little changed from last week. Lard has declined two cents per pound, due to the easing of hog prices a week ago. Shortening is lower, also, but the decline is less. Bacon is marked down, while hams and heavy pork hold, but with a breaking of the undertone to an easier basis. Cooked meat is ruling on an easier basis, the sale being less marked. Margarine selling is improving. Egg receipts and sales are both heavy. Poultry is lower, both for live and dressed, and this is due to heavier receipts. The fish markets are fairly active.

Hogs Ruling Easy; Beef is Steadier

MONTREAL.
FRESH MEATS.—The undertone of live hog markets is an easier one although there is not much change from last week. Declines may come still. A fair movement is reported—better than that of three weeks ago, and this is due to the cooler weather, in part.

Beef prices are practically without change and there is a steady demand for various cuts, local sales being of hind quarters for the most part.

FRESH MEATS—				
Hogs, live		\$19 50	\$20 50	
Hogs, dressed				
Abattoir killed, small (heads off), 65-90 lbs.		29 50	30 00	
Sows (heavy)		23 00	24 00	
Fresh Pork—				
Leg of Pork (trimmed) (foot on)		0 33	0 40	
Loins (trimmed)		0 43		
Loins (untrimmed)		0 40		
Spare ribs		0 25	0 26	
Trimmed shoulders		0 29	0 32	
Fresh Beef—				
	(Cows)		(Steers)	
\$0 20	\$0 22	Hind quarters	\$0 25	\$0 26
	0 12	Front quarters	0 14	0 15
	0 27	Loins		0 34
	0 23	Ribs		0 25
	0 12	Chucks		0 14
	0 18	Hips		0 22
Calves (as to grade)		0 22		0 28
Lambs, 25-40 lbs. (whole carcass), lb.				0 25
No. 1 Mutton whole carcass, lb.				0 56

Bacon Marked Down; Hams Hold Steady

MONTREAL.
CURED MEATS.—An easier tendency has developed into a decline of one cent per pound for various grades of bacon. For this there is a steadily good demand and the supplies are ample.

Hams are still in favor and their is quite a steady undertone. Barrelled pork is held at the reductions of last week.

Hams—			
Medium, smoked, per lb.—			
(Weights), 12-14 lbs.		0 46	
14-20 lbs.		0 44	
25-35 lbs.		0 39	
20-25 lbs.		0 40	
Over 35 lbs.		0 37	
Bacon—			
Plain (as to trimming)		0 50	0 55
Breakfast, per lb. (as to qual.)		0 48	0 57
Rolls, per lb.			0 37
Dry Salt Meats—			
Long clear bacon			
Barrel Pork—			

Canadian short cut (bbl.) 30-40 pieces		64 00
Clear fat backs (bbl.) (40-50) pieces		68 00
Heavy mess pork (bbl.)		54 00
Short Cut Clear Plate Pork (pieces) 30-40		68 00
Plate Beef		59 00

Cooked Meat Easy With Less Demand

MONTREAL.
COOKED MEATS.—There has been a decrease in the sales of cooked meats and this develops, usually, at this season of the year when the holiday-makers return to town. As a consequence of the easier hog market prices are less firm, but are not changed. The purchase of cooked and roast ham is quite large by certain elements of the local trade.

Head Cheese	0 18	0 15
Choice jellied ox tongue	0 65	0 70
Jellied pork tongues		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 65
Hams, cooked		0 64
Shoulders, roast		0 55
Shoulders, boiled		0 54
Pork pies (doz.)		0 80
Blood pudding, lb.		0 12

Two-cent Decline For Pure Lard

MONTREAL.
LARD.—Pure lard has declined in price—a direct result of the weakening of the basis for hogs. Tierce prices are now given as 33c, the one pound blocks being quoted at 36c. There is a better movement at these reduced prices.

LARD, pure—	
Tierces, 400 lbs., per lb.	0 33
Tubs, 50 lbs., per lb.	0 33½
Pails, 20 lbs., per lb.	0 34
Bricks, 1 lb., per lb.	0 36

Shortening Lower; Follows Lard's Lead

MONTREAL.
SHORTENING.—By consequence of the lowering of lard prices, shortening, too, is on a lower price basis. The decline is one-half to one cent per lb., only, but there will probably be a further reduction during the present week. Sales are fairly well maintained in a seasonable way.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.		0 29¾
Pails, 20 lbs., per lb.		0 30
Bricks, 1 lb., per lb.		0 32

Some Sell Margarine In Larger Quantity

MONTREAL.
MARGARINE.—While the regular fall sales of margarine will not develop for a few weeks, there is a larger movement, some handlers report. With cooler weather the trade will be ordering in larger quantities and it is safe to state that the product is becoming increasingly popular. Prices are without change.

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

While Much Butter Made Prices Higher

MONTREAL.
BUTTER.—In spite of the fact that the receipts of butter are increasing, the buyers are bidding eagerly for offerings and this was the direct factor in increasing prices one cent for creamery grades. The present quotations are 58 and 57c, respectively, for prints and blocks. The receipts for the week ending Sept. 13, were 15,451 packages, and the total receipts for the season exceed those of the comparative period of 1918 by 19,330 packages.

BUTTER—	
Creamery, prints, fresh made	0 58
Creamery, solids, fresh made	0 57
Dairy prints	0 50
Dairy, in tubs, choice	0 49
Bakers'	0 45

Cheese Market is Steady; Unchanged

MONTREAL.
CHEESE.—Little feature of outstanding interest is to be reported on cheese. The receipts for the season are much smaller than they were for the comparative season of 1918 and the movement to this port is 147,046 boxes short of the figures for last year. Prices are quoted without change.

CHEESE—	
New, large, per lb.	0 28
Twins, per lb.	0 28½
Triplets, per lb.	0 29
Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 32

Enormous Increase in Montreal Egg Receipts

MONTREAL.
EGGS.—There has been a firming of the price basis for eggs, but no actual change of price. The increase of receipts to this port has been very large. Figures show that the receipts for the season of 1918, to date, were 199,072 cases, while those for the present year have been 106,000 greater, the actual figures being 305,623. Of course, it must be borne in mind that many of these eggs went through to other destinations, the eggs being listed here in the regular receipts used locally.

