

# CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

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No. 39

## *Ingersoll Cream Cheese*



MADE IN  
CANADA

### THE Popular Seller

#### AGENTS

The Ingersoll Packing Co., Ltd., Toronto, Ont.  
Cyrus King, Hamilton, Ont.  
Chadwick & Co., Eastern Ontario.  
G. W. Nickerson Co., Prince Rupert, B.C.  
G. T. Armstrong & Son, Ltd., Sherbrooke, Que.  
The Whyte Packing Co., Montreal, Que.  
J. H. Trowbridge, Ottawa, Ont.  
Mason & Hickey, Vancouver, Winni-  
peg, Regina, Saskatoon, Edmon-  
ton, Calgary, Brandon, Lethbridge,  
Fort William.  
Albert Dunn, Quebec, Que.

Sell Ingersoll, the Cream Cheese that has won the confidence and approval of Canadians through its superior quality; soft, spreadable texture and wholesome flavor.

An attractive, heavily paraffined carton preserves every bit of the goodness we put in it until it reaches your customer's table. Order from our nearest agent.

THE  
Ingersoll Packing Co., Limited  
INGERSOLL, ONT.

*"Spreads Like Butter"*



## "Of Course She Does!"



Every woman who prides herself on the appearance of her home will welcome your help in choosing a Polish that enables her to have a sparkling finish on her floors and furniture.

You may have a good customer who has not yet experienced the superiority of O-Cedar Polish. She may be using another brand because no one has suggested that she use O-Cedar. She will thank you for telling her.

"But"—you say. "Does a woman like to be reminded?"—"Of course she does"—she appreciates your advice.

Try it and see—you will be surprised how many extra sales you can make by just an occasional word of reminder about the merits of O-Cedar Polish and the O-Cedar Polish Mop. And to those who buy O-Cedar occasionally from you, suggest "an extra bottle," to be kept handy on the pantry shelf.

The men, too, are good prospects for O-Cedar Polish. One sale to a man who owns a car is pretty sure to make another.

**Channell Chemical Co., Limited**  
TORONTO

*CLEANS AS IT POLISHES*

**O-Cedar**  
Polish



# Public Confidence

The one big reason why **Borden's Milk Products** have won and held public confidence for sixty-three years is because they have kept strictly and continually to their original high standard of excellence and purity.

**Borden's** intensive National Advertising is constantly at work acquainting prospective **Borden** users with this purity and quality leadership as well as reminding the already vast circle of satisfied **Borden** friends that **Borden's Milk Products** still lead. Take advantage of this "sales-producing" publicity by featuring **Borden's** in all your displays.

Borden dealers will be gladly supplied with attractive window and store display material on request.

"Ask for our New Window Strip."

Reindeer  
Condensed Coffee  
Condensed Cocoa  
Borden's  
Malted Milk

**The Borden Co., Limited**  
Montreal

Eagle Brand  
Condensed Milk  
St. Charles  
Evaporated Milk

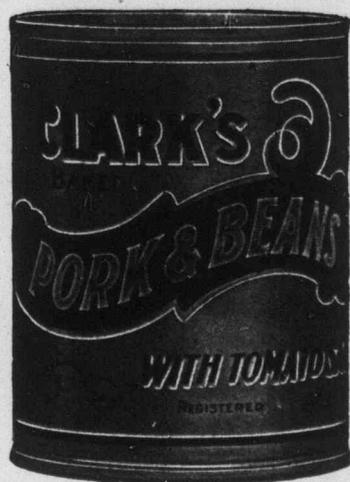


# Borden's

**ST. CHARLES**  
BRAND

Canada's National Milk

# EVERY ONE



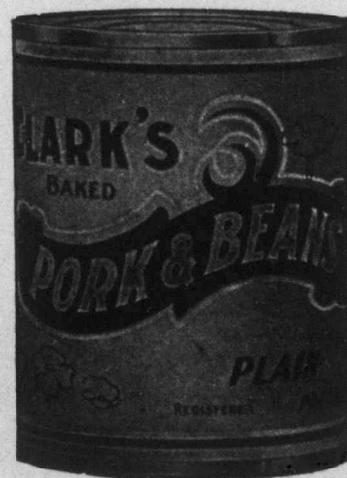
of your customers, Mr. Grocer, is a purchaser of Pork & Beans, and nearly every one of them prefers

# CLARK'S PORK & BEANS

With either Tomato Chili or Plain Sauce

## Why?

Because Pork & Beans is one of the most nutritious yet economical foods, and when they buy CLARK'S they know that they combine the highest quality, perfect cooking and delicious flavour with reasonable cost.



STOCK THE GOODS YOUR CUSTOMERS WILL BUY  
*Made in Canada* *By Canadians*

# W. CLARK, LIMITED

MONTREAL

# TO THE CANADIAN COFFEE INTERESTS

*We aim to give you full 100%  
efficiency and service*

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

**WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!**

**WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.**

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—**IN ALL INSTANCES**—to be as nearly as possible equal to your regular Santos types.

**J. ARON & COMPANY, Inc.**  
**NEW YORK**

*We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request*

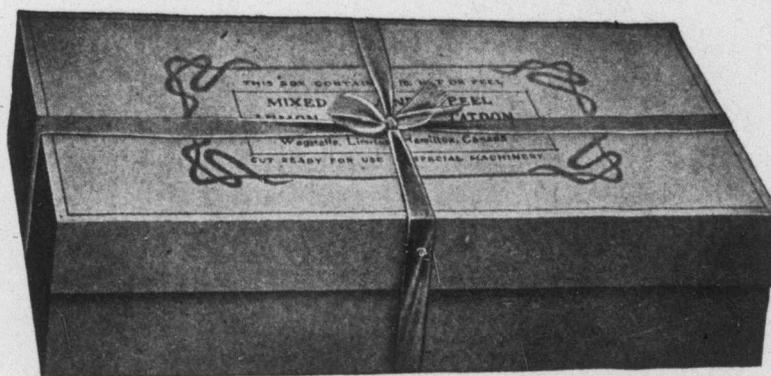
NICHOLSON-RANKIN, LTD., Edmonton, Alta.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.	LIND BROKERAGE CO. LTD., Toronto, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Calgary, Alberta	J. T. PRICE & CO., Hamilton,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

# WAGSTAFFE'S

## Candied Peels

(Lemon, Orange, and Citron)

*Now Ready for Delivery*



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

*Order From Your Wholesale Grocer*

**WAGSTAFFE, LIMITED**  
PURE FOOD PRESERVERS  
HAMILTON - CANADA

# ARE YOU LOSING SALES ON LILY WHITE SYRUP ?

The continued high price of sugar has stimulated the demand for LILY WHITE for use in autumn preserving.

We report a brisk demand from consumers for *Lily White* Recipe Books?

Are you anticipating the demand ?

THE ONE OUTSTANDING SYRUP  
FOR AUTUMN PRESERVING



THE CANADA STARCH COMPANY, LIMITED  
MONTREAL

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

# UPTON'S Pure MARMALADES and JAMS

Have you tried  
our  
1920 Pack?



Steadily pushing ahead in sales, making new friends; daily bringing fresh delights to Canadian tables. Made only from pure fruits and granulated sugar—that's why.

Our national advertising helps, too.

*Order your supply to-day.*

**THE T. UPTON CO., LTD.**  
HAMILTON, CANADA

**SELLING AGENTS:**

S. H. Moore & Co., Toronto, Ont.  
Rose and Lafamme, Ltd., Montreal, Que.  
Scott-Bathgate Co., Ltd., Winnipeg, Man.  
Gaetz & Co., Halifax, N.S.  
Schofield & Beer, St. John, N.B.

# WHITTALL CANS

for

**Meats  
Syrup**

**Vegetables  
Fish      Paint**

**Milk  
Etc.**

**PACKERS' CANS**

**Open Top Sanitary Cans  
and**

**Standard Packer Cans  
with Solder-Hemmed Caps**

## A. R. Whittall Can Company, Ltd.

Sales Office  
202 Royal Bank Bldg.  
TORONTO  
G. A. Willis, Sales Mgr.  
Phone Adel. 3316

**MONTREAL**

*Established 1888*

Sales Office  
806 Lindsay Bldg  
WINNIPEG

Repr.: A. E. Hanna

# DISPLAY Your GOODS

*Don't hide your wares from human eyes*

*Don't fail to make Display For your appeal to appetite Means profit every day*

Send in coupon for information.  
Tell us if you want us to tell  
You how to make bigger profits.

**D**ON'T hide your light under a bushel just because you have bushel-baskets in the store. Bring out your attractive bulk goods and show them in a way to make every customer want them. These appetizing goods cannot sell themselves if hidden *behind* a counter.

Put them in the front rank where they will fight and work for you. Show them *under glass* in a Sherer Counter, where every eye will see, and every appetite *clamor* for them.

And don't forget that you make more for yourself, and save something for your customer, every time you sell bulk goods.



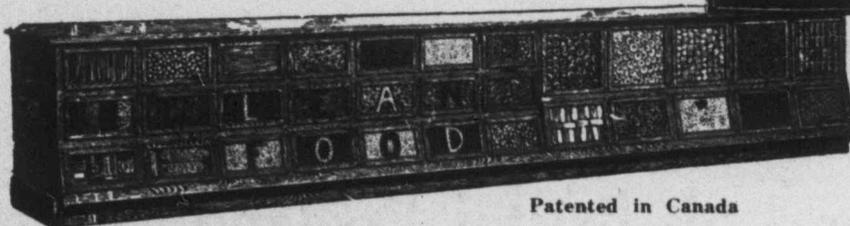
## Sherer-Gillett Ltd.

Dept. 57

Guelph - Canada

"MADE IN CANADA"

**By the Pound**



Patented in Canada

SHERER-GILLETT LTD.

Guelph, Can.

Dept. 57

Please send us your new catalogue and terms.

Name .....

Town .....

Province .....

**JAMS  
MARMALADES  
PEELS**

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

Established over a Century

Cable: Lamberton, Glasgow

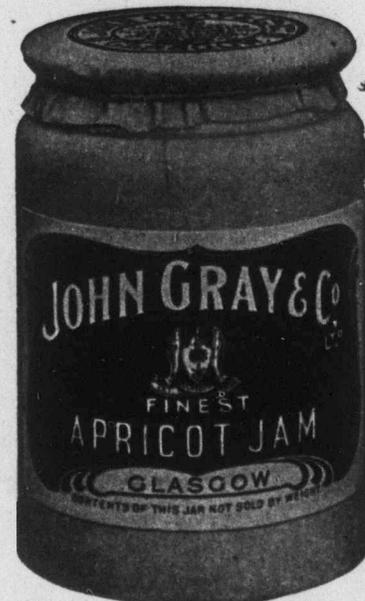
Codes: A.B.C. 4th and 5th Edition

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**

Agents:

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

Lind Brokerage Co., Ltd., Toronto



**Purnell's**

*England's Best*

Pure Malt

**Vinegar**

**Pickles & Sauces**

Speciality B V Fruit Sauce

*Have Stood the Test of Time*

*Having Been Established Since 1750*



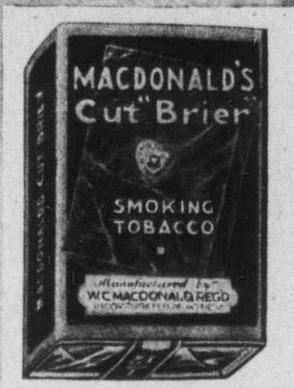
Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.  
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.  
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.  
W. T. Donohue, 401 Richmond St., London, Ont.  
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.  
J. E. Huxley & Co., P.O. Box 815, Winnipeg.  
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full  
range of samples

**Purnell & Panter, Ltd., Bristol, England**

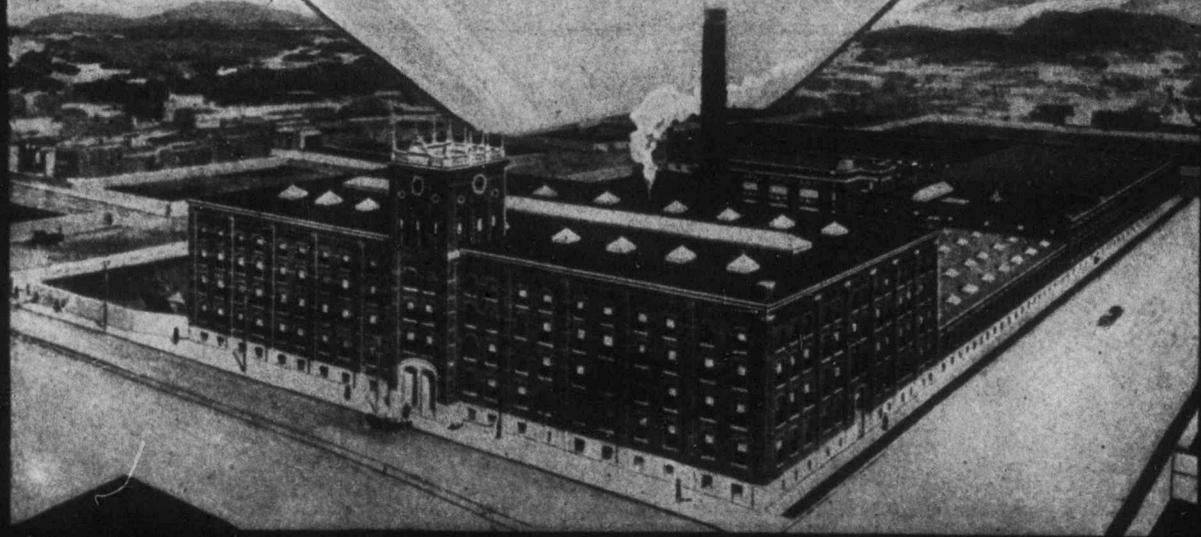
*The Tobacco  
with a heart*



Quality was the foundation of Macdonald's in 1858.

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

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



**W. C. MACDONALD REGD.**  
INCORPORATED  
MONTREAL



### Som-Mor Assists You

It's a stiff proposition to push every line of the hundreds in your store.  
 The reason why you should concentrate on the Biscuit in the Striped Package is because it's continuously advertised in over 300 newspapers and magazines in Western Canada.  
 In this way "Som-Mor" is being constantly pushed for you. You're missing the opportunity of an easy profit if you don't take advantage of this co-operation.

*Sell more of the Biscuit in the Striped Package.*

## North-West Biscuit Company Limited

Edmonton      Regina      Saskatoon      Calgary      Vancouver

### Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

### Not A Substitute For Sockeye—

AN ALTERNATIVE

WITH A SAVING



Wallace's  
**KILTIE**  
 Brand  
**PINK SALMON**

CAUGHT AND PACKED by WALLACE FISHERIES Ltd.

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

## Squirrel Brand PEANUT BUTTER

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

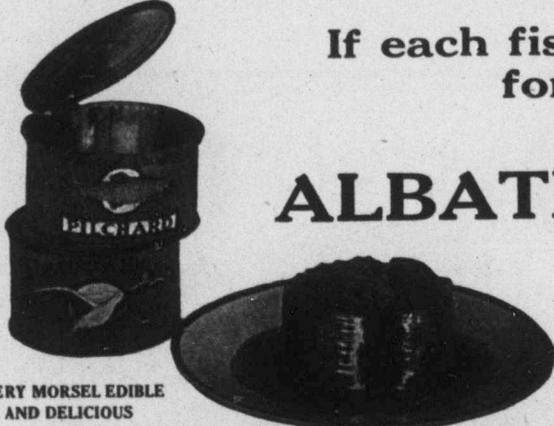
**C. T. NELSON**  
Grocery Broker and Manufacturers' Agent  
534 Yates Street, Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.  
VICTORIA - VANCOUVER

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

**JOHN PRITTY, LIMITED**  
Merchandise Broker and Manufacturers' Agent  
HEAD OFFICE: REGINA, SASK.  
A purely Western organization with lots of experience. When appointing a representative for Saskatchewan appoint "Pritty". If it's results you want—Pritty gets them.

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

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

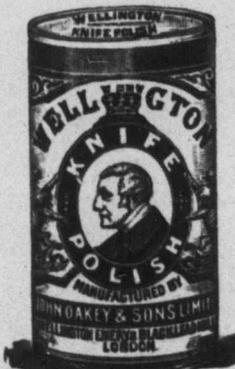


If each fish has not been opened up for thorough cleaning they are *not* **ALBATROSS PILCHARDS**

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

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

EVERY MORSEL EDIBLE AND DELICIOUS



**Oakey's "WELLINGTON" KNIFE POLISH**

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

**John Oakey & Sons, Ltd.**  
Manufacturers of  
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, S.E.1, Eng.

Agents:  
F. Manley, 343 Garry Street, Winnipeg  
Sankey & Mason, 839 Beatty Street Vancouver.

## 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.**

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

**FRANK H. WILEY**  
Mfrs. Agent and Importer  
Groceries and Chemicals  
Special all grades Sugar for immediate shipment  
533-537 Henry Ave., Winnipeg

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

**W. L. Mackenzie & Co., Ltd.**  
Head Office: Winnipeg  
Branches  
Regina, Saskatoon, Calgary, Edmonton

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

**Geo. W. Griffiths & Co., Ltd.**  
246 Princess Street  
Winnipeg, Manitoba  
*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

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

Why Not Build Up Your Trade in the  
West by Appointing Us Your Agents?  
**MOWAT & McGEACHY**  
(MANITOBA) LIMITED  
Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

**Richardson Green, Limited**  
MANUFACTURERS' AGENTS  
Calling Upon the Grocery, Hardware and  
Drug Trade.  
Winnipeg Regina  
Edmonton  
Calgary Saskatoon  
We work The Retail Trade

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

IN WRITING ADVERTISERS, PLEASE  
MENTION THIS PAPER.

## Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products  
among the leaders

Our past record and reputation for  
successful merchandising is your  
assurance of big results if you enlist  
our services.

Our organization is backed by ample  
capital, is composed of a chain of six

large warehouses from Winnipeg to  
Vancouver, and at each point is a  
staff of thoroughly experienced, en-  
ergetic salesman.

Let us show you.

Head Office: WINNIPEG, MAN.

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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

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

WHOLESALE COMMISSION BROKERS

MANITOBA
HEAD
**WINNIPEG**
OFFICE
ALBERTA  
SASKATCHEWAN
CORRESPONDENCE SOLICITED
WESTERN ONT.



### The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

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

**Stroyan-Dunwoody Co.**  
Wholesale Brokers and Commission Agents  
Confederation Life Bldg. - Winnipeg  
Service coupled with Reliability brings Results  
We want your business.      Write us.