EGGS—		
No. 2	0 48	0 50
No. 1	0 54	0 55
Selects		0 62
New laids		0 66

Slumped Poultry Prices Prevailing

Montreal.

POULTRY.—Decreased prices are in effect for most lines of poultry. Chickens, broilers, ducks and old fowl have been freely offered, so freely that the dealers have reduced their buying prices. It is also stated that the quality of the stock is not up to standard.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast milk fed)	0 43	0 50
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 36	0 38
Turkeys (old toms), lb.		0 50
Turkeys (young)		0 52
Geese		0 28
Old fowls (large)		0 34
Old fowls (small)		0 30
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	0 22	0 28
Roosters		0 18
Turkeys		0 40
Broilers	0 24	0 30

Storm Holds Fish; Improved Selling

Montreal.

FISH.—While there can be a great improvement still in the demand for fish, the outgo is somewhat better. Receipts of haddock from the east coast and of dore and pike from the lake have decreased, and for these there has been good sale. Prices are steadily held.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore		0 22
Eels, lb.		0 12
Bullheads (dressed)		0 15
Gaspereaux, each		0 08
Haddies	0 12	0 13
Fillet Haddies		0 20
Haddock	0 08	0 09
Halibut, Eastern		0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 08
Prawns		0 40
Pike, per lb.		0 13
Live lobsters		0 45
Boiled lobsters		
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 45	0 40
Shad		0 20
Skate		0 08
Lake Trout	0 19	0 20
Mackerel	0 16	0 17
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40
Swordfish		0 24
FROZEN FISH		
Gaspereaux, per lb.	0 08½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel		0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualls, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.		21 00
Codfish, No. 1, medium, bbl., 200 lbs.		20 00

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

PICKLED FISH		
Herrings (Scotch cured), barrel 11 25	12 00	
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	24 50	
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 15	

Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Filletts		0 18
Bloaters, box		2 00
Kippers		2 25
OYSTERS		
Cape Cod, per barrel		16 00
Batouche, per barrel		15 00
Scallops, gallon		4 50
Can No. 1 (Solids)		2 50
Can No. 3 (Solids)		7 50
Can No. 5 (Solids)		12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		9 00
SUNDRIES		
Paper Oyster Pails, ¼ per 100		1 75
Crushed Oysters Shell, 100-lbs.		31 60
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Sept. 17.—The most noticeable feature of the produce market this week is another sharp decline in live hogs of a dollar a hundred, that may be increased by a further decline before the end of the week. Fresh pork has declined sharply in sympathy, and other meats are easier, with the exception of beef, which for heavy-weight stock is showing a slightly firmer feeling, though light stock is somewhat of a drug on the market. Smoked meats have not as yet felt the effect of declining prices to any extent as yet.

Eggs are somewhat scarce and are quoted about a cent higher. Poultry is generally easier, and sharp declines are expected in the near future. Fish is coming forward in good supply, and is slightly easier.

Hogs Decline; Fresh Pork Easier

Toronto.

FRESH MEATS.—There have been some notable changes in fresh meats during the present week, all showing a tendency downward. Live hogs declined a dollar from last week's quotations, and it is expected that before these prices reach the reader another decline of 50 cents will have been recorded. Fresh pork products have declined in accordance with these figures, and are generally quoted two to four cents below last week's figures. Quotations on beef are about the same. On heavy beef the prices are strong, there being an advance of about half a cent a pound, and the demand is strong. Light beef is plentiful, and more or less a drug on the market. Lambs would be cheaper by three cents a pound but for the buying of Buffalo firms, which has helped to keep prices high. Meats can be shipped to the states duty free, whereas there is a duty on similar shipments to Canada. This naturally has the effect of maintaining prices.

Hogs—		
FRESH MEATS		
Dressed, 70-100 lbs., per cwt.		\$30 00
Live on cars, per cwt.		18 25
Live, fed and watered, per cwt.		18 75
Live, f.o.b., per cwt.		17 75

Fresh Pork—		
Legs of pork, up to 18 lbs.	0 38	0 40
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.		0 14
Picnics, lb.	0 26	0 28
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.		0 30
Boston butts, lb.		0 32

Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.	0 25	0 32
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per lb. below		

above quotations.		
Calves, lb.	0 20	0 28
Lambs, whole, lb.	0 18	0 20
Spring lamb	0 20	0 23
Sheep, whole, lb.	0 10	0 15
Above prices subject to daily fluctuations of the market.		

Smoked Meats Quoted Lower

Toronto.

SMOKED MEATS.—There has been a gradual downward tendency in smoked meats following the decline in live hog prices, though naturally it takes some weeks for the present prices of hogs to be reflected in the price of bacon.

Hams—		
Medium	0 42	0 44
Large, per lb.	0 28	0 40
Bacon—		
Skinned, rib, lb.		0 54
Boneless, per lb.	0 56	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 44
Breakfast, fancy, per lb.		0 56
Roll, per lb.		0 36½
Wiltshire (smoked sides), lb.	0 39	0 41
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.		0 32
Clear Bellies, 15-30 lb.	0 30	0 31
Snusages in brine, keg, 35 lbs.		7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.		53 00
Short cut backs, bbl., 200 lbs.		64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy		58 00
Lightweight		62 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Also Easier

Toronto.

COOKED MEATS.—In company with most other lines prices on cooked meats have shown a general decline in practically all offerings.

Boiled hams, lb.	0 58	0 59
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 61	0 53

Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 62	0 65
Pork and Tongue, lb.	0 35	

Above prices subject to daily fluctuations of the market.

Eggs Growing Scarce; Market Firmer

Toronto.
EGGS.—There is a growing scarcity of eggs, owing to comparatively light arrivals, and to the fact that there is at the present time a considerable export movement. Some American eggs are coming on the market, and with some withdrawals from storage are helping to make up the deficit. These latter eggs are selling 56 to 57 with new laid a cent higher.