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

**Watson & Truesdale, Winnipeg**

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

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRUCKAGE  
STORAGE  
DISTRIBUTION

When Writing Advertisers Please  
Mention This Paper

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

**Service**

**Reliability**

**Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three cornerstones: Service, Reliability, Integrity.

*Fourteen Salesmen Covering the West*

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

**SCOTT-BATHGATE CO., LIMITED**

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

**W. H. ESCOTT CO.  
LIMITED**

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

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

### SALES FORCE

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

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

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

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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

**N. B.**

**Egg**

**Carriers**

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

*Prompt Shipment.*

**WALTER WOODS & CO.**  
HAMILTON AND WINNIPEG

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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

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

In Writing Advertisers Please  
Mention This Paper.

**LOGGIE, SONS & CO.**  
Manufacturers' Agents  
Brokers, Importers and Exporters  
GROCERS, CONFECTIONERS  
and DRUG SPECIALTIES



32 Front TORONTO St. West CANADA

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

**SCOTT & THOMAS**  
Manufacturers' Agents  
Confectionery and Grocery Brokers  
32 Front St. West,  
TORONTO

**C. MORRIS & COMPANY**  
Importers Exporters  
Grocery Brokers  
Head Office: TORONTO U. S. Office: CHICAGO, ILL.

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

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

**H. C. BRENNAN**  
Manufacturers Agent and  
Grocery Broker  
Covering City of Ottawa and District Thoroughly  
Booth Bldg. OTTAWA, ONT.

**Waste Paper—**  
VERY HIGH PRICES NOW.  
"CLIMAX" Steel BALERS  
TURNS WASTE INTO PROFIT.  
3,000 satisfied users.  
Made in 12 sizes—a size  
to suit every business.



A Boy can operate it.

Write for catalog and prices :  
Climax Baler Co., Hamilton, Ont.

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

**S. & M.**  
The Cream of all Chocolates.  
Write us for Prices and Discounts.  
Sole Canadian Distributors:

**Dominion Confectioners Limited**  
229 Notre Dame West, Montreal

Our Agents:  
Samuels, Carney & Dickie Ltd. Halifax, N.S.  
L. Edward Whittaker St. John, N.B.  
Chadwick & Co. Toronto, Ont.  
H. H. Beer Summerside, P.E.I.

When Writing to Advertisers Kindly Mention  
this Paper

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

## QUEBEC

### ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO

### MANUFACTURERS

We can get you Business in the  
Province of Quebec.

Best References. Special Sales Force.

Address: c.o. Canadian Grocer  
Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc.  
in Car Lots

### A. H. M. HAY

*General Produce & Lumbermen's  
Supplies*

Phone 5311  
Residence 6383

80 ST. PETER ST.  
QUEBEC

If you have anything in food line to sell  
or want to buy, ask us for prices. We buy  
and sell outright, also act as buying and  
selling agents and commission merchants.

**Canada Produce Co., Limited**  
171 St. Paul Street E.  
Montreal, Que.

TELEPHONE MAIN 7143

### ST. ARNAUD FILS CIE. GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

### AGENCIES WANTED

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

**JOYCE CO., LTD.**  
307 St. James Street, Montreal

### K. Smith

*Broker and Commission Merchant*

1696A Hutchison St.  
MONTREAL

### SHEPHERD - MOTT COMPANY

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

### Belgo-Canadian Trading Co. Regd.

Import and Export  
General Distributors  
Importers of BELL RICE, Dutch Cocoa and  
West Indian Products  
103 St. Francois Xavier St. MONTREAL

### ALBERT DUNN

*Commission Merchant*

QUEBEC, P.Q.

Reliable

### Grocery Broker

Leaving For Europe in October

### Manufacturers

desiring to reach the European Markets can  
do so by placing their Business in the hands  
of an Experienced Broker.

Address Communications

**Canadian Grocer**  
178 Bleury St. Montreal

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

### GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

### The Smith Brokerage Co., Ltd.

*Wholesale Commission Brokers  
ST. JOHN, N.B.*

If you require distribution in the Maritime Provinces  
we are open to consider your proposition.

*Best References*  
**SMITH BROKERAGE CO., LTD.**  
St. John, N.B. 1-4 South Wharf

## Dominion Spring Clothes Pins



When placing your  
clothes pin order be sure  
you specify "Dominion  
Spring."

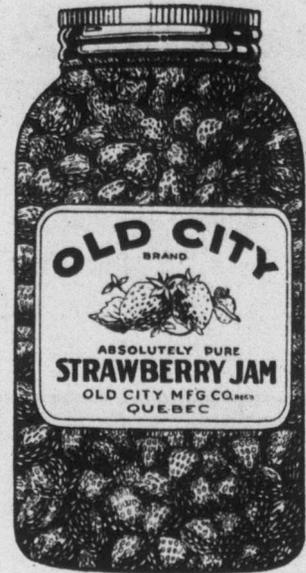
## There's greater Satisfaction

selling Dominion Spring Clothes Pins  
because they are made stronger and will  
hold better than any other clothes pin.

Dominion Clothes Pins never split. They  
will last for years and their profit margin  
makes selling them a worth-while proposi-  
tion.

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

# It's Easy to Sell Old City Jam



"The Jam that is too good to put in Tins."

You need have no misgivings about the saleability of this pure, wholesome Jam.

Simply put it on display. Customers seeing the big, clear jars of pure fruit in its natural color will be tempted to take a jar home—it will remind them so much of the good old jam "Mother used to make."

And once Old City Jam is used, its luscious fresh fruit flavor—so satisfying to the palate—will make such a favorable impression that sales will inevitably increase.

Besides, when your customers buy this brand, they get from two to four ounces more jam, plus a glass jar, which is worth from 10c to 15c, depending on whether a two or four pound size is purchased. This means more all-round value than any other jam you can sell.

Display Old City Jams on your counter and shelves. It will surprise you how readily they will sell.

Old City Jams are made in five flavors—and are packed in sawdust to prevent breakages.

*Place your order with your jobber now.*

Manufactured by

**OLD CITY MFG. COMPANY REGD., QUEBEC**

**"Makers of Jam too good to hide in Tins."**

**E. B. NETTELFIELD & COMPANY**

General Sales Agents

**50 Front St. East - Toronto**

Represented by:—Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton. W. S. Watts, 124 Bruce St., London, for Western Ontario. J. H. Trowbridge, 256 Albert St., for Ottawa. R. M. Wyman, Yarmouth, N.S., for Newfoundland. Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

WHOLESALE GROCERS — JOBBERS

# ST. KITTS DARK BROWN SUGAR

## 1 2½c.

F.O.B. ST. JOHN, N.B.

Write or Wire Your Orders to

**CANE MOLA CO. OF CANADA, LIMITED**

1706 Notre Dame St. East : : Montreal, Que.

## King Oscar

Brand

# Sardines

A profitable feature for your displays. Are the best sardines on the market—of excellent flavor and discriminating housewife's first choice.

Packed only from selected fish in purest olive oil.

*Your Wholesaler Can Supply You.*

Canadian Agents:

**John W. Bickle & Greening**

**Hamilton, Ontario**

## EUREKA

### Grocers' Refrigerators

are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer. You need a Eureka refrigerator to take care of your perishable foodstuffs; the Eureka patented cold, dry air circulation system guarantees the highest efficiency with lowest consumption of ice.

Buy the refrigerator that will give you an absolute guarantee against spoilage.

Write for free illustrated literature.

**Eureka Refrigerator Co., Limited**

Head Offices and Factories:

**Owen Sound, Ont.**



## Tourists will like Scotch Snack

So will everybody. Be sure you have this fish well displayed. It is just the thing for making salads, sandwiches, croquettes, etc.

Nothing Just as Good. Be sure you mention Scotch Snack.

**ARGYLL BUTE "Reg."**

**MONTREAL, QUE.**



In suggesting

**APROL**  
THE SWEET OIL OF PERSICA

you are making a solid found-  
ation for building Future Sales

**APROL** has proven such a delicious and satisfactory oil for shortening, baking, frying, and for making salads, mayonnaise dressings, etc., that it is steadily increasing in favor among the most particular housewives—you know that this means more sales for you, Mr. Grocer. Consequently have plenty in stock and display it prominently, so your customers will know you have it.

Our direct advertising campaign throughout the Dominion is behind you.

**W. J. Bush & Co. (Canada)**

LIMITED

National City, California

Montreal, Que.

Toronto, Ontario



# Whittemore's Shoe Polishes

Are Superior

Preserve the Leather  
Give a More Lasting Shine  
Keep Shoes Looking New

[Send for Complete Catalog



Canadian cheques on Montreal accepted at par

**Whittemore Bros. Corp., Boston, Mass., U.S.A.**



(HIGH

PATENT)

# Back Again

AFTER five years of Government regulation, we are permitted to manufacture, once more, our famous old high patent

## PURITY FLOUR

Once more we are able to offer in this famous brand the best product of the world's best wheat; the popular flour for delicious bread, and light, flaky pastry.

Old friends of Purity Flour will share our satisfaction, and all friends, old or new, will appreciate the improvement in their baking with our high patent flour.

**Western Canada Flour Mills Co., Limited**

# THE LAST WARNING

Blended Molasses is composed of mostly glucose, a little molasses, some water, bleached with chemical. Its sale, we fear, will kill the molasses business.

**PLANTAGIONS LIMITED** of Barbadoes, B.W.I., appeal to Canadian Grocers to protect their buyers by handling only **GENUINE BARBADOES**.

In order to put the genuine Barbadoes within the reach of all, *Plantagions, Ltd.*, have resolved to reduce the price of their super-fancy, the grade higher than extra fancy, from \$1.80 to \$1.33, Imperial gallon, F.O.B. St. John, F.O.B. Quebec, F.O.B. Montreal. This is about 9½c per lb. Barbadoes is all sugar—less than sugar prices. This is the *Plantagions, Ltd.*, highest quality, sold only as *Windmill Brand*—the old kind made in the old-fashioned way.

*Plantagions, Ltd.*, Barbadoes, have in store at St. John, Quebec and Montreal a limited quantity of their *Windmill Brand*, and will accept orders for one puncheon up, from all good-standing retailers, for immediate or deferred shipments.

To make sure of your supply, please telegraph at our expense.

## Pure Cane Molasses Co.

of Canada Limited

Montreal and St. John

Sole Agents for

### PLANTAGIONS LIMITED



## There is Real Satisfaction in Selling the Best Products

*Colman's D.S.F. Mustard*  
*Keen's D.S.F. Mustard*

are the best the world can  
produce.

Your customers all want  
these brands.

See that your wholesaler  
keeps you well supplied.

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

# ALBERTA POTATOES

NO. 1 WHITES, PACKED IN 100-POUND  
BAGS. FINEST QUALITY IN AMERICA.

NOW READY FOR SHIPMENT

WIRE OR WRITE US FOR QUOTATIONS

## NICHOLSON-RANKIN LIMITED

*Wholesale Grocery and Fruit Brokers*

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN

CALGARY, EDMONTON, ALBERTA

# CANADIAN GROCER

VOL. XXXIV

TORONTO, SEPTEMBER 24, 1920

No. 39

## Merchants are Warned Against Selling Misbranded Articles

The Food and Drug Act Requires That all Packages Shall Be Plainly Labelled as to Contents, and Incorrect Statements on Containers Are Punished by Heavy Fines.

**A**N amendment to the Food and Drug Act has come into force which merchants will do well to carefully study. The Act dwells particularly on the misbranding of foods contained in packages. The merchant who offers for sale or has in his store exposed for sale articles labelled as a certain article and when analysed are found to contain substances foreign to the statement on the label, is held responsible for the sale and is subject to a penalty. Under the Act a package is defined as "any box, bottle, basket, tin, barrel, case, receptacle, sack, bag, wrapper or other thing in which any article is placed or packed."

### What is Misbranded Food?

The Act is as follows:

Food shall be deemed to be misbranded within the meaning of this Act,—

(a) if it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale and is not plainly and conspicuously labelled so as to indicate its true character.

(b) if it is stated to be the product of a country of which it is not truly a product.

(c) if it is sold or offered for sale by a name which belongs to another article.

(d) if it is so colored or coated or powdered or polished that damage is concealed or if it is made to appear better or of greater value than it really is.

(e) if false or exaggerated claims are made for it upon the label or otherwise.

(f) if in package form, sealed by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under the Meat and Canned Foods Act, and provided further that the Governor in Council make regulations deferring the operation of this subsection in whole or in part for such period as he may prescribe, up to the first day of July 1923.

(g) if sold as a compound, mixture, imitation or substitute, it is not labelled in accordance with the requirements of this Act.

(h) if the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients, or the substances contained therein, which statement, design or device is false or misleading in any particular; or,

(i) if the package containing it, or the label on the package, bears the name

of an individual or of a company, claiming to be the manufacturer or producer of the article, which individual or company is fictitious or non-existent.

Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labeled as such; and the words "pure" or "genuine" or words equivalent to these terms, shall not be used on the labels or in connection with such articles, and such articles shall be so packed, marked or labelled as not to be likely to deceive any person with respect to their true nature.

### Penalties Imposed

(1) Every person who by himself or his agent or employee manufactures for sale, sells, offers for sale or exposes for sale any article of food or any drug which is adulterated or misbranded shall be guilty of an offence.

(2) Every person who attaches to any article or package of food or drug sold or offered or exposed for sale any label or mark containing any untrue or misleading names, devices or statements, or who neglects or refuses to label or mark any article or package of food or drug in accordance with the requirements of this Act, shall for a first offence be liable, upon summary conviction, to a fine not exceeding two hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding three months, or to both fine and imprisonment, and for each subsequent offence to a fine not exceeding three hundred dollars and costs and not less than fifty dollars and costs, or to imprisonment for any term not exceeding six months or to both fine and imprisonment.



## Opening Prices Named on Oregon Prunes

These Prices Below California and Independent Opening Prices—First Shipment New Crop California Prunes and Apricots Due to Arrive.

THE opening prices on Oregon prunes have been named by the Oregon Growers' Association. These prices are 1½ to 2 cents below the California Association prices, and 2 to 3 cents under prices named by some of the independents. The crop of Oregon prunes is estimated to be 50,000,000 pounds, which is about the same as last year. It is interesting to note the difference between California prunes and the Oregon variety. California prunes are transplanted from the French stock, cured under the sunshine in the open air and are of a sweet flavor, while the Oregon are transplanted from the Italian stock, evaporated by artificial heat, and have a tart flavor. The Oregon prune is a great favorite with the English people on account of its tartness, and it is estimated that in the neighborhood of one-half the crop will be exported to Great Britain. The following are the prices named by the Association for Oregon prunes:

OREGON ITALIAN PRUNES—	Prices in 25-lb. boxes
30/40 .....	0 17¼
40/50 .....	0 15¼
50/60 .....	0 13¼
60/70 .....	0 11¼
70/80 .....	0 09¾
80/90 .....	0 08¼
90/100 .....	0 06¾
100/up .....	0 05¼

OREGON PETITE PRUNES—	
40/50 .....	0 17¼
50/60 .....	0 14¼
60/70 .....	0 11¾
70/80 .....	0 10¼
80/90 .....	0 08¾
90/100 .....	0 08¼
100/up .....	0 06¼

These prices are f.o.b. Oregon and are subject to duty, freight and exchange. As the exchange is a considerable factor in determining costs, a definite laid-down price cannot be named until shipments arrive on spot.

### New Crop Prunes on the Way

One car of 1920 crop of California

prunes and one car of apricots are due to arrive in Toronto within the next week. These cars have been shipped by the California Prune and Apricot Growers' Inc., and have been shipped from the Santa Clara Valley, where the prune harvest is always from one to two weeks ahead of the other growing districts.

Hot weather during the last week in August and the first week in September have ripened the prunes very fast in practically every district in the state and the picking and drying season is now in full swing.

Previous estimates, which placed this year's prune yield at from 180,000,000 to 200,000,000 pounds, still are holding good, and unless cloudy weather or unseasonable rains damage the crop it will probably total close to 200,000,000 pounds, in comparison with last year's production of 250,000,000 pounds, the largest crop ever packed in the history of the prune industry.

## "No Need of Worry About Sugar"

Manager of Grocery Department of Goodwin's Ltd., Montreal, Believes That About Christmas Time the Price of Sugar Will Range Around 15 Cents—Decline Will Be Gradual.

MONTREAL. — (Special.) — "In my opinion" said J. Bailey, manager of Goodwin's, Ltd., grocery department to a Canadian Grocer representative. "There is no need to worry about the sugar situation. No one has large

enough stocks on hand to lose anything on account of the present decline in the market. Nevertheless some merchants have cut prices considerably in order to get out from under the small stocks that they have on hand. We have reduced our prices to twenty-one cents a pound, but it is only to meet competition. I firmly believe that sugar is on the downward trend, but the movement is slow and will be slow. I believe that by Christmas time the price will range about fifteen cents a pound but in that time all sugar supplies will have changed hands. There is certainly no need for worry among the grocers.

"It is very true that in some parts of the United States the price of sugar is lower than it is here but it must be remembered that when sugar was at a premium, it was cheaper in Canada than it was in the United States. In my opinion the Canadian refiners have done well by the Canadian public. The tables are turning now. Sugar is cheaper in the United States than it is here, but when the new raw sugar reaches Canada and our refiners begin to work on the new stocks we will have just as cheap prices here. I think that in the meantime the Canadian public and the merchants should stand by the refiners who served them so well during the severe shortage. There is no reason for any panic in the sugar market, at least as far as the retailer is concerned."

James Brousea, Iroquois, Ont., was sentenced to one month in jail for receiving sugar stolen from the grocery of D. A. McGee, Cardinal, Ont.

## Coffee Futures Lower

Green Brazil Coffee Dropped to Half What It Was a Year Ago—Spot Stocks Not Affected Until November.

AS already pointed out in the market reports of Canadian Grocer, the primary markets for coffees continue to be easy. The prevailing weakness is largely traceable to the lack of European demand, and hence the arrivals at the port of New York, while just about of average volume, are proving to be excessive. This condition is augmented by the fact that a large part of the arrivals were deficient in roasting qualities and were pressed for sale, being unfit for delivery on the large contracts made months ago for shipment to the United States. Financial stringency and restricted credits are also reasons given for the slump in coffees. Compared with quotations on futures a year ago, the price for green Brazil coffee has dropped to less than half what it was on August 31, 1919. On that day September coffee was quoted around 18 cents, while on the same date this year the quotations were around 8 cents. These lower quotations, it is stated by importers, will not affect the local market until probably some time in November.