Eggs—

New laid, doz.	0 57	0 58
New laid, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of

Cheese Market Easier; Twins Scarce

Toronto.
CHEESE.—There is a much easier feeling in the cheese market at the present time, owing to the uncertainty as to what will happen after the British Government has completed its 20,000 ton purchase. Colored cheese is still in demand for the Western trade. There is a shortage also of twins and triplets. Stilton is somewhat higher.

Cheese—

Large	0 28
Stilton (new)	0 31

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Declines Cent a Pound

Toronto.
LARD.—The uncertainty of the export market, and the general difficulties of shipping, have had a depressing effect on large as well as on all pork products an average decline of about a cent is recorded.

Lard, tierces, 400 lbs., lb.	0 33	0 35
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In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Remains Practically Unchanged

Toronto.
SHORTENING.—There is a good demand in evidence for shortening, and despite the easier feeling in lard, shortening has maintained practically unchanged figures.

SHORTENING—

Tierces, 400 lbs., lb.	0 29½	0 31
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Poultry Prices Will Decline

Toronto
POULTRY.—There is a fair supply of poultry available at the present time, and the supply is increasing. At the present time the demand hardly equals the supply, because with the present high prices there is very little movement into storage. This is sure to come soon, however, with the lowering of prices that are expected in the immediate future.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 23
Fowl, over 5 lbs.	0 28	0 28
Fowl, under 5½-5 lbs.	0 26	0 26
Spring chickens, live.	0 23	0 26
Do., dressed	0 26	0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$0 35
Do., light	0 33
Chickens, spring	0 34
Ducklings	0 35
Turkeys	0 40

Fish Arriving In Good Supply

Toronto.
FISH.—There is a good movement of fish at the present time, demand is active and the supplies are coming forward nicely. There is a considerable scarcity of white fish, and cod steak, but other varieties are plentiful. Tendencies

too, are a little easier, salmon, mackerel and trout all showing a somewhat easier feeling. Frozen flounder has arrived on the market.

FRESH SEA FISH

Cod Steak, lb.	\$0 13
Do., market, lb.	0 09
Haddock, heads off, lb.	0 11
Do., heads on, lb.	0 10
Halibut, chicken	0 21
Do., medium	0 22
Flounders, lb.	0 07
Salmon, Restigouche	0 27
Fresh B. C. Salmon	0 28

FROZEN SEA FISH

Salmon	0 24
Herring	0 09
Mackerel	0 11
Flounders	0 11

FRESH LAKE FISH

Lake herring, round lb.	0 10
Do., dressed, lb.	0 11
Trout, lb.	0 15
Whitefish, lb.	0 13
Mullets, lb.	0 05
Fresh pickerel	0 20
Ciscoes	0 16
Pike	0 09
Fresh mackerel	0 15

BRITISH COLUMBIA MARKETS

VANCOUVER, B.C.—Sept. 15.—There have been a number of changes in the produce market following the downward tendency of live hogs—cheese too is easier and also lard.

Pork Declines; Beef Steady

Vancouver.
FRESH MEATS.—A decline has been noted this week in pork following the decline in live hog prices.

FRESH MEATS—

Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	0 16	
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Pork Products Show Declines

Vancouver.
COOKED AND SMOKED MEATS.—There have been some changes in cooked and smoked meats during the week, generally of a declining nature.

SMOKED MEATS—

Bacon, No. 1, med., lb.	0 55
Bacon, No. 1, heavy, lb.	0 52
Smoked backs, lb.	0 51
Hams, No. 1, lb.	0 50
Ayrshire rolls, lb.	0 50
Cooked rolled shoulders, lb.	0 48
Hams, cooked	0 60

Lard Declines Half Cent

Vancouver.
LARD.—Declines of half a cent a pound on lard were recorded during the week.

LARD—

Compound, tierce basis, lb.	0 32
Pure, three basis, lb.	0 37½

No Changes Noted on Eggs

Vancouver.
EGGS.—No change in this market has been reported during the week. Prices are as follows:

EGGS—

B.C., fresh, car lots	0 70	0 75
Albertas, case lots	0 59	
Cooking, case lots	0 45	0 52

Butter Demand Remains Good

Vancouver.
BUTTER.—There is a firm demand for butter, but no changes are noted.

BUTTER AND MARGARINE—

Government grade	0 55	0 60
Margarine	0 36	

Cheese Declines Half Cent

Vancouver.
CHEESE.—There was a decline of ½ cent a pound on cheese this week. Stocks are limited and demand good.

CHEESE—

B.C. Cheese, lb.	0 30½
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.	0 32½
Stiltons, lb.	0 36

Fish Scarce; Few Price Changes

Vancouver.
FISH.—There is a marked scarcity of fish at the present time, owing to the high prices paid by the canneries. Seal-head salmon is selling at 18c. Red Snapper at 5c.

FISH—

Fresh Cohoe	0 15
Fresh Spring	0 17
Chicken Halibut	0 14
Chicken Halibut, medium	0 16
Block and heavy Cod	0 10
Fresh Smelts	0 11
Frozen Smelts	0 10
Shrimps	0 16

SMOKED FISH—

Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kipperd Salmon	0 22	
Smoked Pink Spring	0 20	
Haddies, Western	0 10	
Do., Eastern	0 16	
Fresh Pilchards	0 05	
Fresh crop, large, doz.	1 40	
Do., medium	0 85	
Soles	0 06	