Viewed from the angle of supply and demand, importers state that the coffee market is as strong as ever. They point out that there is no undue accumulation in either producing or consuming countries. The Brazil 1920-21 crops are below the average and below the world's yearly requirements. It must be recognized that Europe has not been buying as freely as was expected. Last crop year the deliveries there were about 7,000,000 bags; before the war the deliveries were about 11,000,000 bags. The world's consumption last year was from 17,500,000 to 18,000,000 bags. The world's 1920-21 crops are estimated as from 17,000,000 to 17,500,000 bags, and the total visible supply on July 1 was only 6,675,000 bags. This suggests that the visible supply on July 1 next year will be the smallest in twenty years, so that if there should be any serious curtailment of the crops now growing in Brazil there is probability of a famine before 1922-23. Moreover, prices prevailing in many producing countries are so low as to give little encouragement to growers.

# Urges Conference to Right Exchange

Speaker Before the British Chamber of Commerce Would Like to See Closer Relations Within the Empire in the Production and Interchange of Goods—Sir Edmund Walker Speaks of Difficulties in the Way.

By Staff Correspondent Canadian Grocer

**T**ORONTO, Sept. 22.—The British Chamber of Commerce is meeting in this city, and at the Tuesday session a very interesting discussion took place on the present situation in exchange. At this time when exchange plays such an important part in the buying of merchandise in the United States, the remarks of the speakers on this occasion will be found of interest to the trade.

A resolution proposed by John F. Darling, of the board of directors of the London Joint City and Midland Bank, to memorialize the Imperial Government to call a conference to deal with the problem of stabilization of inter-imperial exchanges, opened the discussion. The resolution carried, but in seconding the same, Sir Edmund Walker, of the Canadian Bank of Commerce, was frank in his statement of difficulties which must be born in mind. There were parts of the Empire, he said, in which the currency was based upon the pound sterling and parts in which it was the ordinary dollar. "We can never alter the fact," he continued, "that whatever we call our currency, our settlement place is New York.

"Exchange between New York and London is the result of the total of all goods sold by North America from all the world." That in a nutshell, he said, was the exchange situation so far as Canada was concerned, and if we put upon the pound sterling a value in dollars if we returned to a gold basis we could not do business for one moment except that somebody would undertake to make up the difference between \$4.86 2-3 and the rate of exchange between New York and London as established by the trade of North America.

Sir Edmund said his purpose in making these remarks was not to seem indifferent toward Mr. Darling's proposition. Personally he was as ardent an Imperialist as any, but the difficulties were not of our making. They were not historical but geographical. Our financial centre was not London, but New York, and we could not escape the contiguity of the United States. He thought the inquiry should be made and that its results would be useful.

In his remarks, Mr. Darling said that: "It would be superfluous to emphasize the importance of increasing the production and interchange of commodities. That is the main object for which Chambers of Commerce exist. But in the talk of inflation and deflation there is a tendency to obscure somewhat the fact that fundamentally the production of commodities

is more important than the credit instruments. Not that credit machinery was unimportant," he added, "but that its main function was to aid production, and it was within the province of Chambers of Commerce to see that credit fulfilled that function. In the work of reconstruction it was necessary to have a positive and distinctly constructive policy, and in shaping that policy to bear in mind that fundamentally currency or credit was not the master but the servant of commerce.

## Debt to U. S. Payable in Dollars

"An important factor to be considered was Britain's debt to the United States Government. In round figures this was £1,860,000,000. But it was a dollar debt, and to the sterling equivalent would have to be added the discount which now affects the value of the pound. So far no interest had been paid on any of this debt, although, aided by gold shipped from the London banks, dollars had been provided to pay off Britain's share of the Anglo-French loan. There were further debts to the United States public amounting to £100,000,000, which must be paid at their respective maturities. But some day arrangements would have to be made to pay both interest and principal installments on the Government debt.

## Should Get Together

"I suggest whether the time has not come for the Government of the Mother Country to take counsel with the different Governments of the Empire to see whether some plan cannot be devised to bring the British Empire closer together in the production and interchange of goods. The result would doubtless be that not only would the payment of the debt to America be facilitated, but there would be such a stimulus given to production and interchange as would mutually benefit both the Empire as a whole and the world at large."

In Canada, said Mr. Darling, exchange conditions were specially difficult. Canada was between two stools. The Canadian dollar was at a considerable discount compared with the United States dollar, but also well above sterling. "Her exports to the Mother Country as well as to other parts of the Empire thus lose a portion of the benefit they would receive were Canada on a sterling basis. This benefit would in the long run probably more than compensate Canada for any loss caused by her imports being at present so largely drawn from the United States.

"Why should we not follow the lead of the United States and introduce bills of

exchange as a currency basis? It may even be possible in the light of their subsequent experience to improve somewhat the Federal reserve system. It is necessary to distinguish between the bill created on pure credit and that drawn against a movement of goods from one country to another."

"The proposed system could be established by the Bank of England opening branches in different parts of the Empire and the bank note would become in effect an Imperial note, and these notes could be issued against self-liquidating bills of exchange.

"The pound sterling would be the unit of value throughout the Empire, except in Canada and India. The Canadian dollar and Indian rupee would require to have a fixed parity in relation to the pound sterling."

A. J. Hobson, a manufacturer, said the question should be looked at more broadly than to judge it from the difficulties of the moment. Not so long ago the exchange between New York and London rose to \$4. It was lower now, not because England was in a worse position to pay its debts. Exports had recovered as compared with imports, and they were satisfied that the balance of trade would become favorable so far as England was concerned.

The reason why exchange had gone back was because London was bearing the financial burden of Europe. When any continental nation wanted exchange on New York they came to London and bought dollars.

"If the burden of reconstructing Europe had been borne a little more by America in the same spirit in which America came into the war, the burden would not be so heavy as it is with London."

## HELPED BY HY. JOHNSON

The Canadian Grocer—Enclosed you will find \$4.00 for renewal.

I would like to second the motion by Thorpe & Co., in your issue of Sept. 3, page 50. I feel as if Hy. Johnson, Jr., is an old friend of mine, for I have gained very considerable information from his articles, which has meant the successful running of the above business since its inception in 1916.

Wishing you every success,

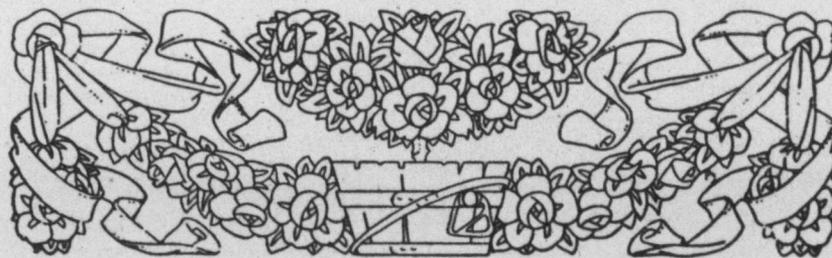
E. WARREN,

Mgr. Point du Bois Supply Co.  
Point Du Bois, Manitoba,  
Sept. 18, 1920.

## Window Display Sells 156 Barrels of Appels

Halpenny & Co., Ottawa, Sells a Car of Apples When His  
Neighbors in the Trade Say He is Making  
a Mistake in Buying That Quantity

**M**ANY merchants are recognizing the fact that window displays are a valuable factor in building up sales and a medium by which many lines can be quickly moved off. Such was the experience of Halpenny & Co., retail grocers, Bank Street, Ottawa, Ontario, who a short time ago purchased a car containing 156 barrels of apples. Some of their neighbors in the business told them that they were making a mistake by purchasing that quantity at that particular season. Halpenny & Co. had confidence in their selling ability and proceeded to put it into effect. Several barrels were opened and placed in the window, tilted at a slight angle facing the street so that the apples showed up very nicely. The display was put into the window late in the afternoon and the lights left turned on after the store had closed for the day. The following morning, during the first hour, seven barrels were sold. These sales were all made over the 'phone to people who were not regular customers of the store, but had seen the apples in the window the previous evening. Some twenty-five barrels were sold the first day and in a very short time the whole shipment was sold and showed a good round profit for the firm.



# Selling, Collecting and Wage Costs

How Jobbers Can Co-operate with Retailers, in Giving Many Helpful Hints in the Way of Increasing Sales—A Diplomatic Co-operation is of Benefit to Both Branches of Trade.

By HENRY JOHNSON, Jr.

**W**HEN a jobber offers a suggestion that is in line with sound business, are you one of those men who habitually look for his ulterior motive? Do you just naturally think that the jobber must have an axe to grind for himself in such cases? Do you say: "Oh, he's looking keenly after his own interests—leave it to him!"

If you are that kind of a merchant—forget it! Think instead of the indubitable fact that the jobber cannot pursue and promote his own true interests without promoting yours; for trade is bound up together. No factor can prosper alone. No one can live altogether to himself. None can suffer through any general cause without having plenty of company.

So be careful not to jump to unwarranted conclusions. When you see the jobber's effort to promote good business, study it carefully and with an open mind. Give him the benefit of the doubt until you examine what he is doing. Then if it be good, you can co-operate. If it be narrow and purely selfish, you will recognize that fact quickly enough and can disregard his efforts.

Let's not argue on that any more. You know what I mean. I am prompted to write this by two fine examples of jobbers' work I have just come across. One is helpful selling. The other is helpful collecting.

## Margin so Wide It Endangered Trade

A certain jobber had always handled head lettuce in a small way because his territory was circumscribed. But he found a connection where he could buy it by the car and lay it in for less than half his former cost, so he bought a car. Next day his wife paid exactly the same price to her grocer that she had paid for the less-than-carload goods. He felt sure that if such practice were continued his market would not absorb carloads. So after much thought he issued the following circular letter to his trade:

"Gentlemen,—We will have on track tomorrow another car of California Imperial Valley head lettuce. We are giving this some newspaper publicity, doing everything within our power to create a demand, and we are meeting with unusual success.

"However, we want you to know that we are selling this lettuce to you very cheap to encourage increased consumption, but our efforts are thwarted in some cases by retailers selling at an excessively high price, perhaps having overlooked the fact that they are not paying the usual price for this vegetable.

We have found in some instances that it is being sold at 35 cents per pound trimmed and 25 cents per pound untrimmed, which would yield a retailer about \$8.75 per crate, or a profit of \$5.25 on an investment of \$3.50.

"For the present car we paid a slight advance, and will sell at \$3.75 per crate, but at this price a retail price of 15 cents per pound in the rough and 20 cents trimmed would yield around 50 per cent. profit, and while we are so willing to work on the basis of a reasonable margin in order to put our market on the map and to be able to buy in carload lots so as to give you the minimum price, we feel that you owe us you co-operation in the distribution of these goods.

"This is but the beginning of a campaign of bigger things, and during the season it will cover many commodities that heretofore have been handled in our market in a drug store fashion.

"The people want these goods, and we want to get ourselves in a position so that you can sell them at the same prices as can be secured by the consumer in the larger markets."

Yours truly,

## Advertising Plus Masterly Strategy Wins

Alone among numerous competing jobbers, this man has the courage to advertise. He talks fancy California head lettuce in his advertising and says: "Get it from your grocer—fresh today!" or words to that effect, regardless of the fact that other jobbers sell the same lettuce and he, as the only advertiser, promotes everybody's sales of lettuce.

Then he backs up his advertising with letters which evince the same character of masterly strategy to be seen in the one quoted. Read that letter over once or twice. Note how he begins with an appeal to those who like to handle fine goods. He follows with the most diplomatic statement that he is advertising the lettuce—at his own expense promoting the retailers' business. Then giving everybody a hole out of which to crawl, he says that "in some instances" his efforts are thwarted by those who, either carelessly or with shortsighted greed, attach a 60 per cent. margin to it. You put the shoe on if it fits. It generally fits.

He follows that with an indication that the prices he suggests will yield a mighty liberal margin. He says "around 50 per cent," thus following the custom of figuring on cost. He is excus-

able, perhaps, in this, because his customers probably figure the same way. The actual margin is, of course, 33 1-3 per cent., and on a commodity now sold so it will move freely, the grocer will make more net money than he did on what he sold at the much higher price.

This is the same jobber, by the way, of whom I told you recently, who got away with his advertising of a retail price on berries, much to the benefit of everybody. He is getting away with his lettuce, too, for where no carloads were sold before this past winter, he has sold five or more cars.

For whom is he doing all this? For himself, say you. Granted. He is no saint. He does not claim to be one. He wears no sprouting wings. But the point is that, in thus working, with unusual intelligence for himself, he is putting extra profits into the till of every retailer in his territory. Is that not enough to justify full and hearty co-operation? Evidently his customers think it is, for he is getting just that kind of support.

## Hints on Collecting All Bills

Another jobber recently issued this letter to his salesmen:

"Gentlemen.—We cannot urge upon you too strongly the necessity of keeping your collections up—the necessity of urging all merchants to take their cash discounts where cash discounts are permitted—the necessity of paying all invoices when due—and the necessity of refraining from selling the fellow who permits his bills to run long past due. This is indeed imperative. In the history of our business we have never seen the demand for money so great as it is to-day. The banks are really right up against it, and they are asking for the co-operation of all business men to keep their collections up and to refrain from granting long-time credits.

"The small merchant, the country bank, the jobber, and the big banking institutions, must all co-operate closely, shoulder to shoulder, in order to keep business on an even keel during the stringency period. It is simply a case of all working together—the farmer, the retailer, the small town bank, the jobber, and the big banks.

"Some of you have your accounts in fine shape. We could not ask them to be better, while some of you have some accounts which are certainly dragging, and dragging badly. We are not helping the merchant in permitting him to let his  
(Continued on page 30.)

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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## CANADA'S GREAT WHEAT CROP

ACCORDING to reports of the estimated wheat crop in Canada this year, it will net the Dominion a sum in excess of \$700,000,000, and the exportable surplus to be applied to a readjustment of the exchange situation will approximate in value nearly half a billion dollars. This of course does not take into consideration the immense crop of oats, barley and flax and the abundance of fruit and vegetables which the present season has given, the value of which is very great.

Government statistics place Canada's wheat at 289,000,000 bushels as against 193,260,000 bushels for last year. The oat crop will aggregate 556,000,000 bushels as against 394,000,000 bushels in 1919. Barley will total 64,257,000 bushels as against 56,000,000 bushels a year ago, and flax will total 11,000,000 bushels.

The first carload of wheat sold on the Chicago exchange netted the owner \$2.77 per

bushel. The greater portion of the crop of wheat this year will be of high grade. But even estimating the average price at \$2.50, the amount which the new wheat crop will bring will be in the neighborhood of \$700,000,000.

## CO-OPERATIVES' COMPETITION

DURING the past year the legitimate retailer has had much to contend with, in the way of meeting the competition of the co-operative clubs of the United Farmers, and also of labor organizations. Many close observers of the situation are of the opinion that this movement of co-operation in the handling of the necessities of life is something that has grown out of the high cost of living, and that it is merely a spasmodic effort, flourishing for a time, and will gradually die out.

Bearing out this contention it would seem, is a report that comes to Canadian Grocer from the Fraser Valley in British Columbia. The ranchers and farmers out there have co-operated to buy feed for their stock and such other food-stuffs for themselves as they can purchase in quantities—endeavoring to eliminate the retailer, as far as possible. But the plan does not appear to be working out satisfactorily, and the retailer must be called on for many lines. Complaints are heard that the association method of buying leaves much to be desired. Quoting a rancher and a member of a co-operative club in the Fraser Valley, he states that in order to obtain sufficient bran, he has to take more of other lines than he really wants and members who can have to take and pay for anything that is refused, or has been ordered for members who find they are not able to pay for what they ordered. If the secretary is paid, he adds, there is jealousy over the position, and if he is not well paid he won't look after the job in the way that the average retailer does.

The manager of a departmental store in Saskatoon recently remarked to Canadian Grocer: "We were greatly concerned over the co-operative movement at one time, but not any more. The superior service and consistently reasonable price of the retailer win out over the amateur merchandising and petty jealousies of the co-operatives." There lies the solution of the problem, it would seem, a steady maintenance of good, efficient service, and reasonable, fair dealing.



# CURRENT NEWS OF THE WEEK

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

## MARITIMES

A new produce firm has been organized in Hartland, N.B., and is known as the Carleton Produce Co. W. Arnold Rideout, of Somerville, is the president, Arthur R. Sipprell, of the same place, vice-president, and Alfred S. Moore secretary-treasurer and general manager. The company will engage in the purchase of all kinds of produce.

## NEW BRUNSWICK POTATO CROP DAMAGED BY ROT

Fredericton, N.B., Sept.—The shrinkage in New Brunswick's potato crop, as a result of rot caused by the recent rains, will be about 25 per cent., according to estimates made by Hon. J. F. Tweedale, Minister of Agriculture, on reports which have been sent to the Department of Agriculture.

There will also be a heavy and serious shrinkage in the grain crop as a result of the destruction that has been caused by rain, but no information of a sufficiently definite character has been received so far to indicate the extent of the loss thus caused.

## QUEBEC

The proposed new \$5,000,000 match factory is to be located near Quebec city. The exact location has not yet been decided upon. Immediately upon his return from England, Sir Alex. Maguire will produce approved plans, and the work of construction will at once commence. The factory will give employment to about 2,000 hands.

P. H. Crossfield, who has been for the past four years chief accountant with the Albertan Publishing Co., Calgary, Alta., has taken over the general store business of Jos. Rosse, at Sylvan Lake, Alta.

## ONTARIO

August Hass, Kitchener, has sold to Ed. Pfanner.

J. W. Seeley, Belleville, Ont., has sold to W. H. Scales & Son.

John W. Chambers, of the O. T. Co., London, Eng., was a business visitor in Toronto this week. He is taking a trip to the coast.

A new cold storage plant, which it is expected will be one of the largest in the country, is planned for the border cities. It is stated that the new building will be capable of taking care of the cold storage requirements of a city of 500,000.

Pitt William Strong, Brockville, Ont., who passed away there a few days ago, was a pioneer cheesemaker in Canada. He established the factory system of cheese manufacturing in Leeds county

as early as 1864. He was 83 years of age and is survived by his wife.

The United Farmers of Ontario had planned to open a store and warehouse in London, Ont., to handle goods commonly purchased co-operatively by their members. However, on account of a movement being on foot by the labor men of London to start a store, the farmers' scheme is held in abeyance, and an effort is being made to bring about joint action in the matter.

N. A. Marra, Amherstburg, Ont., has had his store closed for a week, while making extensive improvements to his place.

Employees of the George Coleman Baking Company, Toronto, waited on Mr. and Mrs. Edward Parnell at the King Edward Hotel and presented to Mr. Parnell a very handsome diamond tie-pin set in platinum, with a beautiful bouquet of American beauty roses to Mrs. Parnell, and also an address expressing appreciation of Mr. Parnell's many kindnesses to them, and their regret at his severance from the baking trade of Toronto, he having sold his interests to the Canada Bread Company.