Hams

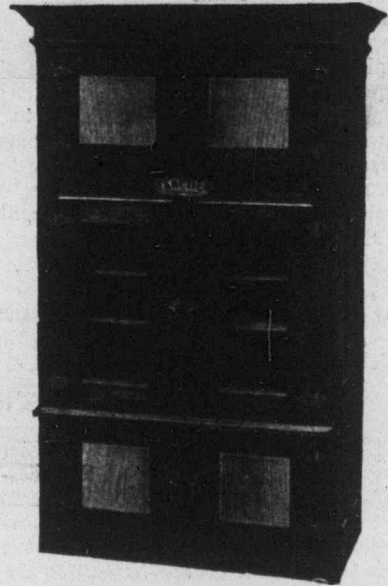
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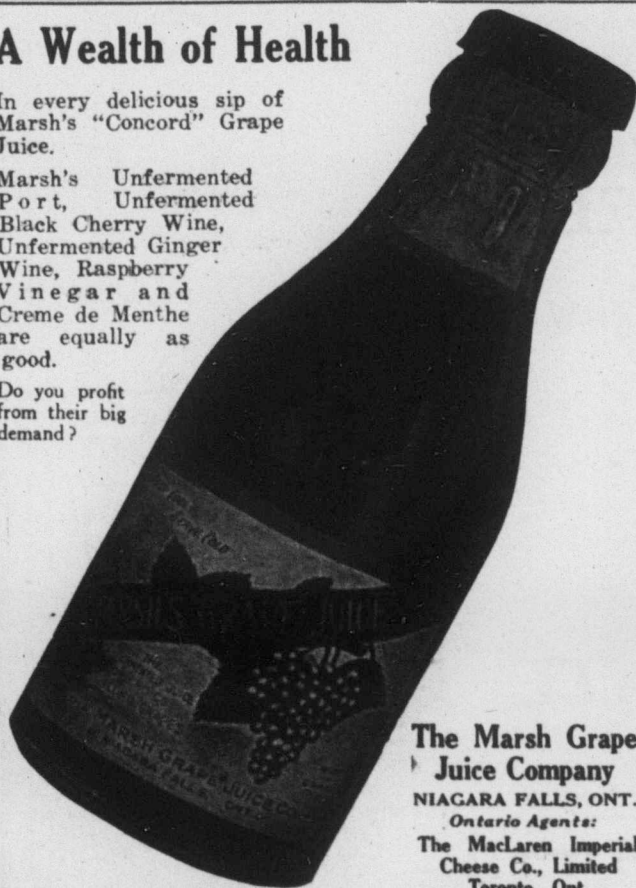
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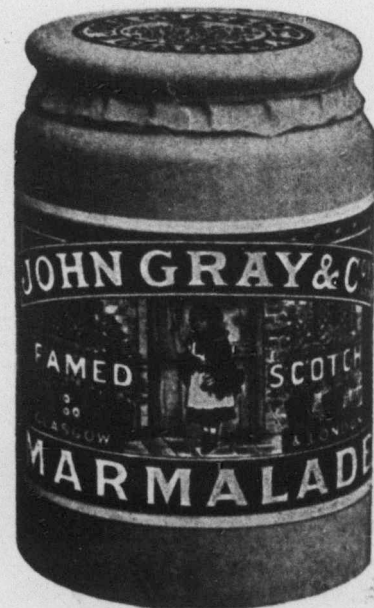
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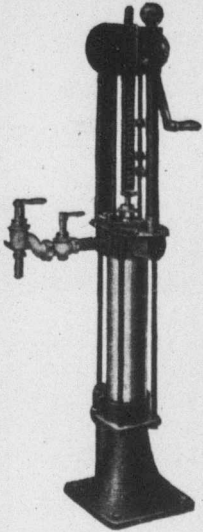
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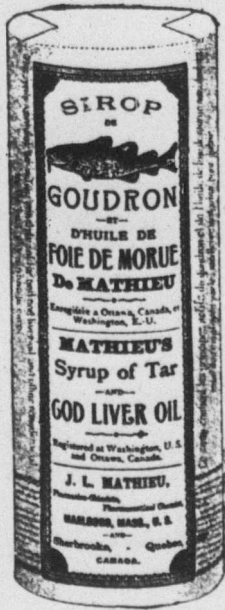
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VOL-PEEK 15¢



MENDS HOLES IN POTS & PANS IN TWO MINUTES WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

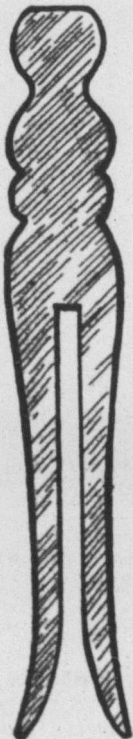
H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.)

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

TEAS

CEYLON

We have some fine cup quality lines in stock, which are quoted under present import prices.

INDIAN

All quotations coming forward are much higher during the past three weeks.

JAPAN

Markets are strong at primary sources and only limited quantities of fine teas are obtainable.

Ask for samples and quotations at once before present stock is sold out.

KEARNEY BROS., LIMITED

Tea and Coffee

33 ST. PETER STREET

MONTREAL

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Sani-Flush can be used only for cleaning closet bowls. This one thing it does so easily and effectively that it has become a standard article in millions of private homes and institutions.

The sale of *Sani-Flush* depends upon its being made accessible for people to buy. Demand exists because *Sani-Flush* is a necessity.

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

HAROLD F. RITCHIE & CO.
LIMITED

10-12-14 McCaul Street
TORONTO, ONT.



Every "Excelsior" Broom is well formed, well sewn and evenly balanced—

So is the Price

Order a trial supply. We'll ship right "off the bat" and will give your order, be it small or large, our very best attention.

Excelsior Brooms and Whisks will give you good profits and your customers 100 per cent. value for the price charged.

Order now while it is on your mind

J. C. SLOANE

845 5th Avenue,

Owen Sound, Ontario



Farmer's Corn in the basket \$1.90 per bushel.
Housewife's Cornflakes in the package \$16.80 per bushel.

**Tell Your Customers
---It Will Pay You to Do It!**

"Profiteering" and the "H. C. of L." are breaking the heart of the Housewife!

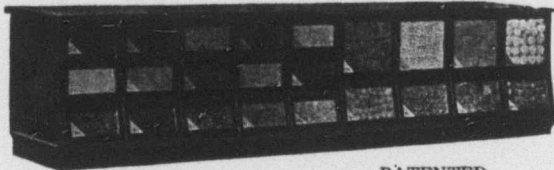
Her income can't keep up with her outgo. Yet she could save here and there if only someone would tell her! You—Mr. Grocer—be that someone and tell her!