## Milling Expert Given Complimentary Dinner at Goderich

Goderich, Sept.—R. J. Megaw was recently tendered a complimentary dinner at the Hotel Sunset by the Board of Trade.

Mr. Megaw served his apprenticeship in Clinton, Ont., and was later in the employ of the Ogilvie Milling Co., and more recently he was mechanical superintendent of the Western Canada Flour Mills Company's plants throughout Canada. He is now practically retiring to reside in British Columbia, where he has many friends and relatives. Mr. Megaw was a prominent worker in the reorganization of the Goderich Board of Trade, and previous to being elected president acted as vice-president of the board. Addresses were delivered by A. Saunders on behalf of the manufacturers, and C. L. Moore for the Board of Trade.

## Ottawa Pure Food Show the Best Yet

Held Annually by Retail Grocers of Ottawa in Connection with Central Canada Exhibition, It Attracts Thousands—One Hundred and Thirty-nine Exhibits.

OTTAWA, Sept. 18.—The Ottawa Retail Grocers' Association has brought to a successful close their annual Pure Food Show in connection with the Central Canada Exhibition. This year's exhibition of foods was the best ever held, both as to the number of exhibits and the interest taken in it by the many visitors. It was easily the centre of attraction at the Exhibition, the building occupying 300 square feet of floor space and containing 139 exhibits. It was daily thronged with thousands of visitors, anxious to examine and sample the various products. Generous samples were given away, and manufacturers exhibiting there will no doubt find their sales greatly stimulated, as evidenced by the interest of the visitors. The committee which was responsible for the success of the Pure Food Show was composed of: B. G. Crabtree, President of the Association; A. Cummings, chairman; A. W. Moreland, secretary; A. Phillips, T. Collins, T. A. C. Kennedy, A. E. Kelly, T. Sheenan, F. Burgess and G. Stoke.

On the Thursday evening the directors of the Central Canada Exhibition gave a dinner to the members of the Retail Grocers' Association to which invitations were also sent to the manufacturers and commercial travellers connected with the Pure Food Show.

A joyous spirit permeated the gathering, full justice being done to the fare and keen attention paid to the addresses. R. Clark Cummings, chairman presided and unhesitatingly pronounced the Pure Food Show to be the biggest and best in the world. In this he was supported by all the other speakers, who declared that the Ottawa show was far in advance of anything attempted heretofore, and bigger even than the Boston show which was given only once in every four years. Exhibition Manager J. K. Paisley, Mayor Fisher, B. G. Crabtree, F. W. Copp, of the Harris Abattoir, Ltd., Toronto, S. H. Moore, Toronto, F. Huband of Connor Bros., New Brunswick, H. D. Marshall, broker of Ottawa, E. Gamble, representing the Commercial Travellers, and H. Watters were among the speakers.

## Like Early Closing Saturday Nights

Many Retail Grocers and Butchers Are Well Pleased with the Experiment of Closing at Nine O'clock Saturday Nights—Say They Have Lost No Trade.

**S**T. THOMAS, Sept. 18.—Saturday night early closing is proving a success in St. Thomas so far at least as some retail grocers and butchers are concerned. The members of those branches of the retail trade have signed up to close their places of business at nine o'clock every Saturday evening from October 1 until April 30 next, with the exception of the two weeks at Christmas and New Year's.

The idea was broached early last spring by the St. Thomas Retail Merchants' Association when virtually every merchant in the city agreed to close his store at 10 o'clock during the summer months and to consider closing at nine o'clock after October 1. But when the time came to finally discuss the question and give a decision, the dry goods and boot and shoe merchants were divided, and in consequence those stores

are continuing to close at 10 o'clock for the time being.

There was no opposition to the nine o'clock closing hour from the grocers and butchers. Ten o'clock closing had made converts of the faintest-hearted of them. They said they had lost no trade during the summer, inconvenienced but few customers, and had been able to quit their work without that old dog-tired feeling. Also, they had found that earlier closing had made their clerks better satisfied with working conditions, resulting in greater selling efficiency.

"It's the finest move we ever made in St. Thomas," declared one of the leading grocers. "I am confident that nine o'clock Saturday night closing will become so popular with both the merchants and the public as well, that we will be adverse to changing back to 10 o'clock closing next May, and will decide to close at nine the year round."

finances of this country to the uttermost, and these slow payments must be brought in and be shown the necessity of paying bills promptly and when due.

"You who have customers who are slow to pay and who permit their bills to become long past due should get after them and try to show them the necessity of paying promptly and also the advantage of keeping their accounts in good shape. I am sure that they will become better business men, better merchants, and better customers if they pay promptly.

"Yours truly,  
"\_\_\_\_\_"

Can you think of any man who will carefully read that letter and not be benefited by it? Is there an unsound argument in it? Is there a word to which any man on earth can take exception?

And is this jobber seeking simply his own ends? Is he looking after his own interest solely? Cannot you see how silly it is to look at things from such an angle? The fact is that this jobber is benefiting directly every man, whether salesman or merchant, who reads such a letter. You cannot read it too many times yourself. In fact, you need such stuff in your own business to-day probably more than does this jobber.

### How Money Declines in Value

In the days of King Arthur, say 600 A.D., men worked for a couple of pennies a day and women for a half-penny or farthing. There was discrimination between the sexes for fair those days—worse even than now.

These things we know in a vague sort of way, but few of us realize how brief is the time since money was worth many times what it is worth to-day. For example, I saw a few weeks ago an account of the building of the first hotel in New York. The Island of Manhattan was bought in 1626, as you remember, for \$24. Of course that was cheap, but it was not as low a price as the same sum would indicate to-day. For only fourteen years afterwards, in 1640, the first hotel was built, about where the Stock Exchange stands to-day. It is related that there was some delay about signing the contract because the carpenter, who was a master mechanic of unusual skill and integrity, demanded \$40 for his season's work! That seemed little short of extortionate, and if we remember that the entire island, with its wide stretches of fertile farmlands lying beautiful between waters, had been purchased so recently for only a little more than half of \$40, perhaps the opinion was not unreasonable. But how would such a price look to-day? Now it would not pay a carpenter for a week, let alone a season!

Painstaking service is said to have originated in that hotel, too, for the landlord provided escorts to take home such of his customers as stayed too late over their mugs of musty ale.

## Big Molasses Trade Under New Agreements

Expected that West Indian Molasses Will Come to Canada Freely Now—A Field for Development by the Grocer.

**M**ONTREAL.—(Special) — Under the recently considered trade arrangements between Canada and the West Indies, Canadian Grocer understands there will be a much freer movement of molasses from the "Island" than has been usual heretofore. Canadian Grocer is informed by a reliable authority that the Canadian market will be given more attention than heretofore, and that large quantities of fancy molasses will find their way into this market.

Extensive tonnage of fancy molasses has been imported into Canada via Montreal, Quebec, and St. John for many years. In the eastern part of Canada, notably in the Maritime Provinces and Quebec, large quantities of this are received by the trade and sent out to them in the old fashioned puncheons. In other parts of Canada the handling of molasses in this manner has not been so extensive, owing to the difficulty of handling the large containers. It is stated that efforts will be undertaken to further popularize the molasses imported in this way, and, as it is claimed by many that the real old fashioned article is an excellent food, it is probable that any efforts to popularize this through the trade will meet with a good reception.

In discussing the merits of old fashioned molasses with a Montreal authority who has handled the product for

many years, he referred to the deliciousness of the same when used in various ways. He referred particularly to the excellence of this product when used on the breakfast table, and in some parts of Canada it is considered an important part of the meal. Doubtless in many other parts of the country where the habit has not been formed of using this at this meal, there is room for cultivation of a taste that may become permanent. As there is so much substance in the product and as it contains so much food value, there will be many arguments in favor of making this commodity an integral part of the morning meal.

There would seem to be a big field for cultivation here by the grocer in various parts of the country, and as many are handling this product successfully, according to investigations made by Canadian Grocer, it stands to reason that others can popularize this article in various other parts of Canada as well.

### SELLING, COLLECTION AND WAGE COSTS

(Continued from page 27.)

account drag, but we are doing him a distinct damage, for he, in turn, lets his customers hold up their payments and that is just what causes the trouble to-day. We must all do our bit. As a matter of fact, business to-day is straining the

# NEWS FROM WESTERN CANADA

## WESTERN

James Armstrong, Rocanville, Sask., has moved to Balcarre, Alta., where he has purchased a confectionery business.

O'Connor & Farrell have just opened a grocery and confectionery store in Winnipeg at the corner of Yonge and Balmoral Place.

Harry Garrett has bought the Nanton Grocery stock at Nanton, Alta., and has made considerable improvement in the arrangement of the store.

A canvass is being made in order to get the necessary fifty thousand dollars for the purpose of opening a co-operative store in Saskatoon, Sask.

## Discovery of Sodium Sulphate in Saskatchewan

Moose Jaw, Sept.—Large deposits of sodium sulphate have been discovered recently near Horizon, Sask., and many mineral claims have been filed by the residents of the district.

The main deposit is located 16 miles north of Horizon and covers several hundred acres in extent. It is from three to five feet thick on the average, and in some places is so deep that the prospectors have been unable to find the actual depth.

Analysis of the mineral shows it to consist of 98.24 per cent. sodium sulphate, 1.08 per cent. magnesium sulphate, .68 per cent. sodium chloride, and .07 per cent. insoluble matter.

A company is being formed in Horizon by residents, who propose to develop the resources of the property.

## Cash Returns from Salmon Pack the Largest Ever

Vancouver, B.C., Sept. 20.—This year's sockeye pack in British Columbia is practically finished and with an immediate prospect of a poor market for the cheaper grades of salmon, the 62 canneries operating on the coast are preparing to close down for the season. An average sized pack has been put up. Fishermen have been paid top notch prices, 500 per cent. more than in some previous years, and the cannery owners have already sold the estimated pack of 350,000 cases of sockeye at a total price of over \$7,000,000.

Another \$5,000,000 are expected to be realized from the sale of chums, pinks, red springs and cohoes, so that the total return from the pack of \$12,000,000 will rank away beyond anything ever obtained in cash returns in the history of the industry. Canneries on river in-

lets broke all previous records. The Fraser did much better than expected. In view of the bad showing of some recent years, the traps of the Vancouver Island coast are credited with yielding one-tenth of the total pack.

## New Process Will Mean Increased Oyster Supplies

West Sayville, N.Y., Sept. 23.—Propagation of young oysters all ready to "set out," guaranteed to multiply with proper care into a flourishing brood, may result from experiments just concluded by W. F. Wells, of the New York Conservation Commission, who has reported on his extensive study of oyster breeding.

Mr. Wells, at his laboratory on the shore of the Great South Bay, has succeeded in keeping alive millions of young oysters from the larva to the "set" stage. In his report he said that hatcheries modelled after his plant can be built, wherein the oysters may be incubated until time to set them out in deep waters.

His method for developing oyster "sets" from oyster seed, or spawn, removes one of the chief obstacles in the commercial propagation of oysters, Mr. Wells said.

"The seeds are so small," he explained, "from the time they are laid by the oyster until they are mature enough to

attach themselves to a surface in sets, that experimenters have had the greatest difficulty in devising a practicable commercial method of keeping the tiny shellfish supplied with a fresh supply of salt water and food without washing them all down the drain.

"When the oysters reach the set stage, they can safely be put in the beds to fend for themselves. After that time the oyster grows very rapidly for a period of some weeks, and gains full maturity within three or four years."

One of the chief obstacles, that of handling the larvae, or tink eggs, while changing their water, the report says, was overcome by the use of a centrifugal machine, which concentrates the eggs in a small receptacle. The hatching apparatus was made of a series of large inverted glass carboys, fitted with tubes which permitted a fresh supply of salt water and air to percolate so gradually that the development of the eggs was not retarded. Microscopic examination is necessary in following the gradual development of the eggs to the "set" stage.

Mr. Wells declared it is a well known fact that in the last ten years the production of oysters has been very much reduced. It was to determine the exact cause of this reduction, he said, that his studies were undertaken. It has been suggested, he said, that pollution of the waters has injured many of the most productive beds in Connecticut and in the vicinity of New York.

## This Little Idea Gets Results

### DON'T HESITATE

The inside of this store is just as free to you as the window is.

If you want to buy anything—well and good—but if you just want to look around, you are quite welcome.

Come in, there is no obligation to purchase.

THE foregoing represents the writing on a showcard, enclosed in a silver frame, displayed prominently in the window of a retail store in Winnipeg. It is just this merchant's idea of what his store should be to the buying public, and that it has brought considerable business to his place, he is absolutely assured. He wants every person as they read this little framed card to know that he means every word of it. He doesn't want people to feel that they have to buy, but he feels that accepting the invitation to come in and look around, perhaps with no in-

tention to make any particular purchase, they invariably do not go out without buying something. Then people will come back again to the place where they are treated with courtesy. They will not forget the store where they received careful, efficient attention.

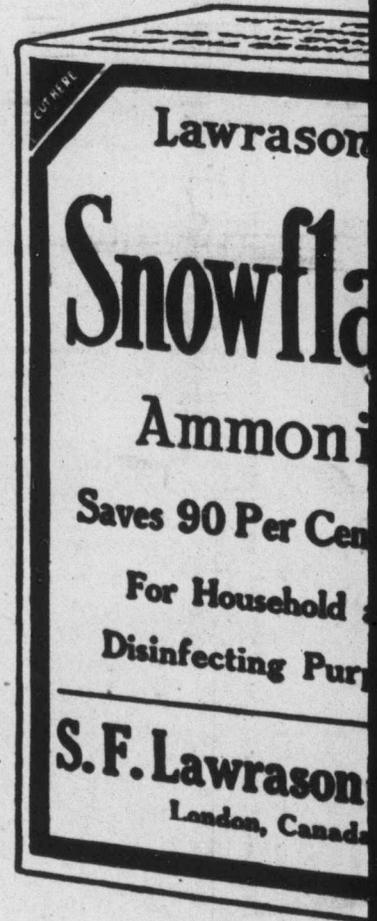
It is just an evidence of what can be done in the way of attracting business. This little "trade-getter" is but a beginning. Backed up with display and good sound salesmanship, it is creating new business all the time. The merchant who is making the best uses of display in his store is getting results. Show your goods is old advice, but it stands repetition, and it should be followed at every opportunity. More people are invited to buy goods, because of the attractive manner in which they have been displayed in some store, than many retailers realize.

This little idea of the Winnipeg merchant in assuring people of the welcome they will receive in his store, whether they are purchasers or not, might well be followed by hundreds of other merchants. It is bound to bring results.

# What Do the Increased Fr Mean to Yo

**T**HINK of the expense to your business if you had to send a representative every day to every one of your customers to solicit orders and send those orders to your store to be filled.

You are able to operate your store at lower cost by having your customers come to you or phone their orders, and they get their goods cheaper by doing so.

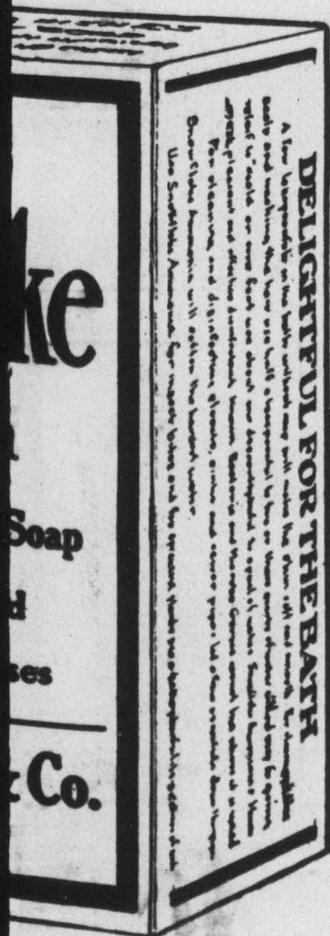


**In drop shipments, 5 Case L**

## S. F. LAWRASON

**LONDON :**

# Freight and Passenger Rates for Business?



**T**RAVELLING expenses and freight on shipments have been very heavily increased.

Help us maintain quality, quantity and price by ordering through your wholesaler or direct from us.

This reduces our selling costs, a saving which accrues to you.

...ts and over, Freight Prepaid

## & CO., LIMITED

: • CANADA

# Selling Power of Window Display

Show Cards Are Essential in Window Trimming to Secure Necessary Selling Force—Help to Put Your Message Across and in Many Cases Has Meant the Difference Between a Sale and No Sale

**O**F ALL the mistakes made in window trimming none equals that of leaving out the show card. In countless thousands of cases it has meant the difference between a sale and no sale.

"Goods well displayed in the show window are half sold." There is much truth in this statement, but the fact remains that they are only half sold. Goods only half sold are no better than goods unsold if the sale is not completed. Your window display may be so attractive that it will cause almost every passerby to stop and look, but if it fails to get prompt action on the part of the onlooker and to entice him into the store to make a purchase, the display lacks the most essential factor—that of "selling power."

The aim of the commercial window is to sell goods, not merely to display. Almost any kind of a window display will sell some goods, but we must, therefore, enhance the value of our display space and increase the efficiency and "selling power" of the displays.

The window display space is a mighty big factor in the rent we pay, therefore we should make the very best use of it. We are apt to attribute the high rental to the location, forgetting that the location would be worth but very little if it were not for the fact that through the display windows we are able to take advantage of the location.

The man who is surcharged with enthusiasm and a genuine love for his work will keep his think-tank busy all the time and new ideas will germinate faster than he can take care of them, and he will make the window produce more sales than any two salesmen employed in the store.

The big idea is to make your window displays stop, attract and sell — and the biggest of these is "sell."

Window trimming, like personal salesmanship, to be successful requires organized action. The display must involve the human equation. It must follow very largely the same line of action as employed by the salesman. It must first attract attention, arouse interest, and finally create a desire to possess. If your display falls down on any one of these steps it cannot succeed.

However, we cannot always gauge the value of a window display by the number of sales it makes direct, because the results of a good display will be felt weeks, even months, after the display has been removed. But it should always be the endeavor of the trimmer to put in displays that will produce immediate results as well as future results; for it is this sort of a display that pays, and pays big. The window

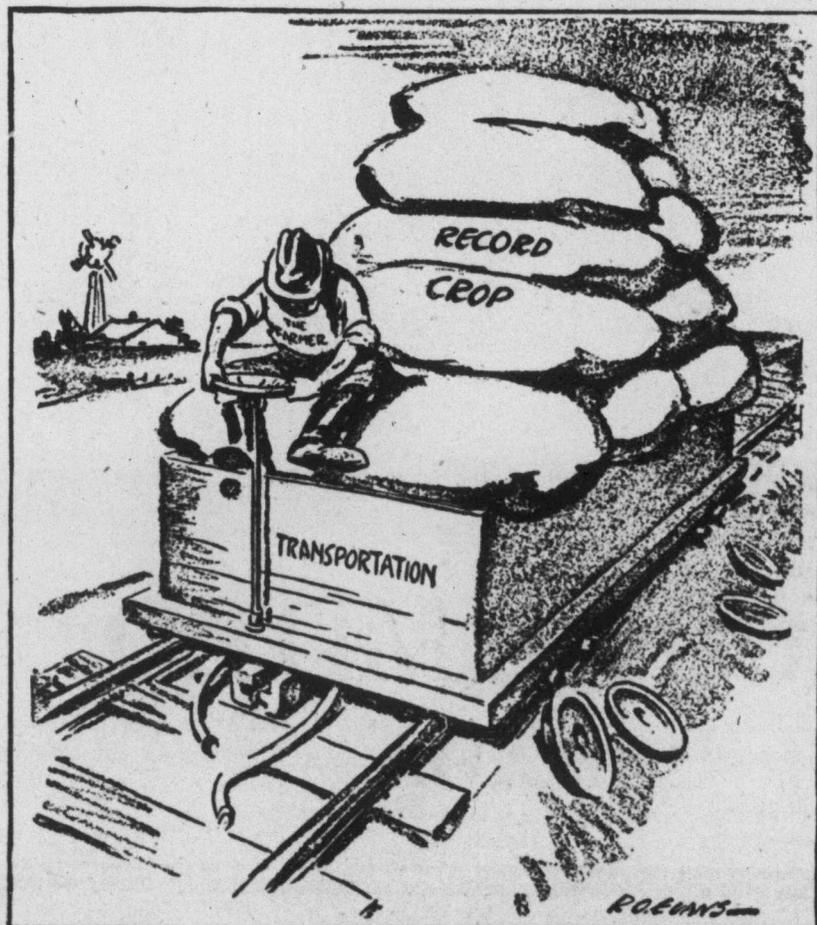
that does not produce immediate results is simply lacking in "selling power," and the wideawake trimmer can very quickly supply the "selling power." Many an attractive display has failed to produce results because it lacked punch.

In personal salesmanship we know that in presenting an article to the customer we must create a desire for that article in the mind of the customer or no sale results. In order to create that desire we also know that we must tell the customer of the splendid qualities and merits of that particular article in such a way that the customer will want to buy the article. This is also true of the window display, if it is to "sell." The rules for successful window selling are identical with those for successful personal salesmanship.

Good show cards are the making of many displays; while the display is stopping the passerby the show cards sell him the goods. They put pep, snap, and ginger in the display. They furnish the punch, the "selling power," which is so essential to the successful selling window.

The passerby, as he gazes into your windows, isn't under any hypnotism from a salesman. He stands outside of the store, a cold being—nobody at his elbow to convince him of the merits of the article displayed. He can't reach out his hand and fondle the article. If the display is to create a desire for the goods it must talk to the onlooker, and its only method of talking is through the show card. They tell him of the definite features and functions of the article.

Window displays are limited in size, and it is therefore impossible to give an entire sales talk in the window. However, through the use of the show card you may bring before the onlooker all the important features and facts of the article. Remember that a display of one single line, well arranged and accompanied by suitable show cards, will prove far more effective and result in a far greater number of sales than a window full of various articles, none of which can be displayed properly nor leave room for sufficient show cards.



TO MARKET, TO MARKET—  
—Evans in the Baltimore "American."

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**G**ROCERY markets are holding fairly steady although a few commodities show slight advances and others are shaded lower. Business in retail circles is reported brisk although orders to wholesalers and manufacturers are not as large as the season warrants. Retailers are apparently confining themselves to immediate requirements.

**MONTREAL**—There are a number of special features to the market this week. Lard is dearer and there appears to be rather a shortage. Strictly fresh eggs demand still higher prices. Creamery butter holds firm at the high prices. The cheese market shows signs of brightening up. Meats hold firm and the shortage existing on beef cattle shows little improvement. Sugar declines another cent per pound. Cereals on the whole much cheaper. Package oats are going to be lower. The rice market is upset and lower prices on tapioca are recorded. The trade for the fall shows much improvement and the return of the many people to the city is quite evident through the grocery trade.

**TORONTO**—Sugar continues to be the centre of interest in general groceries. A decline of one dollar occurred during the week. There is still second hand sugar offered but not quite as freely as in the past few weeks. A couple of cars of American sugar arrived and it is stated that it was laid down at several dollars below Canadian refiners' prices. There is practically no sugar moving from the refineries. This condition coupled with the fact that American sugars are being brought in may tend to further reduce quotations on Canadian refined. The high cost of cartons and labor is counteracting the lower cost of grains and manufacturers of breakfast foods are generally of the opinion that lower prices are not likely. However, the report comes from some quarters that package oats are likely to decline to the level of a year ago. Allotments of sockeye salmon to jobbers are very small and are rapidly moving into retailers' hands. A firmer tone has developed on peppers but other spices are unchanged. Opening prices have been named on Oregon prunes and are several cents below those named by the California Association. Spot stocks of California raisins are fast becoming depleted

and there is every indication that the high prices named for new crop will be maintained in view of the great demand in the United States for beverage purposes. New crop Amalia currants are expected to arrive in a week. Lower grade India and Ceylon teas are weak but the highest grades, for which the public both in this country and in Great Britain are showing a decided preference, are holding at high figures and are becoming difficult to procure. New crop shelled almonds are quoted lower than last season. Peanuts are easier and lower prices quoted. The rice market is steady under a quiet demand. White sago is reduced one cent per pound. Some shipments of New Zealand honey have arrived and are quoted at lower prices than Ontario beekeepers. Deliveries of peaches and plums are fairly heavy and prices are lower. Canadian onions have declined: it is reported that there is a large crop and that prices will be much lower than they are at present.

The produce and provision markets are slightly firmer this week. Smoked bacon and hams are quoted higher. Barrel pork is also marked up. Butter and eggs are firm but quotations are unchanged. Cheese is steady. Lard and shortening are in a strong market with a tendency for higher prices. B.C. frozen fish is quoted higher due partly to the long haulage and increased freight rates.

**WINNIPEG**—Reports from retailers and wholesalers during the past week show a decided improvement in all food commodities. Sugar market remains unchanged and as all refiners' prices are now on the same basis as far as the Winnipeg market is concerned the price of sugar remains unchanged. There is a noted improvement in the demand and lower prices are looked forward to. Molasses is being quoted by refiners higher than what it was at the beginning of the month, but, however, local prices remain unchanged. Sockeye salmon is holding firm and on cheaper grades a weakness is noted and concessions below the opening prices are being named by some packers. New season Japan tea has arrived and the quality is exceptionally good. Coffee remains unchanged. New Filiatra currants are expected to arrive in Winnipeg about the middle of October or first of November.

## QUEBEC MARKETS

**M**ONTREAL, Sept. 24.—Lower prices on sugar were announced late last week, a decline of one dollar per bag. Cereals are much cheaper and package oats are to be reduced in price. The vegetable and fruit market continues in the same healthy condition with low prices holding. Potatoes are expected to be dearer later this fall. Pears are cheaper this week. The spice market is a great deal brighter than it has been and lower prices are recorded. Flour prices hold firm. Nuts and dried fruit are very strong and higher prices are predicted. The molasses market is unchanged and importers state that the report of a shortage is unfounded. The rice and tea market is greatly upset and tapioca is quoted at a reduction. Coffee is expected to be lower price.

### Sugar Drops Another Cent

**MONTREAL.**—SUGAR.—The price of sugar has declined another dollar per 100 this week. This makes the sugar quotations \$21.00 per 100 lbs. Montreal wholesalers are adding to this the extra freight rate which has been added to their cost during the past few weeks. This decline of \$1.00 per 100 lbs. cannot be said to have been unexpected. Retail sugar prices in Montreal vary considerably since many retailers have been anxious to unload present stock.

Atlantic Sugar Co., extra granulated, cwt.	21 00
Acadia Sugar Refinery, extra granulated	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 20
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1, bags	20 60
Do., barrels	20 65
Dark Brown	20 40

### No Change in Molasses

**MONTREAL.**—MOLASSES.—There is no change in either the prices of molasses or corn syrups this week. Corn syrups are holding firm and manufacturers state that the primary market on corn is accounting for the higher freight rates and no change is expected as far as can be determined at the present time. Molasses is unchanged. Dealers state that as supplies sufficient to carry the trade until the new crop arrives in December have been placed there will be no change in price. The molasses market reflects pretty closely the sugar market and if the decline in sugar continues lower prices on molasses may be expected in December.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10 1/4
Quarter barrels, about 175 lbs.	0 10 1/2
2 gal., 25-lb. pails, each	3 10
3 gal. 38 1/2-lb. pails, each	4 65
5 gal. 65-lb. pails, each	4 45
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, 1/2 doz. in case, case	7 75
<b>Cane Syrup (Crystal) Diamond—</b>	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50

<b>Prices for</b>	
<b>Island of Montreal</b>	
Barbadoes Molasses—	
Punchoons	1 50
Barrels	1 63
Half barrels	1 55
Punchoons, outside city	1 45

<b>Fancy Molasses (in tins)—</b>	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

### Lower Price on Tapioca

**MONTREAL.**—RICE.—The rice market, according to the brokers and bigger dealers, has been entirely upset of late. There is an indication that new stocks will be marketed at a lower price but the demand for rice has so fallen off that quotations cannot be accurately given for the general market. Prices vary considerably. Wholesalers in Montreal are quoting tapioca, both seed and pearl, at a reduction of 1 1/2c per lb. This makes tapioca prices 10c per lb. in bag lots.

<b>RICE—</b>	
Carolina, ex. fancy	19 00
Do. (fancy)	18 00
Rangoon "B"	14 00
Rangoon "C"	13 75
Broken rice, fine	10 00
Bell Rice, fine	16 00
Bell broken rice	10 00
Tapioca, per lb. (seed)	0 11 1/2
Do. (pearl)	0 11 1/2
Do. (flake)	0 11
Honduras, fancy	0 20
Siam	0 14 1/2

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

### TEA Market Very Unsettled

**MONTREAL.**—TEA.—The tea market for Indian and Ceylon teas has been very weak for some time. Importers state that the market is in a very unsettled condition. Supplies of tea from England are being placed on the market which are offered at prices which upset the quotations given here. The Japan teas are holding very firm at the original quotations given. It is impossible to state accurate figures in connection with the Ceylon and Indian teas.

<b>Ceylons and Indians—</b>	
Pekoe Souchongs	0 44
Pekoes	0 49
Broken Pekoes	0 50
Broken Orange Pekoes	0 58
<b>Java—</b>	
Broken Orange Pekoes	0 58
Broken Pekoes	0 45
<b>Japans and Chinas—</b>	
Early pickings, Japans	0 63
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67
Above prices give range of quotations to the retail trade.	
<b>JAPAN TEAS (new crop)—</b>	
Choice (to medium)	0 65

Early picking	0 75	0 90
Finest grades	0 90	1 40
<b>Java—</b>		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

### Coffee Market Weak

**MONTREAL.**—COFFEE AND COCOA.—The cocoa market holds firm with no changes in price, but the coffee market shows considerable weakness. There are some changes in price on cocoa but in general the market quotations have not changed. The supply of coffee on the market is very good this year and importers state that lower prices may be expected.

### Some Marmalade Lower

**MONTREAL.**—CANNED GOODS.—No further quotations in addition to the price list for the new crop and pack have been received this week. The market holds very firm at quotations given. Some wholesalers are quoting a reduction on Crosse & Blackwell's Orange Marmalade to the extent of 20c per doz. on the 1 lb. tins and \$1.50 per doz. on the 7 lb. tins. This makes the quotations for 1 lb. tins, \$4.90, and for the 7 lb. tins, \$17.50 per doz.

#### CANNED VEGETABLES

<b>Asparagus (Amer.) mammoth</b>	
green tips	6 35
Asparagus, imported (2 1/2s)	6 65
Beans, golden wax	2 15
Beans, Refugee	2 15
Corn (2s)	1 75
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 00
Spinach, 2s	2 85
Squash, 2 1/2-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2 1/2-lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 50
Do., 2 1/2s	1 82 1/2
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2 1/2s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92 1/2
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 67 1/2
Do., 2-lb. tins	2 75
<b>Peas, New Pack—</b>	
Standard, 2-lb.	1 82 1/2
Choice, 2-lb.	1 87 1/2
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

#### CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25
Apples, 2 1/2s, doz.	1 40
Do., new pack, doz.	2 20
Do., 3s, doz.	1 80
Do., new pack	6 75
Do., gallons, doz.	5 25
Currants, black, 2s, doz.	4 00
Do., gals., doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75
Do., No. 2 1/2	4 80
Do., No. 2	20 00
Do., white, pitted	4 50
Gooseberries, 2s, heavy syrup, doz.	2 75
<b>Peaches, heavy syrup—</b>	
No. 2	3 65
Do., gal., "Pie," doz.	9 50
Do., gal., table	10 00
Pears, 2s	4 25
Do., 2s (light syrup)	1 90
Do., 2 1/2s	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90
<b>New Pack Strawberries—</b>	
Standard No. 2, per doz.	4 60
Choice grade	4 70
Fancy Preserved	5 50

New Pack Cherries, choice	4 00
Rhubarb, preserved	2 80
Canadian Pineapple (sliced)	4 80
New Blueberries, 2 lbs.	2 25

### Big Peanut Crop Reported

**Montreal.**  
**NUTS.**—A little change is shown in the market for nuts this week. Importers state that the new stock cannot be bought at quotations given on spot stocks. They report higher prices for the new crop. Some Montreal dealers report a fairly good supply of walnuts in cold storage which are in good condition and are quoted at prices much lower than on the new crop. The peanut market has been rather weak lately and a big supply both from the United States and from Java is reaching the market.

Almonds, Tarragona, per lb.	0 26	0 32
Do., shelled	0 60	0 68
Do., Jordan	0 76	
Brazil nuts (new)	0 32	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 19 1/2	
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 45	
Fancy splits, per lb.	0 40	
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 28	
Do., shelled	0 50	
Do., Bordeaux	0 63	
Do., Chilean, bags, per lb.	0 33	

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

### Dried Fruits Strong

**Montreal.**  
**DRIED FRUIT.**—The general market for dried fruit holds very firm. Quotations on the new crop of dried fruit from California are very high and some brokers state that it is almost impossible to get supplies from California at all. As a result most of the raisins and currants are being imported from Europe. On these stocks higher prices have to be paid than are being asked for bought stocks. Lower prices on evaporated apples is expected but no definite quotation is given as yet.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 19	
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	
Pears, choice	0 30	0 35
Peels—		
Choice	0 26	
Ex. fancy	0 39	
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22	
Peels (cut mixed), doz.	3 25	
Raisins (seeded)—		
Muscata, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19 1/2	0 20
Turkish Sultana, 5 crown	0 27	
Fancy seeded (bulk)	0 25	
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 1 1/2 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	
Do., Greek (16 oz.)	0 24	

Dates, Excelsior (36-10s), pkg.	0 15 1/2
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2s, lb.	0 45
Do., 2 1/2s, lb.	0 48
Do., 2 1/2s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 23-lb. box	1 90
Do., (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16

### Package Oats to Be Lower

**Montreal.**  
**PACKAGE GOODS.**—The only interesting feature this week in package goods is the expected drop in the price of rolled oats. Some of the firms have quoted their new prices; others make no definite announcement but reports show that the new prices will be \$5.60 and \$5.80 per case. This change is expected to come into effect between now and the end of the month. Package dates have been reduced twenty-five cents a case by some wholesalers in this city. Royal Excelsior is now quoted at \$6.00 per case and Dromedary at \$7.50 per case.

#### PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolls oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 55
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1 1/2s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	8 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15 1/2
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked-bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

### Lower Prices on Cereals

**Montreal.**  
**CEREALS.**—Lower prices almost throughout feature the cereal market this week. There is a much easier feeling on cereals in view of the big crops this year. Despite the increase in the freight rates lower prices as quoted here are given by the wholesalers in Montreal. The reduction on oatmeal is as much as 65 cents per bag and 60 cents on

some brands of corn meal. These prices are as quoted by wholesalers.

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

### Flour Prices Hold Firm

**Montreal.**  
**FLOUR.**—There is no change in the prices quoted on flour this week. The prices given for the new flour range around fourteen dollars. Some millers quote lower prices but the average price is around \$13.85 per barrel. The increase in the freight rates is reported as responsible for the failure of flour to drop to the extent expected. Quotations given appear to be very firm at the present time.

### Active Spice Market

**Montreal.**  
**SPICES.**—Montreal spice merchants report an increase of from twenty-five to thirty per cent. in business during the last two weeks over July and August. The return of many to the city and the splendid crop of vegetables and the low prices is given as the reason for the improved business. This change has been looked for and with it comes much lower prices on the leading spices. The quotations on Jamaica ginger are stiffer than they have been and slightly higher prices are asked. The quotations given below are given on the quarter pound basis and are the average current prices for Montreal district.

Allspice	0 20
Cassia (pure)	0 30
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Belgian chicory	0 25
Cinnamon—	
Rolls	0 35
Pure, ground	0 35
Cloves	0 75
Cream of tartar (French, pure)	0 75
Do., American high test	0 80
Ginger (Jamaica)	0 42
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 90
Mixed spice	0 28
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 40
Do., 80, lb.	0 38
Do., 100, lb.	0 35
Do., ground, 1-lb. tins	0 65
Pepper, black	0 35
Do., white	0 45
Pepper (Cayenne)	0 35
Pickling spice	0 25
Do., package, 2 oz., doz.	0 35
Do., package, 4 oz., doz.	0 65
Paprika	0 70
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	0 96
Cardamon seed, per lb., bulk, nominal	2 00
Carraway (nominal)	0 25
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 76
Pimento, whole	0 15

### Lower Prices on Pears

**Montreal.**  
**FRUIT.**—Wealthy apples are selling on the market this week at six and seven dollars per barrel. Plums are a little dearer than they have been. As high as 80 cents per basket is being asked. Pears have dropped seventy-five cents per basket cheaper this week and a very

good supply is reported on the market. Orange prices are a little easier this week but there is a slight advance in the prices quoted on bananas. There is a good supply of both domestic and imported grapes on the market.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	5 00	5 50
Do., Wealthy, No. 1, per bbl.	7 00	7 00
Do., No. 2, per bbl.	6 00	6 00
Bananas (as to grade), bunch	7 00	8 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	5 00	6 00
Do., Florida, 64, 80, 96	6 00	6 00
Lemons, Messina	4 25	4 25
Oranges, Cal., Valencis	10 00	10 00
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 50	10 50
Cal. Navels—		
80s, 100s	10 00	10 00
126s	10 00	10 00
150s	10 50	10 50
176s, 250s	10 50	10 50
Florida, case	9 75	9 75
Pineapples, crate	8 50	8 50
Watermelons, each	1 00	1 00
Canadian Peaches, 11 qts.	1 25	1 25
Plums, 11 qts.	0 50	0 60
Pears, 11-qt. basket	1 00	1 00
Cantaloupes, crate (45)	9 00	9 00
Blueberries, box (Lake St. John)	4 50	4 50
Tokay Grapes, per box	5 00	5 00

**Cauliflower Much Cheaper**

**Montreal.**—**VEGETABLES.**—The Montreal vegetable market continues in the abundant supply that has featured Bonsecour Market for some weeks. Prices also continue very low. Reports are that not in five years has the crop been so good. Montreal tomatoes are demanding a slightly higher price however as the supply is not as large and in many cases the frost in the last few days has cut down the supply. Prices now vary from 75 cents to one dollar per box. Spanish onions

are a little cheaper, being quoted at \$5.50 per case. There is a noticeable reduction in the price of cauliflower and 90 cents per doz. is now being asked. Potatoes are still selling at low prices and in some cases prices are as low as \$1.25 per bag. However prices on the later potatoes are predicted to be much higher.