With corn in Chicago selling at \$1.90 per bushel the Housewife should know that the same weight in cornflakes in the package costs her \$16.80 per bushel! (Figure it yourself—the above statement is true). It is good business to help out the Housewife! Because she'll turn around and help you! Julius Barnes, Director of the U. S. Grain Corporation, in his report to Pres. Wilson dated Aug. 5th, 1919, said: "Let us spend a few millions

in teaching housewives how and what to buy to get food value at reduced expenditure, and without sacrifice of taste and palatability."

So now is the time, Mr. Grocer, and your store is the place to tell your Customer Housewives how and on what to save money. You can tell her your bulk goods, kept clean, sanitary and wholesome in your Sherer Food Container, can be bought by her at a great saving.

The Sherer is a great saver for Housewives and a great profit-maker for you. It silently advertises 31 articles—It saves labor, hence clerk hire. It pays for itself. It's an all around antagonist of the high cost of living. Install one or two Sherers immediately. You'll never regret it.



PATENTED
ASK FOR CATALOG 57

SHERER-GILLETT COMPANY

Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter
17th and Clark Streets Chicago

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Baines

Confectionery
Syrup, Maple Butter, etc.

Lines that will pay you to handle.



Baines Ltd., Montreal

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.



We will need the Grocers' co-operation.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

Island Lead Mills, Ltd.

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

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

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

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

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

	Per doz.
Screw Va. top Glass Jars, 16 oz. glass, 2 doz. case.	
Strawberry	\$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

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

CATSUPS—In Glass Bottles

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

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans.	\$9 00
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans
 7 75 |

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 90
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

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

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef—1/2c, \$2.05; 1c, \$4.95; 2c, \$9.45; 6c, \$34.75.	
Lunch Ham—1c, \$6.95; 2c, \$12.95.	
Ready Lunch Beef—1c, \$4.95; 2c, \$9.45; 6c, \$34.75.	
English Brawn—1/2c, \$2.95; 1c, \$4.45; 2c, \$8.95.	
Boneless Pig's Feet—1/2c, \$3.95; 1c, \$4.45; 2c, \$8.95.	
Ready Lunch Veal Loaf—1/2c, \$2.45; 1c, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2c, \$2.45; 1c, \$4.45.	
Ready Lunch Beef Loaf—1/2c, \$2.45; 1c, \$4.45.	
Ready Lunch Asst. Loaves—1/2c, \$2.50; 1c, \$4.50.	
Geneva Sausage—1c, \$4.45; 2c, \$8.75.	
Roast Beef—1/2c, \$2.95; 1c, \$4.95; 2c, \$9.45; 6c, \$34.75.	
Roast Mutton—1c, \$6.35; 2c, \$11.95; 6c, \$45.	
Boiled Mutton—1c, \$6.35; 2c, \$11.95; 6c, \$45.	
Jellied Veal—1/2c, \$3.35; 1c, \$4.95; 2c, \$9.25.	
Cooked Tripe—1c, \$2.95; 2c, \$4.95.	
Stewed Ox Tail—1c, \$2.35; 2c, \$4.45.	
Stewed Kidneys—1c, \$4.45; 2c, \$8.45.	
Mince Collops—1/2c, \$1.95; 1c, \$3.90; 2c, \$6.85.	
Sausage Meat—1c, \$3.95; 2c, \$7.95.	
Corn Beef Hash—1/2c, \$1.95; 1c, \$3.95; 2c, \$7.90.	
Beef Steak and Onions—1/2c, \$3.95; 1c, \$4.95; 2c, \$8.95.	
Jellied Hocks—2c, \$9.45; 6c, \$39.	
Irish Stew—1c, \$2.95; 2c, \$5.95.	
Cambridge Sausage—1c, \$4.45; 2c, \$8.75.	
Boneless Chicken—1/2c, \$5.95; 1c, \$9.95.	
Boneless Turkey—1/2c, \$5.95; 1c, \$9.95.	
Ox Tongue—1/2c, \$4.95; 1c, \$12.00; 1 1/2c, \$18.50; 2c, \$23.95; 3 1/2c, \$44.00; 6c, \$60.00.	
Lunch Tongue—1/2c, \$4.90; 1c, \$10.45.	
Mince Meat (Tins)—1c, \$2.90; 2c, \$4.00; 5c, \$12.90.	

Did you
ever see a clerk
so new that he
didn't know
Gold Dust?

GOLD DUST
Washing Powder

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINNS do your work.



A Superior Selling Line

That is what the progressive dealer wants to put on his shelves, for he knows it will not be there long.

Shirriff's

(True Seville)
**Orange
Marmalade**

has become so popular with every member of the family that the busy housewife feels she must not be without it. It is made only from real Seville oranges and pure cane sugar

and is just as delicious as it is wholesome.

Dealers, are you aware of the possibilities in this profit-making line?

Order this very day.

Imperial Extract Co., Toronto

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



"Where Can I Buy Mapleine?"

It makes such delicious and economical table syrup and is so good in all kinds of desserts I don't feel I can do without it. Can't you induce my grocer to stock it?"

We get these inquiries every day—don't let them come from your customers. Mapleine is just as essential on your shelves as vanilla. Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg

F. E. Robson, 25 Front St., Toronto M-451



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for cleaning and polishing cutlery, etc.