Beets, per doz.	0 25	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	0 20	0 20
Cucumbers, Montreal, per doz.	0 50	0 50
Cabbage, Montreal, doz.	0 50	0 50
Chicory, doz.	0 25	0 25
Carrots, doz.	0 15	0 20
Corn, cob, per doz.	0 60	0 60
Garlic, lb.	0 60	0 60
Horseradish, lb.	0 75	0 75
Lettuce (Montreal), head, per doz.	4 00	4 00
Leeks, doz.	0 87	0 87
Mint	1 00	1 00
Mushrooms, lb.	0 20	0 20
Parsley (Canadian)	0 50	0 50
Peppers, green, doz.	1 50	1 50
Potatoes, Montreal (90-lb. bag.)	3 50	3 75
Do., sweet, hamper	0 40	0 40
Canadian Radishes, doz.	0 75	0 75
Spinach, box	0 40	0 40
Turnips, per doz.	0 75	0 75
Watercress (per doz.)	1 00	1 00
Lettuce (curly), 3 doz. in box	0 75	1 00
Montreal Tomatoes, per box	0 90	0 90
Cauliflower, per doz.	5 50	5 50
Spanish Onions, per case		

**Condensed Coffee Higher**

**Montreal.**—**MISCELLANEOUS.**—An advance of 25 cents per cwt. is reported in the price of washing soda. The quotation now given by wholesalers is \$2.75. Reindeer Condensed Coffee is quoted fifty cents per case higher for the large size and one dollar per case higher for the small size. This makes the 24 size \$8.00 and the 48 size \$9.00.

**ONTARIO MARKETS**

**TORONTO, Sept. 24**—Sugar declined \$1.00 during the week, but it is felt that further declines are necessary to meet competition of American sugar which can be laid down at a lower figure than Canadian. Rolled oats are easier with a tendency for lower prices. Spices are steady with a firmer tone on peppers. Opening prices have been named on Oregon prunes, which are several cents below Californias. New crop shelled almonds are offered for November shipment at lower prices than present spot stocks. Coffees are easier. Sago is down one cent per pound. Advances have been registered on glass washboards, salt, stove polish and canned meats.

**Sugar Declines \$1.00**

**Toronto.**—**SUGAR.**—All sugars declined \$1 per hundred during the week. The supply of second-hand sugar is becoming cleaned up, although this sugar is still offered below market quotations. A couple of cars of American sugar arrived during the week, and it is stated that it was laid down at prices around \$18.50. There is practically no sugar moving from the refineries, this condition coupled with the fact that American sugars are being brought in, may have a tendency to further reduce prices on Canadian refined.

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

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 60-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c. Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 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, cartons, 50/2s, 70c. Yellows same as above.

**Syrups and Molasses Quiet**

**Toronto.**—**SYRUPS.**—There is nothing of interest to report in the syrup market, both syrups and molasses are quiet and unchanged.

<b>Corn Syrups—</b>	
Barrels about 700 lbs., yellow	6 10
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 05

Cases, 5-lb. tins, white, 1 doz. in case	8 05
Cases, 10-lb. tins, white, 1/2 doz. in case	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	7 45
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 15
<b>Cane Syrups—</b>	
Barrels and half barrels, lb.	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00
<b>Molasses—</b>	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
New Orleans, bbls., gal.	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 96
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60
	6 95

**Package Cereals Unsettled**

**Toronto.**—**PACKAGE GOODS.**—The high cost of cartons and labor is counteracting the lower cost of grains and manufacturers generally state that lower prices cannot be expected. However the report comes from some quarters that package oats are likely to decline to the level of a year ago, which would mean around \$1 per case lower.

**PACKAGE GOODS**

Rolled Oats, 20s, round, case	5 60	6 50
Do., 20s, square, case		6 50
Do., 36s, case		4 85
Do., 18s, case		2 42 1/2
Corn Flakes, 36s, case	4 00	4 25
PorrIDGE Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		4 35
Cornstarch, No. 1, lb. cartons		0 13 1/2
Do., No. 2, lb. cartons		0 12
Laundry Starch		0 11 1/2
Do., in 1-lb. cartons		0 12 1/2
Do., in 6-lb. tin canisters		0 16
Do., in 6-lb. wood boxes		0 15 1/2
Celluloid Starch, case		5 30
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s		4 25
Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 50
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 10
Buckwheat flour, 24s		4 10
Two-minute Oat Food, 24s		3 75
Puffed Wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case		4 25
Do., pearl, case		4 25
Scotch Pearl Barley, case		3 50
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		4 10

**Rolled Oats May be Lower**

**Toronto.**—**CEREALS.**—The market for cereals is fairly easy in view of the easier tone on grains. Rolled oats, especially, has a downward trend, and it has been intimated that lower prices would prevail in the near future.

**Single Bag Lots F.o.b. Toronto**

Barley, pearl, 98s	5 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75

Oatmeal, 98s	7 25
Oat Flour	6 75
Corn Flour, 98s	6 25
Rye Flour, 98s	5 50
Rolled Oats, 90s	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	8 50
Do., No. 2	8 50
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 06 3/4
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/4
Graham Flour, 98s	7 65
Farina, 98s	6 20

**Canned Goods Steady**

**Toronto.**  
**CANNED GOODS.** — There are no new developments in canned goods. Quotations are holding steady under a quiet demand. Allotments of sockeye salmon to jobbers are very small and supplies are moving rapidly into retailers' hands.

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

**Spices Are Steady**

**Toronto.**  
**SPICES.**—The spice market is steady with a slightly firmer tone on peppers. Quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 80
Cayenne	0 35	0 37
Ginger, Cochin	0 35	0 50
Do., Jamaica		0 55
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 35	0 45
Do., white		0 85
Paprika, lb.	0 80	0 60
Chillies, lb.		0 60
Nutmegs, selecta, whole 100s.	0 55	0 60
Do., 80s		0 70
Do., 64s		0 50
Do., ground	0 40	0 40
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 65
Coriander seed		0 25
Caraway seed, whole		0 30
Tumeric		0 28
Curry Powder	0 40	0 45

**Cream of Tartar—**

French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

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

**Oregon Prune Prices Named**

**Toronto.**  
**DRIED FRUITS.** — Opening prices have been named on Oregon prunes, which show two to three cents per pound under Californias. Spot stocks of California raisins are becoming small and there is every indication that the high prices named on the new crop will hold in view of the great demand in the United States for beverage purposes. Currants are also in demand across the border for wine making, which has had a tendency to increase prices. New crop Amalia currants are expected to arrive in a week or two, and will be laid down to the retailer around 20 cents per pound.

Evaporated apples		0 21
Candied Peels, American—		
Apricots, cartons, 11 oz., 48s.	4 65	
Lemon	0 48	
Orange	0 60	
Citron		0 80
<b>Currants—</b>		
Greek Filiatras, cases		0 16 3/4
Do., Amalias	0 18 1/2	
Do., Patras		0 22
Do., Vostizza		0 23 1/2
Australians, 3 Crown, lb.		0 18
<b>Dates—</b>		
Excelsior, pkgs., 3 doz. in case	5 70	
Dromedary, 9 doz. in case	7 25	
Pard, per box, 12 to 13 lbs.	3 50	
Hallowee dates, per lb.	0 18	0 23
<b>Prunes—</b>		
30-40s, 25s		0 31
40-50s, 25s	0 25	0 28
50-60s, 25s		0 23 1/2
60-70s, 25s		0 21 1/2
70-80s, 25s		0 18 1/2
80-90s, 25s		0 16 1/2
90-100s, 25s		0 15 1/2
Sunset prunes in 5-lb. cartons, each		1 15
<b>Peaches—</b>		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
<b>Raisins—</b>		
California bleached, lb.	0 27 1/2	
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets		0 29
Crown Muscatels, No. 1, 25s.		0 26
Turkish Sultanas		0 26
Thompsons, Seedless		0 30

**Low Grade Teas Lower**

**Toronto.**  
**TEAS.** — Lower grade India and Ceylon teas are weak and much in evidence while the better grades, for which the public is showing a decided preference, are holding at high figures, and some importers state they have difficulty in procuring supplies. Japan teas are holding at the high figures named for new crop.

<b>Ceylons and Indians—</b>		
Pekoe Souchongs	\$0 40	\$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
<b>Javas—</b>		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 60
<b>Japans and Chinas—</b>		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 68
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

**New Crop Almonds Lower**

**Toronto.**  
**NUTS.** — New crop shelled almonds are offered at 56 cents per pound for

November shipment. This is four cents per pound less than spot stocks of old crop goods. Shelled peanuts continue to sag, and quotations are down another cent during the week. Javans are quoted at 14 cents, Chinese at 15 cents, and Spanish at 20 cents. The primary markets for cocoanut is firmer, but spot stocks are unchanged as there is considerable cocoanut changing hands at low figures.

Almonds, Tarragonas, lb.	0 31	0 33
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 28
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 35
Do., sweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.		0 26 1/2
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
<b>Shelled—</b>		
Almonds, lb.	0 60	0 65
Filberts, lb.		0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Peanuts, Spanish, lb.		0 20
Do., Chinese, 30-32 to oz.		0 15
Brazil nuts, lb.		1 00
Pecans, lb.		1 15

**Coffee Prices to be Lower**

**Toronto.**  
**COFFEES.** — There is a noted increase in the demand for coffee. Primary markets continue weak and lower prices are likely to prevail on local market within the next month, when new stocks arrive. Quotations on spot stocks are unchanged.

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

**Sago Quoted Lower**

**Toronto.**  
**RICE.** — The rice market is steady under a quiet demand. White sago has declined one cent per pound, reducing quotations to 10 cents per pound in bag lots, and 10 1/2 cents in broken lots.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		15 00
Siam, second, per 100 lbs.		11 00
Do., broken, 100 lbs.		0 18 1/2
Japans, fancy, per 100 lbs.		17 00
Fancy Patna		0 10
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 10	0 10 1/2

**Onions Are Lower**

**Toronto.**  
**VEGETABLES.** — Potatoes are holding at \$1.65 to \$1.85 per bag to the trade, but it is stated that prices will be lower in view of the big crop both in Canada and the United States. Onions are also expected to be a big crop, and prices lower. Spanish onions are quoted at \$5.50 per large crate, a reduction of 50 cents. Sweet potatoes have declined \$1, bringing the price to \$3 per hamper.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40

Parsley, domestic, per 11-qt. bask.	1 00
Cucumbers, per 11-qt. basket	0 40
Carrots, per 75-lb. bag	1 25
Beets, per 75-lb. bag	1 25
Turnips, per 75-lb. bag	1 00
Onions, 100-lb. sack	3 25
Do., Spanish, large crate	5 50
Do., small crate	3 25
Tomatoes, Ontario, 11-qt. bskt.	0 50
Green Peppers, hot, 11-qt. basket	0 50
Do., sweet, 11-qt. basket	0 65
Vegetable Marrow, doz.	0 50
Celery	1 00
Egg plant, 11-qt. basket	0 75
Potatoes, per bag	1 85
Corn, per doz.	0 12
Sweet Potatoes, hampers	3 00

**Heavy Shipments of Peaches**

**Toronto.**  
**FRUIT.** — Deliveries of peaches and plums are fairly heavy and a ready sale is noted. Some sales of peaches were made at \$1 per 11-quart basket, but 75 cents is the ruling price. A great deal of poor stuff is coming on the market, and for these prices tended lower. California Tokay grapes have been reduced 50 cents per crate, also Oregon pears have been likewise reduced.

Oranges, Valencia—	
126s	8 00
160s	9 00
176s, 200s, 216s, 250s	10 00
Bananas, Port Limons	0 12
Lemons, Cal., 240s	5 00
Do., Messinas, 300s	5 50
Grapefruit, Cal., 80s, 96s	4 25
Cantaloupes, Canadian, basket	0 50
Blueberries, basket	3 00
Pears, Bartlett, box	5 50
Do., Canadian Bartlett, bskt.	0 75
Grapes—	
California Tokay	6 00
Moore's Early, 11-qt. basket	1 25
Do., 6-qt. basket	0 50
Apples, Duchess, box	1 50
Do., per barrel	4 00
Plums, 6-qt. basket	0 30
Do., 11-qt. basket	0 50
Peaches, 6-qt. basket	0 40
Do., 11-qt. basket	0 75

**Flour Market Unchanged**

**Toronto.**  
**FLOUR.** — The flour market is steady and unchanged.

Flour—	
Old Crop Government Standard, in jute bags, per barrel	14 25
Patent Firsts, in jute bags, per barrel	14 00
Do., Seconds, in jute bags, per barrel	13 50

**Millfeeds in Scant Supply**

**Toronto.**  
**MILLFEEDS.** — Millfeeds are rather scarce, due to the small deliveries of new wheat at the mills. Shorts are quoted at \$59.75 per ton, and bran at \$54.75.

MILLFEEDS—	
Shorts, per ton	59 75
Bran, per ton	54 75

**Some Lines Advance**

**Toronto.**  
**MISCELLANEOUS.**—Nonsuch liquid polish has advanced to \$1.65 per dozen. Eddy's matches have advanced 15 to 40 cents per case. Glass wash boards have advanced to \$8.75 per dozen. Tiger catsup is now quoted at \$3.40 per dozen. Clarke's pork and beans, ready lunch loaf, ox tongue in glass and soups have advanced during the week.

**New Zealand Honey Offered**

**Toronto.**  
**HONEY.** — Shipments of New Zealand honey have arrived and is offered in 60 pound tins at 26 cents per pound. Comb honey, full sections, \$8 per case of 15 sections.

**Salt is Higher**

**Toronto.**  
**SALT.** — All salt, including coarse, fine bags, and barrels, have advanced as follows:

Barrels, ordinary	City	Country
	4 30	4 05

Bags, 50 lbs.	0 93	0 88
Do., Dairy, 50 lbs.	1 13	1 08
Do., Coarse, 50 lbs.	0 93	0 88
Ice Cream, 200 lbs.	2 55	2 40
Small Bags, Barrels—		
80/3½s	7 35	7 10
40/7s	7 00	6 75
20/14s	6 70	6 85
Shaker, Purity and Regal, per case	2 90	

**WINNIPEG MARKETS**

**W**INNIPEG, Sept. 24.—The demand for sugar has greatly improved but jobbers are of the opinion that prices will come down in view of the low prices on raws and American refined. Molasses is quoted higher. Sock-eye salmon is firm but a weakness is noted on other grades. Teas and coffees are unchanged. Black and white pepper also cloves are easier although quotations on spot stocks have not been changed. Grecian currants are firm and quotations on new crop have been named. Vegetables are slightly higher.

**Sugar is Unchanged**

**Winnipeg.**  
**SUGAR.** — As far as the Winnipeg market is concerned the price on sugar remains unchanged as all refiners' prices are on the same basis. The market, however, seems to be in an unsettled condition, and jobbers feel that the present prices being charged by Canadian refiners are not justified considering the level of American raws and refined. There is an improvement to be noted in the demand by the retail trade and lower prices are expected.

Lantic granulated, 100-lb. bag	\$21 05
Acadia granulated, 100-lb. bag	21 05
Redpath granulated, 100-lb. bag	21 05
St. Lawrence granulated, 100-lb. bag	21 05
Dominion granulated, 100-lb. bag	21 05
Yellow sugar, 100-lb. bag	20 55
Powdered sugar, 50-lb. boxes, per cwt.	21 60
Iceing sugar, 50-lb. boxes, per cwt.	21 70
Lump sugar, soft, 100-lb. boxes, per cwt.	22 00
Lump sugar, hard, 100-lb. boxes, per box	22 20
Cubes, 100-lb. boxes, per box	21 70

**Molasses Higher**

**Winnipeg.**  
**SYRUPS.** — Molasses is being quoted by refiners at 30 cents a case higher over what it was at the beginning of the month. Local jobbers' prices, however, remain unchanged, due to the amount of stock on hand. There is the usual demand for both cane and corn syrup, and while the corn market is reported weak yet increased freight rates may make it impossible for further declines in these lines unless a further decline in the corn market takes place.

**Starch Market Steady**

**Winnipeg.**  
**STARCH.** — The starch market remains steady, and no change in price has been noted.

Cornstarch, 1-lb. pkgs., per lb.	0 12
Do., No. 1 quality, 1-lb. pkgs.	0 13½
Gloss, 1-lb. pkgs., per lb.	0 14½
Celluloid, 1-lb. pkg., per case	5 65

**Cereals Unchanged**

**Winnipeg.**  
**CEREALS.** — The following are the quotations on package and bulk cereals:

<b>PACKAGE CEREALS</b>	
Rollled oats, 20s, round cartons	6 00
Do., 56s, case, square pkts.	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 65
Cornmeal, 2 doz. case, per case	4 00

Puffed Wheat, 3 doz. case, case	4 60
Puffed Rice, 3 doz. case, case	6 70
Cream of Wheat, 3 doz. case, case	9 00
Grape Nuts, 2 doz. case, per case	8 83
Package Peas, 3 doz. case, case	8 75

**BULK CEREALS**

Rollled Oats, 80s, per bag	4 60
Do., 40s, per bag	2 45
Do., 20s, per bag	1 25
Do., 10-5s, per bale	5 50
Do., 15-6s, per bale	6 25
Oatmeal, 98s, gran. or stand, bag	6 35
Wheat Granules, 98s, per bag	7 70
Do., 16-6s, per bale	8 60
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15½
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	5 60
Do., 24s, per bag	1 45
Do., 10-10s, per bale	6 75
Barley malt grts, whole, 98-lb. bags, per bag	11 00

**Sock-Eye Salmon Firm**

**Winnipeg.**  
**CANNED GOODS.** — The market is holding firm on sockeye salmon. A weakness is noted on other grades and concessions below the opening prices are being named by some packers. New canned fruits are arriving daily, as well as early vegetables. During the week the tomato market has strengthened. This, no doubt, was due to the outlook of a short pack and the demand for tomatoes is very active.