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

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

IN searching for new
business let us advise
you there is money in the
use of

Press Clippings

Our service assures you
of earliest news on new
concerns, business and
trade news. You can
keep posted at a minimum
cost. Write to

**CANADIAN
Press Clipping Service**

143-153 University Ave., Toronto

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.50.
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and BouillM, 6s, \$15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.
Tongue, Ham and Veal Pates—½s, \$2.85.
Ham and Veal Pates—½s, \$2.40.
Smoked Vienna Style Sausage—½s, \$2.85.
Pate De Foie—¼s, 80c; ½s, \$1.40.
Plum Pudding—¼s, \$1.95; 1s, \$3.85.
Potted Beef Ham—¼s, 80c; ½s, \$1.45.
Potted Beef—¼s, 80c; ½s, \$1.45.
Potted Tongue—¼s, 80c; ½s, \$1.45.
Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
Potted Veal—¼s, 80c; ½s, \$1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
Devilled Beef Ham—¼s, 80c; ½s, \$1.45.
Devilled Beef—¼s, 80c; ½s, \$1.45.
Devilled Tongue—¼s, 80c; ½s, \$1.45.
Devilled Veal—¼s, 80c; ½s, \$1.45.
Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.50.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, 10 oz.,
Ox Tongue—1½s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mincemeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.90.
Ham (in glass)—¼s, \$2.90.
Tongue (in glass)—¼s, \$2.90.
Venison (in glass)—¼s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—¼s,
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.
B.C. HOPS
Dominion Brand, quarters, per short weight pound 0.30
Dominion Brand, halves, per short weight pound 0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39
COLMAN'S OR KEEN'S
MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2.80
D.S.F., ½-lb. 5.30
D.S.F., 1-lb. 10.40
F.D., ¼-lb.
Per jar
Durham, 1-lb. jar, each ... \$0.60
Durham, 4-lb. jar, each ... 2.25
CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$20.00
Household size 9.00
Small size 5.75
F.o.b. Ontario jobbing points, east of and including Fort William
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes
40 lbs., Canada Laundry ... 0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss 0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... 0.11
100-lb. kegs, No. 1 white .. 0.10½
200-lb. bbis., No. 1 white .. 0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes 0.13½
100 lbs., kegs, Silver Gloss, large crystals 0.11½
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11½
40 lbs. Canada Pure or Challenge Corn 0.10½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs. 0.16½
(20-lb. boxes, ¼c higher, except potato flour)
GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1.50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2.00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2.10
SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 3-lbs., - doz. in case \$4.30
2-lb. tins, 2 doz. in case... 5.45
5-lb. tins, 1 doz. in case... 6.95
10-lb. tins, 1 doz. in case... 5.75
20-lb. tins, ½ doz. in case... 5.70
(Prices in Maritime Provinces 10c per case higher.)
Barrels, about 700 lbs. \$0.08½
Half bbis., about 350 lbs. 0.08½
¼ bbis., about 175 lbs. 0.08½
2-gal. wooden pails, 25 lbs. 2.60
3-gal. wooden pails, 38½ lbs. 3.85
5-gal. wooden pails, 65 lbs. 6.25
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5.95
5-lb. tins, 1 doz. in case... 6.55
10-lb. tins, ½ doz. in case... 6.05
20-lb. tins, ¼ doz. in case... 6.25
(5, 10, and 20-lb. tins have wire handles.)
MOZOLA COOKING OIL
Per case
No. 1, 24 tins 12.00
No. 2, 12 tins 11.50
No. 8, 6 tins, 7½ lbs. each 20.25
No. 5, 2 tins, 37½ lbs. each 30.00
INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz
1 lb. \$4.00
¼ lb. 2.00
Robinson's Patent Groats—
1 lb. 4.00
¼ lb. 2.00
NUGGET POLISHES Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1.15
Card Outfits, Black and Tan... 4.15
Metal Outfits, Black and Tan... 4.85
Creams, Black and Tan 1.25
White Cleaner 1.25
IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH
Black Watch, 10s, lb. \$1.20
Bobs, 12s 1.00
Currency, 12s 1.00
Stag Bar, 9s, boxes, 6 lbs. ... 1.00
Pay Roll, thick bars 1.25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs 1.00
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1.12
Forest and Stream, tins, 9s, 2-lb. cartons 1.14
Forest and Stream, ¼s, ½s, and 1-lb. tins 1.50
Forest and Steam, 1-lb. glass humidors 1.75

RAISINS

This fruit is scarce and consequently high in price but not higher than the coming crop will be. The new fruit will not be here in volume for some months yet and in the meantime there will be a big demand on spot stock for the Fall trade. We have in hand a small supply and now offer the following:

Griffin Seeded	15 oz	19
“ “	11 oz	16 $\frac{1}{2}$
Sun Maid “	15 oz	18 $\frac{1}{2}$
Thompson Seedless	25 ^s	19 $\frac{1}{2}$
3 Crown Muscatels	25 ^s	15 $\frac{3}{4}$
Ungraded “	25 ^s	11 $\frac{3}{4}$

TAPIOCA

The market is practically bare of supplies of Medium Pearl. The Seed Pearl—so called White Sago—we can offer you, at an attractive price. This make is rapidly gaining in popularity, the main reason being that it cooks much more easily than the Medium Pearl.

Seed Pearl Tapioca Bags about 140 lb. 12

Send Us An Order

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

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London."
Codes (Private): A. B. C. 4th and 5th Editions.
Western Union and Bantlays.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates

BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings

COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.