**CANNED FISH**

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	3 35	
Do., ½s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, ca.	8 60	
Do., 2s, 8 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 50	
Do., ½s, flat, 8 doz. case, case	10 00	
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	21 75	
Do., ½s, flat, 8 doz. in case	23 50	
Red Spring, 1s, tall, 4 doz. case	15 75	
Do., ½s, flat, 8 doz. case	17 75	
Ochoe, 1s, tall, 4 doz. case	14 50	
Do., ½s, flat, 8 doz. case	16 50	
Pink, 1s, tall, 4 doz. case	10 40	
Do., ½s, flat, 8 doz. case	12 25	
Humpbaek, 1s, tall, 4 doz. case	8 60	

**CANNED FRUIT (Canadian)**

Apples, 6 tins in case, per case	8 40	8 95
Blueberries, 2s, 2 doz. case	7 00	
Cherries, 1s, 4 doz. case	11 00	
Gooseberries, 2s, 2 doz. case	9 50	
Lawtonberries, 2s, 2 doz. case	9 50	
Peaches, 2s, 2 doz. case	8 50	
Pears, 2s, 2 doz. case	6 50	8 30

**Japan Tea Arrives**

**Winnipeg.**

TEA. — New season Japan tea has arrived on the market and the quality is up to the standard. The low grades of India and Ceylon have declined, but the quality is considered very poor. Teas for quality and cup value are more than holding their own.

**Coffee Remains Unchanged**

**Winnipeg.**

COFFEE. — There has been no change in the coffee market since our last report, and very little interest is being shown, due to the condition of the European exchange. The trade is decidedly improved on the local market.

**Ginger Firmer**

**Winnipeg.**

SPICES. — Locally white pepper, cloves and black pepper are reported slightly easier. Ginger and cassia are firm. Cayenne has advanced about two cents per pound during the week. Other spices are unchanged.

**WHOLE SPICE**

Allspice, Jamaica, best quality, lb. ....	0 23
Cassia, Batavia, per lb. ....	0 35
Do., China, per lb. ....	0 25
Chillies, per lb. ....	0 55
Do., No. 1, per lb. ....	0 53
Cinnamon, Ceylon, per lb. ....	0 85
Do., No. 10, carton, doz. ....	1 00
Cloves, Penang, per lb. ....	0 95
Do., Amboyna, per lb. ....	0 90
Do., Zanzibar, per lb. ....	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2 ....	0 40
Do., Japan or Africa, lb. ....	0 30
Mace, extra bright Penang, lb. ....	0 80
Nutmegs, ex. large brown, 70 to	
lb., per lb. ....	0 70
Do., large brown, 85 to lb., lb. ....	0 65
Do., med. brown, 110 to lb., lb. ....	0 55
Do., carton of six, per doz. ....	0 80
Pepper, black, Singapore ex., lb. ....	0 36
Do., white, do., per lb. ....	0 60
Pickling, ¼-lb. pkg., per doz. ....	1 00
Do., bulk, No. 1, per lb. ....	0 28
Do., No. 2, per lb. ....	0 25

**Rice Market Steady**

**Winnipeg.**

RICE. — There has been no change in the rice, tapioca and sago market recently. The primary market on tapioca and sago is firmer, due to the decline in sterling exchange. Prices quoted to the Canadian trade have only shown a slight increase. Rice is being offered by our local jobbers at lower prices than quotations on the new crop. The new crop is in rolling now.

**Opening Prices on Currants**

**Winnipeg.**

DRIED FRUITS. — New opening prices have been named on Filiatra currants, and jobbers will be able to sell these to the retailers at or about 21 cents per pound. Reports from Patras, Greece, state that the currant market is very firm, in consequence of the smallness of the new crop. These currants, packed in boxes of 56 pounds net each, are expected to arrive in Winnipeg about the middle of October or November 1st. The opening prices on prunes named by the Oregon prune growers' association were lower than the California opening prices. Little interest was taken by the trade, and since the opening the association have reduced their price three-quarters of a cent per

pound. Jobbers are evincing very little interest in prunes as they feel that prices are still too high. No definite price has been fixed for new evaporated apples, but some evaporators have quoted their prices, and any prices which have been named are considerably below last year's prices. Very little interest is being taken as the evaporated apple distribution was very much curtailed last season on account of high prices.

**Nut Market Erratic**

**Winnipeg.**

NUTS. — The nut situation is reported as very erratic, due to the remarkable decrease in the value of exchange, which applies particularly to French walnuts. The market on shelled almonds still remains easy and from now on with increasing demand we expect to see firmer prices, which no doubt will make spot stock more valuable. The Brazil shelled nut market is also very uncertain, and although prices opened up very high, a decline in prices is expected very shortly. Shelled peanuts are reported slightly easier.

**NUTS, Shelled—**

Almonds, per lb. ....	0 54	0 58
Spanish Peanuts, No. 1, per lb. ....	0 20	
Peanuts, per lb. ....	1 10	
Walnuts, per lb. ....	0 62	0 64
<b>Nuts in shell—</b>		
Peanuts, roasted, Jumbo, per lb. ....	0 25	0 25
Almonds, per lb. ....	0 35	0 35
Filberts, per lb. ....	0 30	0 30
Walnuts, per lb. ....	0 25	0 25
Peanuts, per lb. ....	0 32	0 32

**Jam Prices Higher**

**Winnipeg.**

JAMS. — All jobbers have new prices on jams, and are practically cleaned up on the 1919 pack. Retailers are buying very sparingly until the public becomes more familiar with the high prices. Strawberry, raspberry and black currant jams in No. 4 tins are now quoted at \$1.50 each.

**JAMS, Pure—**

Strawberry, 4s, 12 tins to case ....	1 50
Raspberry, 4s, 12 tins to case. ....	1 50
Black Currants, 4s, 12 tins to case	
case ....	1 50
<b>Blended—</b>	
Strawberries, 4s, 12 tins to case	0 85 0 95
Raspberries, 4s, 12 tins to case	0 85 0 95

**B. C. Wealthy Apples Arrive**

**Winnipeg.**

FRUIT. — B. C. Wealthy apples have arrived and are quoted at \$3.50 to \$4.25 a box. Oranges are very high. Bananas remain high, due largely to the increased freight rate, and also to the banana shortage. B.C. Hyslop crabs are expected this week, and will run at about \$2.85 to \$3 per case. New Washington Italian prunes are being offered at \$1.75 to \$1.85. California Tokay grapes are now on the market, and are quoted at \$6 per case. Several shipments of Ontario fruit, such as peaches, damson plums, and Bartlett pears are arriving. The peaches on arriving are not up to the standard keeping quality, but plums and pears are arriving in good condition. Plums in 11-quart baskets are being sold for \$2.25 per basket, while 11-quart baskets of pears are being offered at \$1.75.

**FRUITS—**

Lemons, Cal., per case ....	6 00	7 00
Bananas, per lb. ....	0 15	
Peaches ....	3 25	

Plums, per case ....	3 00
Coconuts, per doz. ....	1 75
Dates, 36 pkgs. to case ....	7 25
Figs, per case ....	4 00
Do., 10-lb. boxes ....	3 50
<b>Oranges—</b>	
200s and smaller ....	12 00
176s ....	11 00
150s ....	10 00
126s ....	9 00
New Apples, per box ....	4 00
Pears, per case ....	5 50
Raspberries, per case ....	7 50

**Vegetables Higher**

**Winnipeg.**

VEGETABLES. — Local Manitoba tomatoes are being offered to the trade at 12 cents per pound, while hot house tomatoes are being quoted at 20 cents per pound. It is expected that these lines will be higher by next week. There is a noted scarcity of Hubbard squash and pumpkins, while a few are on the market, squash is quoted at 5 cents per pound, and pumpkins at 4 cents per pound. First shipments of Valencia onions have arrived from Spain and are selling at \$7.50 per large case.

**VEGETABLES**

Carrots, new, per lb. ....	0 02
Beets, new, per lb. ....	0 02
Turnips, new, per lb. ....	0 02
Leaf Lettuce, per doz. ....	0 50
Radish, per doz. ....	0 50
Green Onions, per doz. ....	0 35
Cucumbers (hothouse), per doz. ....	2 00
Cabbage (new), per lb. ....	0 02
New Potatoes, per bushel ....	1 50
Onions (Cal. Bermuda sack), per	
sack ....	3 50 4 00
Cauliflower, per doz. ....	1 90
Celery (B.C.), per doz. ....	0 11 0 12
Rhubarb, per lb. ....	0 04
Tomatoes, per basket ....	1 40
Head Lettuce, per doz. ....	1 75

**VANCOUVER**

**Sugar is Easier**

**Vancouver.**

SUGAR.—Sugar is now quoted to the trade at \$20.00 per hundred pounds.

**Tea Market Steady**

**Vancouver.**

TEAS.—The tea market is holding fairly steady. The following are the quotations to the trade.

<b>Javas—</b>		
Javas ....	0 38	0 38
Broken Pekoe ....	0 38	0 42
Broken Orange Pekoe ....	0 46	0 54
Ceylon ....		
Broken Orange Pekoe ....	0 62	0 68
Assams ....		
Broken Pekoes ....	0 44	0 48
Broken Orange Pekoes ....	0 58	0 66

**Marmalade Moving**

**Vancouver.**

CANNED GOODS.—There is a good demand for marmalade and stocks are rapidly cleaning up. New season's pack pineapple are quoted as follows: 2's tall \$4.75, ½s flat \$2.65, 2½s tall \$5.25 per dozen.

**Honey Quoted Reasonable**

**Vancouver.**

HONEY.—New Zealand is quoted as follows: 10 ounce jars \$3.60, 12 ounce jars \$4.25, 2 pound tins \$7.00, 5 pound tins \$20.50, 60 pound tins 28½ cents per pound.

(Continued on page 42.)

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. Sept. 23.—Sugar dropped 50 cents per hundred. Lard Threes advanced to \$18.60 per case. Supplies may be very short as hogs are very scarce. Peameal back up one cent per pound. Rearrangements of differential on rolled oats show eights 15 cents and twenties 5 cents less per bale. Cartons rolled oats are now \$5.60 per case. Japan rice is down 50 cents per hundred. Dustbane in tins 90 cents higher. Local potatoes are down \$5.00 per ton bringing the price to \$35.00. Pink meat melons arriving from B.C. at \$4.50 a crate.

Flour, Government Standard, 96s, per barrel	13 35
Flour Patents, 96s, per barrel	13 60
Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 80s	4 60
Rice, Siam	12 60
Japan, No. 1	14 00
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt.	21 47
Cheese No. 1, Ont., large	0 32½
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45
Lard, pure, 3s	18 60
Eggs, new laid, local case	19 00
Do., storage, case	18 50
Tomatoes, 2½s, standard, case	4 75
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23½
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18½
Potatoes, local, ton	35 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B. Sept. 23.—There are few changes in the markets reported this week. Manitoba flour is easier new quoted at \$16.25. Sugar is down \$1.00 per hundred, granulated now selling at \$21.00 and yellow \$20.60. Butter has advanced and is holding firm. Creamery 65 to 70 cents, dairy 62 to 65 cents and tub 58 to 60 cents per pound. Potatoes are holding firm at \$4.50 per barrel.

Flour, No. 1 patents, bbls., Man.	16 25
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 50
Rolled oats	12 75
Rice, Siam, per 100 lbs.	14 25
Tapioca, 100 lbs.	16 00
Molasses	1 60
Sugar—	
Standard, granulated	21 10
No. 1 yellow	20 60
Cheese, N.B.	0 30
Eggs, fresh, doz.	0 72
Do., case	0 68
Lard, pure, lb.	0 28½
Do., compound	0 24½
American clear pork	48 50
Tomatoes, 2½s, standard, case	4 35
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 65
Do., dairy, per lb.	0 62
Do., tub	0 58
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	.....
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	.....
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27½
Potatoes, Natives, per barrel	4 50
Lemons, Cal., case	6 50
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 12
Oranges, case	9 00
Plums, Ont.	0 90
Peaches, Ont.	1 50
Pears	1 50

## Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S. Sept. 23.—The most outstanding change in the grocery market here is the drop of \$1.00 per hundred on granulated and yellow sugar making the price now \$21.00 and \$18.50 respectively. The sugar market is very weak and a further drop is expected. Pure lard advanced two and three cents, while American clear pork jumped \$2.50 per barrel. A slight advance in bananas makes the present price 11½ cents. Gravenstein apples of good quality are arriving from the Annapolis valley districts No. 1 \$8.00, No. 2 \$7.00 and No. 3 \$4.50 per barrel.

Flour, No. 1 patents, bbl.	16 50
Cornmeal, bags	5 00
Rolled oats, per bag	6 25
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 55
Sugar, standard, granulated	21 10
Do., No. 1, yellow	18 50
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 70
Lard, compound	0 24
Lard, pure, lb.	0 29
American clear pork, per bbl.	48 50
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 52
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 66
Do., creamery solids	0 61
Do., dairy, per lb.	0 55
Do., tubs	0 52

Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	.....
Do., Pinks	10 50
Do., Cohoes	15 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	2 50
Beans, white	5 50
Do., yellow eye	7 50
Bananas, lb.	0 11½
Lemons, Cal.	7 50
Grapefruit, Cal.	5 00
Apples—	
Gravenstein No. 1	8 00
Do., No. 2	7 00
Do., Dom.	6 00
Do., No. 3	4 50

## WEEKLY MARKET REPORTS

(Continued from page 41.)

### Pastry Flour Declined

Vancouver. FLOUR.—Pastry flour has declined 90 cents, bringing the price down to \$13.00.

### Currants Marked Up

Vancouver. DRIED FRUIT.—Re-cleaned Grecian currants have advanced two cents per pound and now quoted at 22 cents.

### Peanut Butter Easier

Vancouver. PEANUT BUTTER.—Peanut butter is selling well. An easing up in the price is noticed following easier peanut prices. However, the peanut market at primary points is firming up again.

### Old Country Sauce

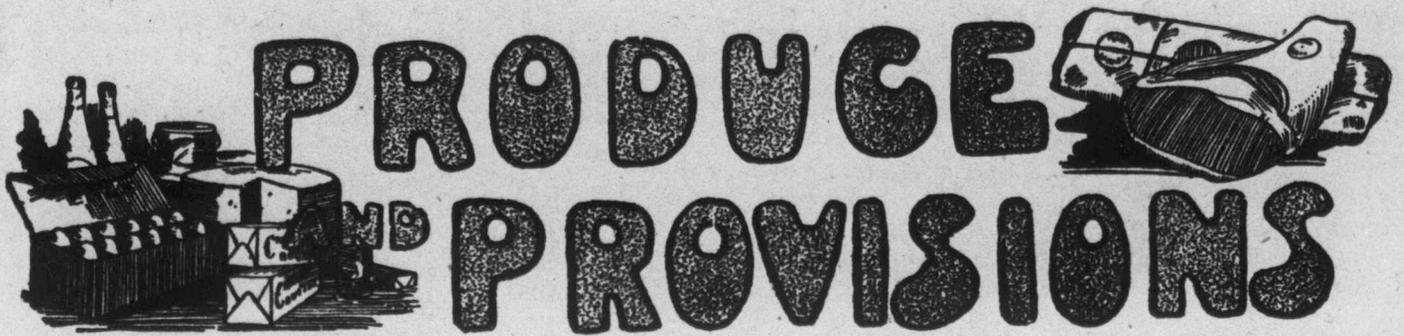
Vancouver. SAUCES.—The first shipment of Rowatt's Worcestershire sauce to arrive for a couple of years is being distributed. Half pints are quoted at \$2.15 per doz.

### Tomatoes Are Lower

Vancouver. FRUIT.—Tomatoes are selling for a dollar fifty per 20lb. crate but it is confidently expected that they will be still lower next week. A big crop is said to be almost ready for shipment in the Okanagan. Prunes are in splendid demand and are arriving in good shape, the price is slightly higher than last week, \$1.75 per 20 lb. crate. Greengages sell around \$2. Apples sell freely around the following figures. Gravensteins \$4.00, Wealthys \$3.50, Pippins \$2.60. Pears sell at from \$3.00 to \$4.00 per box. Crab-apples at \$1.75 per box, peaches sell at \$2.75, Malaga grapes at \$3.75, Tokays \$5.75.

### Canned Oysters Quoted

Vancouver. FISH.—Cove oysters are quoted to the trade as follows. 1s (4 ounces net) \$2.90, 2s (10 ounces net) \$5.25. There is a steady demand for cured fish and



# PRODUCE AND PROVISIONS

## Meat Slicer Increases Sales of Cooked Hams to Twenty-four a Day

Eliminates Waste and Permits the Merchant to Know His Exact Profit—J. S. Kyle, Oshawa, Ont., Has It Installed Near the Front Door and Believes That This Position Helps Sales.

**T**HE fact that the meat slicer occupies a prominent position in the front part of the store will bring direct results, and is the means of stimulating sales on bacon and cooked meats. That, at least, was the experience of J. S. Kyle, retail grocer, Oshawa, Ontario, who credits the wonderful success of his provision department directly to his meat slicer and the fact that this department is close up to the front door. Prior to installing a slicer, Mr. Kyle sold a very small quantity of bacon, but to-day he sells upwards of 24 cooked hams a day during the summer months and hundreds of pounds of bacon. In the winter months the sale of cooked hams is reduced, but even in this off season for cooked meats he has a standing order with one packing house for 23 cooked hams every week and the bacon sales average the same the year around.

### Bacon Business Very Small

"Before I purchased a meat slicer," remarked Mr. Kyle to Canadian Grocer, our bacon business was hardly worth mentioning, and the profit on what we

did sell was lost through the rough ends and waste by careless slicing. When I bought the slicer I decided to place it well up to the front of the store, where people could readily see it and the result has been far beyond my expectation. For the first week or two after the slicer was installed there was always a group of people standing around the counter waiting to buy bacon or cooked ham and having it sliced on the machine. On Saturday evenings there is always a crowd. I always make it a point to buy the best flavored bacon on the market even if the price is a little higher, because I know then that our customers are satisfied and will come back for more. We have no waste to mention, the machine slices the meat up to the smallest end. Occasionally we get a side of bacon that is a trifle fat on one end. This is then sliced up and worked in gradually so that no one customer gets all the fat portion, and I have yet to hear the first complaint. I know now that I am getting all the profit I figured on from this department, whereas without the machine it was impossible to know whether any profit was made on account of the waste."