Master Workman, bars, 7s, 3½ lbs.	1 20	ped, 4-lb. box, 36 boxes in case, per lb.	0 47
Derby, 9s, 4-lb. boxes	1 08	Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Old Virginia, 12s	1 50	Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 95
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25	Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
WM. H. DUNN, LTD., Montreal BABBITS		Fruit and Nut Milk Chocolate Slabs, per lb.	0 43
Soap Powder, case 100 pkgs. ..	\$5 66	Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Cleanser, case 50 pkgs.	3 10	Plain Milk Chocolate Slabs, per lb.	0 42
Cleanser (Kosher), cs. 50 pkgs	3 10		
Pure Lye, case of 4 doz.	5 95		
		JELL-O	
		Made in Canada	
		Assorted case, contains 4 doz. ..	\$5 40
		Lemons, 2 doz.	2 70
		Orange, 2 doz.	2 70
		Raspberry, 2 doz.	2 70
		Strawberry, 2 doz.	2 70
		Chocolate, 2 doz.	2 70
		Cherry, 2 doz.	2 70
		Vanilla, 2 doz.	2 70
		Weight, 8 lbs. to case. Freight rate second class.	
		JELL-O ICE CREAM POWDERS	
		Made in Canada	
		Assorted case, contains 2 doz. ..	\$2 70
		Chocolate, 2 doz.	2 70
		Vanilla, 2 doz.	2 70
		Strawberry, 2 doz.	2 70
		Unflavored, 2 doz.	2 70
		Weight, 11 lbs. to case. Freight rate second class	
		BLUE	
		Keen's Oxford, per lb.	\$0 24
		In cases 12-12 lb. boxes to case	0 25
		COCOA AND CHOCOLATE	
		THE COWAN CO. LTD.	
		Stirling Road, Toronto, Ont.	
		Cocoa	
		Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$5 25
		Perfection, ½-lb. tins, doz. ..	2 75
		Perfection, ¼-lb. tins, doz. ..	1 45
		Perfection, 10s size, doz.	1 10
		Perfection, 5-lb. tins, per lb. ..	0 42
		Supreme Breakfast Cocoa, ¼-lb. jars, 1 and 2 doz. in box, doz.	3 00
		Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 23
		(Unsweetened Chocolate)	
		Supreme Chocolate, 12-lb. boxes, per lb.	0 41
		Supreme Chocolate, 10s size, 2 doz. in box, per box	1 90
		Perfection Chocolate, 10s size, 2 doz. in box, per box	1 90
		SWEET CHOCOLATE —Per lb.	
		Eagle Chocolate, ¼s, 5-lb. boxes	0 32
		Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
		Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
		Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
		Diamond Crown Chocolate, 28 cakes in box	1 10
		CHOCOLATE CONFECTIONS	
		Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45
		Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
		Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
		Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
		No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
		No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
		No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
		No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
		No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
		Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
		Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
		NUT MILK CHOCOLATE , Etc.	
		Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
		Nut Milk Chocolate, ½s, wrap-	
		ped, 4-lb. box, 36 boxes in case, per lb.	0 47
		Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
		Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 95
		Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
		Fruit and Nut Milk Chocolate Slabs, per lb.	0 43
		Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
		Plain Milk Chocolate Slabs, per lb.	0 42
		K. W. KELLOGG CEREAL CO.	
		Kellogg's Toasted Corn Flakes, Waxtite	4 15
		Kellogg's Toasted Corn Flakes, Ind.	2 00
		Kellogg's Dominion Corn Flakes	4 15
		Kellogg's Dominion Corn Flakes, Indv.	2 00
		Kellogg's Shredded Krumbles	3 50
		Kellogg's Shredded Krumbles, Ind.	2 00
		Kellogg's Krumbled Bran	
		MISCELLANEOUS	
		Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. ..	\$5 50
		Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
		Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
		Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
		Chocolate Ginger, ¼ lb., 1 doz. in box, per doz.	2 75
		Crystallized Ginger, ¼ lb., 1 doz. in box, per doz.	2 75
		Active Service Chocolate, ¼s, 4-lb. box, 24 boxes in case, per lb.	0 46
		Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 47
		Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
		Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
		120-lc. Milk Chocolate Sticks, 60 boxes in case..	0 80
		5c LINES	
		Toronto Prices	
		Per box	
		Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
		Almond Nut Bars, 24 in box, 50 boxes in case	0 95
		Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
		Ginger Bars, 24 in box, 50 boxes in case	0 95
		Fruit Bars, 24 in box, 50 boxes in case	0 95
		Active Service Bars, 24 in box, 50 boxes in case	0 95
		Victory Bar, 24 in box, 60 boxes in case	0 95
		Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
		Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
		Royal Milk Cakes, 24 in box, 60 boxes in case	0 95
		Cream Bars, 24 in box, 50 boxes in case, per box..	1 00
		Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90
		10c LINES	
		Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. ..	\$0 95
		Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. ..	0 95
		Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. ..	0 95
		Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. ..	0 95
		Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. ..	0 95
		Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
		Queen's Dessert, 10c cakes, 24 in box, per box	1 80

This week will be

Peach Week

We have fresh arrivals each day of the finest of all varieties for canning. Let us supply you.

Also

PLUMS PEARS

GRAPES

SPANISH ONIONS

SWEET POTATOES

ORANGES BANANAS

LEMONS

The House of Quality

HUGH WALKER & SON

Established 1861

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Cranberries

Our first car for season has arrived--good color and size.

Packed in 1/2-bbl. boxes.

Isle of Pines Grape Fruit

Spanish Onions

Sweet Potatoes

Oregon Prunes

Peaches and Pears

White & Co., Ltd.

Wholesale Fruit

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Y & S

STICK LICORICES

in 10c Cartons



Everything in Licorice for all

Industries using

LICORICE

in any form.

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National Licorice Company

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We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

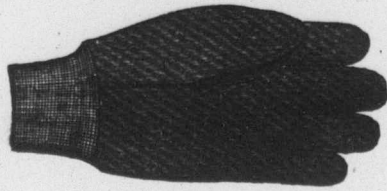
and will be glad to book your order.

Prices *right*. *Quality* as usual.

Walter Woods & Co.

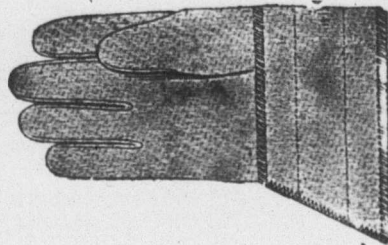
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Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



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Beaver
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Brooms

are expertly made from first quality materials. They're made to stand wear and make satisfied customers for you, Mr. Merchant.

Try a display of Canada Beaver Brand Brooms, Whisks, Brushes, and Toy Brooms.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber, London

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BUYERS' MARKET GUIDE

Latest Editorial Market News



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The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
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The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 493 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

MONTREAL TO BE VISITED BY SWISS TRADE MISSION

The Swiss Mission for Economic Studies now visiting United States centres will, it is expected, pay Montreal a visit on October 14th. This mission is interesting itself in the study of various commodities and businesses, and among which are those of machinery, porcelain, electrical goods, textiles, and also banking and insurance considerations. Mr. Berry R. Iseli, Swiss Consul General at Montreal, has received assurance from Mayor Mederic Martin that the delegation will be welcomed when they come.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

BREAK NO FEARS! IT'S AN R.M.M. FLEXIBLE

GAS MANTLES
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE—SUPERSEDE ALL
OTHER STYLES FOR IMPROVED
GAS LIGHTS

Before Burning *After Shopping* *burner*

R.M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk Pickles,
Mince Meat, etc.

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in car lots
Ask for quotations
Geo. T. Mickle, Ridgeway, Ont.

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All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

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

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

WANTED

WANTED—THREE OR FOUR SILENT SALESMAN cases, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

WANTED—TO RENT WITH THE OPTION OF buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

SAUSAGE MAKER WANTED

WE HAVE AN OPENING FOR A GOOD MAN in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 563, Fredericton, N.B.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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.

ENGLISHMAN

Specialty salesman been resident in Toronto for seven years is going to the Old Country for three months. Will execute commissions for a nominal fee, or would consider representing Canadian house in England. Box 742, Canadian Grocer, 143 University Ave., Toronto, Ont.

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

Your Questions Answered

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

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERCHANDISE, also buildings, store, warehouses and dwelling; stock invoices about \$12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

ESTABLISHED GENERAL STORE BUSINESS, Post Office and Telephone; modern convenience; Saskatchewan. Stock app. five thousand; fixtures eleven hundred; store property with dwelling house valued \$3,200; situated in good farming locality; no opposition; owner in poor health and retiring from business; no reason why a thirty thousand business could not be done. About \$4,000 payment required. Satisfactory terms to a reliable party re balance. Apply c/o Postmaster, Box 40, Vera, Sask.

FOR SALE—NEW 200-ACCOUNT BARR REGISTER, \$100; cost \$120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

AGENCIES WANTED

MANUFACTURERS' AGENT AT VANCOUVER, B.C., well established and thoroughly equipped desires to represent an Eastern Canadian manufacturer for British Columbia, placing business exclusively through the wholesale trade. Advertiser's name, address and bank reference may be secured by applying to Box 728, Canadian Grocer, 143 University Ave., Toronto.

A WINNIPEG BROKERAGE FIRM WITH five wire representatives calling upon wholesale and retail groceries is open to consider several agencies. General Sales Manager now in Toronto, where he will be till October 1st. Apply Box 784, Canadian Grocer, 143 University Ave., Toronto, Ont.

SELLING CONNECTION, MANITOBA TO THE Pacific Coast, wanted by manufacturer of staple line sold in large volume to retail and jobbing, hardware and grocery houses, and tramway and industrial concerns. Applicant must have acquaintance with the trade and capable and equipped to thoroughly cover the territory named. Apply with particulars to Aero Mfg. Co., Sherbrooke, Que.

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IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

CANADIAN GROCER



More Business This Fall!

LET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

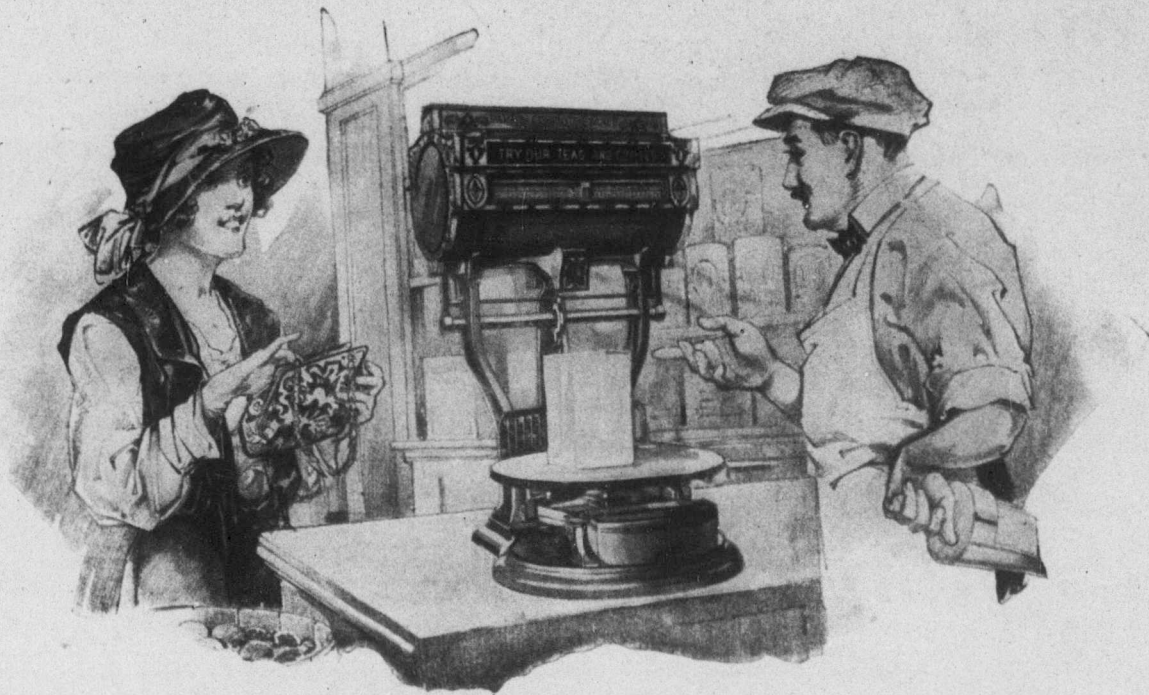
Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

Davies Quality Products are "EASY to SELL but HARD to BEAT"

THE WILKINSON DAVIES COMPANY LIMITED
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Montreal

Hamilton



She likes the Dayton—She knows it's right—fair and square to both

It's no small thing to get your customer's confidence. Use a Dayton Scale and you get it instantly. The Dayton Scale is known to the public—better known than you perhaps think. The customers can see the exact weight of the goods from the small chart on the back of the scale. Even a child can note that you give honest, exact weight. Giving exact weight is vastly more important to you than even to the customer. You do it hundreds of times a day. Every weighing may be a source of loss unless it is done absolutely correctly on a Dayton Scale. Instantaneous price calculations are also made—you get every cent of value that is coming to you.

It pays to be up-to-date. It pays to use a Dayton. Exact weight and correct price calculations, are firm foundations for any business. Send for our new illustrated catalog.

DAYTON COMPUTING SCALES

Made in Canada

FRANK E. MUTTON,
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