## Rolled Oats Likely to Be Lower

### Bumper Grain Crops and Lower Grain Market Are Factors That Tend to Make Cereals Easier

**T**HE tendency on practically all grocery commodities is downward. This condition is quite apparent in cereals, especially on oat and corn products. The fact that grains are lower and that Canada and the United States have bumper crops of grain tends to make an easier tone on cereals. Several weeks ago rolled oats declined 50 cents per bag, and millers stated to Canadian Grocer that prices would reach even a lower level.

In package cereals the situation is a little different on account of the high cost of cartons and labor. Higher freight rates is another factor to be considered in figuring the cost of package cereals. One line of pancake flour advanced—as announced in last week's issue of Canadian Grocer—which was due entirely to the higher cost of labor and cartons and in spite of the fact that grains are lower than they have been for some time. With the exception of

package oats, no definite information can be learned just at present as to future quotations on package cereals. It has been intimated, however, that package oats will reach lower levels, probably to the prices of last year, which would mean a decline around a dollar a case.

## Keeping Fish in Fresh Condition Without Ice

London, Eng.—A new method of keeping fish fresh has been found. Ice will no longer be needed. One result will be that fish prices in London and other large centres will be stabilized.

John Lyon, hon. secretary of the Fish Friers' Association, stated that he had tested the secret method and had proved that fish can be kept quite fresh without ice for five days. Experts found it good in appearance and taste.

"This process, if widely adopted, will revolutionize the fish trade," he said. "It will save hundreds of thousands of tons of fish in a year.

"It will stabilize prices, because at present we have to pay £1 one day for what we could have had for 1s. the day before, and very often the two lots are part of the same catch.

"Fish will be cheaper, also, because ice in these days is expensive, and there will no longer be need of it."

### A Tank Process

Mr. Lyons added that Mr. Malne, who is known in London, after spending a number of years on the Gold Coast, is making himself responsible for the process.

"All I know of the method," he said, "is that the fish is passed through a series of tanks which contain the preserving mixture. The idea is so simple that hundreds of tons of fish can be treated in a day by one man.

"The suggestion is that the tanks should be installed in all the big fishing ports and that the catches should be treated by the new method before they are sent away to be sold."

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Sept. 23.—The feature of the produce market this week is the advance in the price of both lard and eggs. Eggs of the best quality are now selling at 72 cents. Lard is rather short and prices advance from ½ to 1 cent per pound with a very strong market. The market for fresh meat is very strong. The shortening market reflects the advance in the price of lard with a corresponding strong market. There is little change in fresh meats. Doree is a little cheaper and is in better supply.

### Fresh Meat Market Strong

**Montreal.**  
**FRESH MEATS.** — Packers report a better supply of beef cattle arriving from the West, but Eastern conditions are not improved. The number of cattle received during the past week shows very little improvement on the previous week. Prices are holding very strong. The same conditions prevail as to hogs and the demand is for a larger number from the country. Prices are holding very firm, in fact the market is very strong at the present time. Quotations are unchanged this week.

FRESH MEATS			
Hogs, live (selects)	0 19½	0 20	
Hogs dressed—			
Abattir killed, 65-90 lbs.	0 30	0 31	
Fresh Pork—			
Legs of pork (foot on)	0 06		
Loins (trimmed)	0 42		
Bone trimmings	0 33		
Trimmed shoulders	0 28	0 32	
Untrimmed	0 27		
Pork sausage (pure)	0 25		
Farmer Sausage	0 20		
Spring lamb, carcass	0 25	0 31	
Fresh sheep, carcass	0 18	0 21	
Fresh Beef—			
(Cows)		(Steers)	
\$0 20	\$0 31	..Hind quarters..	\$0 28 \$0 35
0 10	0 15	..Front quarters..	0 14 0 19
0 30	0 42	Loins	0 36 0 46
0 20	0 30	Ribs	0 30 0 38
0 12	0 16	Chucks	0 14 0 20
0 30	0 34	Hips	0 32 0 36
Calves (as to grade)			0 15 0 26

### Cooked Meats Firm

**Montreal.**  
**COOKED MEATS.** — The demand for cooked meats continues very good, and with the very firm market for fresh meats, these prices are very strong. There is no change in quotations this week.

Jellied pork tongues	0 49
Jellied pressed beef, lb.	0 35
Ham and tongue, lb.	0 42
Veal	0 30
Hams, cooked	0 63 0 67
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 19 0 20
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 66

### Barrelled Meats Quiet

**Montreal.**  
**BARRELLED MEATS.**—The demand for barrelled meats is still very small for home consumption, but there is some export, and that market points to an improvement. The prices quoted locally are, however, unchanged.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	52 00
Heavy mess pork (bbl.)	46 00
Plate Beef	28 00
Mess Beef	25 00

### Bacon Prices Hold Firm

**Montreal.**  
**BACON.** — In sympathy with the very strong market that holds for fresh meats and the shortage of cattle and hogs on the market the price of bacon holds strong. There is, however, no change in the quotations given by the packers.

BACON—	
Breakfast, best	0 37 0 46
Smoked Breakfast	0 28 0 44
Cottage Rolls	0 40
Picnic Hams	0 30
Wiltshire	0 36 0 44
MEDIUM SMOKED HAMS—	
Weight, 8-14, long cut	0 40
Do., 14-20	0 40
Do., 20-25	0 36
Do., 25-35	0 32
Over 35 lbs.	0 30

### Egg Prices Still Higher

**Montreal.**  
**EGGS.** — Still higher prices are quoted on strictly new laid eggs this week. Although some firms report that there is no shortage of fresh eggs on the Montreal market, prices have been forced up two cents per doz. In some cases the large buyers are paying as high as 75c a doz. for fresh eggs. While the supply of new laid eggs reaching the market is reported to be sufficient to meet immediate demand, there is no replenishment of cold storage stocks. On the other hand, one of the big buyers in this city reports that more fresh eggs are reaching this market this season than during last season, but the demand is equally as big. Selects are selling at 68c, No. 1 at 60c, and strictly new laid from 75c to 77c per dozen. Some firms are importing eggs from the United States, but these eggs are No. 1's, and are used mainly for cold storage and export purposes.

### Butter Prices Unchanged

**Montreal.**  
**BUTTER.** — There has been a slight improvement in the creamery butter market this week. Reports here indicate that the supply of cream in the country is not as large as expected at

this season. The price of butter is unchanged and very firm.

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

### Cheese Market Improving

**Montreal.**  
**CHEESE.** — There is no change in the cheese market this week, but dealers are looking for a more active market. The export trade is rather unsettled owing to the weakening of the sterling exchange. A better movement of cheese is expected in this market within the next few weeks.

New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 34 0 35
Quebec	0 28 0 29

### Margarine Demand Small

**Montreal.**  
**MARGARINE.** — There is no change in the margarine market this week. The demand is not large and the market is quiet.

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

### Shortening Market Strong

**Montreal.**  
**SHORTENING.** — There is no change in the shortening market this week, but the stronger market for lard with higher prices will likely be reflected on the market for shortening, and will at least prove a stronger market within the next week.

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

### Higher Prices on Lard

**Montreal.**  
**LARD.** — Lard prices advanced this week and reports show that there is rather a shortage on the market. This is a contrast to a few weeks ago when almost the reverse was the case. The price of lard has advanced from 29c to 29½c and 30c per pound in brick, and from 26½c per pound in tierces to 27c and 27¼c per pound. This advance is from ½c a pound to one cent a pound.

LARD—	
Tierces, 360 lbs.	0 27 0 27½
Tubs, 60 lbs.	0 27½ 0 27¾
Pails, 20 lbs.	0 28
Bricks	0 29½ 0 30

### Doree Lower in Price

**Montreal.**  
**FRESH FISH.** — There is no change in the fresh fish market this week. The supply continues to be very good, with a slightly better offering of doree at a lower price. The price on doree at the present time is 24c a pound. There is also a very good supply of fresh halibut arriving from the Pacific coast.

FRESH FISH		
Haddock	0 08	
Steak cod	0 10	0 11
Market cod	0 07	
Mackerel	0 16	
Flounders	0 08	
Prawns	0 50	
Live Lobsters	0 60	
Skate	0 12	
Shrimps	0 50	
Salmon, Cohoes	0 25	
Shad	0 18	
Gaspé salmon	0 40	
Halibut	0 25	
Gaspereaux, each	0 05	
Whitefish	0 20	
Lake trout	0 23	
Brook trout	0 50	
Pike (dressed)	0 15	
Perch	0 13	
Fresh eels, per lb.	0 13	
Fresh herrings, each	0 03	0 05
Doree	0 24	

FROZEN FISH		
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 23	
Haddock	0 07	0 08
Mackerel	0 15	0 16

Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 09	0 13
Market Cod	0 09	0 06 1/2
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08 1/2	0 09
Salmon, Cohoes, round	0 23	
Salmon, Qualla, hd. and dd.	0 12	
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	0 23	

SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20

SMOKED		
Finnan Haddies, 15-lb. box	0 13	
Filleta, 15-lb. box	0 19	0 24
Smoked Herrings	0 24	
Kippers, new, per box	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 85	

**Egg Market Firm**

**Toronto.**  
**EGGS.** — Receipts for eggs are rather light. Some produce men are bringing in American eggs as they claim that they cannot get sufficient Canadian eggs to meet demands. The market is firm at 67 cents for extra selects, 64 cents for No. 1, and 72 cents for selects in cartons.

EGGS—		
Fresh, selects	0 67	
Fresh	0 64	
Fresh selects in cartons	0 72	

Prices shown are subject to daily fluctuations of the market.

**Butter Market Steady**

**Toronto.**  
**BUTTER.** — The butter market is steady, with a good demand for the better grades. Quotations are unchanged.

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

**Cheese Market Holds**

**Toronto.**  
**CHEESE.** — The cheese market is fairly quiet, with quotations holding at 29 1/2 cents for large and one cent higher for twins.

CHEESE—		
Large, per pound	0 29 1/2	
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Triplets 1 1/2c higher than large cheese.

**Lard Holds Strong**

**Toronto.**  
**LARD.** — The lard market is firm with a tendency for higher prices. In one quarter prices have been advanced three cents per pound, but generally quotations are unchanged.

LARD—		
1-lb. prints	0 28	0 30
Tierces, 400 lbs.	0 26	0 27
In 60-lb. tubs, 1/2 cent higher than tierces, pails 3/4 cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

**Shortening Strengthened**

**Toronto.**  
**SHORTENING.** — The shortening market has developed a firm tone due to the firm condition of cotton seed oil and the fact that surplus supplies are fairly well cleaned up. Shortening is quoted at 21 1/2 cents per pound tierce basis.

SHORTENING—		
1-lb. prints	0 25	
Tierces, 400 lbs.	0 21 1/2	
In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.		

**Margarine Unchanged**

**Toronto.**  
**MARGARINE.** — There is a steady demand for margarine, and quotations are holding steady.

MARGARINE—		
1-lb. prints, No. 1	0 37	
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 35	0 35

**Frozen Fish Higher**

**Toronto.**  
**FISH.** — Frozen halibut has advanced three cents per pound, bringing the price up to 23 and 24 cents. Salmon

**ONTARIO MARKETS**

**TORONTO, September 24.**—The produce and provision markets show a slightly firmer tone this week. Fresh beef is in a strong market with a tendency for higher quotations. Butter and cheese are steady to firm. Shortening and lard are firm with higher prices likely. Smoked meats are up one cent per pound. Back bacon is reported rather in scant supply. Some frozen fish have advanced due to higher cost at the coast and the increase in freight rates.

**Fresh Beef Firm**

**Toronto.**  
**FRESH MEATS.** — The run of cattle at the stock yards has been exceptionally good both as to quality and quantity. Fresh beef is firmer and quotations are likely to be higher. Fresh pork tenderloins are up one cent per pound. Spring lamb is steady at 24 to 26 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.		21 25
Live, fed and watered, per cwt.		21 00
Live, f.o.b., per cwt.		20 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 45	
Fresh hams, lb.	0 41	
Tenderloins, lb.	0 61	
Spare ribs	0 17	
Picnics, lb.	0 28	
New York shoulders, lb.	0 32 1/2	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 33	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 25	0 27
Front quarters, lb.	0 15	0 17
Ribs, lb.	0 28	0 34
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 30	0 36
Hips, lb.	0 22	0 25
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

**Cured Meats Up One Cent**

**Toronto.**  
**PROVISIONS.** — Smoked hams and bacon are up one cent per pound all round. Dry salt meats are also up one cent. There is a scarcity noted on backs but other cuts are in good supply.  
**BARREL PORK.** — Mess pork is

down \$2, reducing the price to \$37. Short cut backs are up 50 cents, bringing the price to \$55.50. Lightweight pickled rolls are down \$1 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 48 1/2	0 50
Medium, 12 to 20 lbs.	0 47 1/2	0 48 1/2
Large, 20 to 35 lbs., each lb.	0 43 1/2	0 43 1/2
Heavy, 25 to 35 lbs.	0 38 1/2	0 38 1/2
Heavy, 35 lbs. and upwards	0 35 1/2	0 35 1/2
Bacon—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	0 60	
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 42	
Wiltshire, three-quarter cut.	0 46	
Wiltshire, middle	0 48	
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	0 29	
Do., av. 80-90 lbs.	0 28	
Clear bellies, 15-30 lbs.	0 31 1/2	
Fat backs, 10 to 12 lbs.	0 25	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	37 00	
Short cut backs, bbl. 200 lbs.	55 50	
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	
Heavy	61 00	
Above prices subject to daily fluctuations of the market.		

**Cooked Meats in Demand**

**Toronto.**  
**COOKED MEATS.** — There is an active demand for cooked meats, and prices are well maintained.

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

Above prices subject to daily fluctuations of the market.

Cohoe is quoted at 23 cents, and Red Spring at 28 cents. The increase in B.C. fish is due to higher cost at the coast, and the increase in freight rates.

**FRESH SEA FISH.**

Cod Steak, lb. ....	0 12
Do., market, lb. ....	0 09
Haddock, heads off, lb. ....	0 11
Do., heads on, lb. ....	0 10
Halibut, chicken ....	0 18
Do., medium ....	0 23
Fresh Whitefish ....	0 18
Fresh Herring ....	0 10
Flounders, lb. ....	0 09
Fresh Trout, lb. ....	0 19
Fresh Salmon, Red Spring... ..	0 30

**FROZEN FISH**

Halibut, medium ....	0 23	0 24
Do., Qualla ....	0 11	0 11 1/2
Flounders ....	0 10	0 11
Pike, round ....	0 08	0 08
Do., headless and dressed ....	0 09	0 09
Salmon, Cohoe ....	0 23	0 23
Do., Red Spring ....	0 28	0 28

**SMOKED FISH**

Haddies, lb. ....	0 13
Fillets, lb. ....	0 18

Kippers, box ....	2 25	2 75
Bloaters ....	3 00	3 00
Salt Cod, Quail-on-Toast, lb. ....	0 16	0 16

**Heavy Fowl in Demand**

**Toronto.**  
**POULTRY.** — There is a big demand for fowl, especially the fat variety, and prices are up one cent per pound. The market generally is steady with fair supplies.

Prices paid by commission men at Toronto:

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

Prices quoted to retail trade—

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

Shortening, wooden pails, 20-lb. pails, per pail .....	5 10
Shortening, tierces of 400 lbs., per lb. ....	0 23

**Egg Receipts Light**

**Winnipeg.**  
**EGGS.** — Egg receipts have dropped off during the past week, and although there is a fair supply of eggs arriving the quality is not up to the standard. Fresh farm eggs are quoted at 65 cents per dozen, with fresh candled offered at 60 cents a dozen.

**Cheese Market Unchanged**

**Winnipeg.**  
**CHEESE.** — There has been no change in the cheese market this week, prices remain unchanged.

Ontario, large, per lb. ....	0 33
Do., twins, per lb. ....	0 33 1/2
Manitoba large, per lb. ....	0 30
Do., twins, per lb. ....	0 31

**Fish Market Active**

**Winnipeg.**  
**FISH.** — Fish is in good demand, and good supplies of fresh salmon, halibut, pickerel and trout are arriving daily. There is no change in prices.

**FRESH FISH**

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

**WINNIPEG MARKETS**

**W**INNIPEG, Sept. 24.—Hog market is firming up due, no doubt, to the limited supply of hogs being brought into the market. Pork loins advance four cents per pound. Pork shoulders also advance 3 cents per pound. Premium bacon advanced cent and half pound this week. Good quality creamery butter is reported scarce with upward tendencies. Egg receipts are reported light. Shortening declined half a cent per pound while lard increased half-cent a pound.

**Hog Receipts Light**

**Winnipeg.**  
**FRESH MEAT.**—The hog market is firming up, due no doubt to there being very few hogs being brought into the market by the farmers. Pork loins advanced 4 cents a pound, and are now being quoted at 45 cents. Shoulders (pork) also advanced three cents per pound and are now quoted at 33 cents per pound. Fresh beef remains steady.

**HOGS—**

Selected, live, cwt. ....	21 00
Heavy, cwt. ....	18 00
Light, cwt. ....	18 00
Sows, cwt. ....	16 00

**Fresh Pork—**

Legs of pork, up to 20 lbs., lb. ....	0 39 1/2
Spare ribs, lb. ....	0 18 1/2
Loins of pork, lb. ....	0 45
Fresh hams, lb. ....	0 39
Tenderloin, lb. ....	0 57 1/2
Picnics, lb. ....	0 28
Shoulders, lb. ....	0 33

**Fresh Beef—from Steers and Heifers—**

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

**Mutton—**

Choice ewes, lb. ....	0 17
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**Lambs—**

Choice, 30-45 lbs., lb. ....	0 25
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**Bacon Advances**

**Winnipeg.**  
**PROVISIONS.** — Premium bacon advanced 1 1/2 cents per pound this week, and best quality was quoted at 64 cents per pound, with back bacon at 62 cents per pound.

**HAMS—**

8 to 16 lbs., per lb. ....	0 51
16 to 20 lbs., per lb. ....	0 46 1/2
Boneless, 8 to 15 lbs., per lb. ....	0 52 1/2
Skinned, 14 to 18 lbs., per lb. ....	0 49
Do., 18 to 22 lbs., per lb. ....	0 48

**BACON—**

Backs, 5 to 12 lbs., smoked ..	0 64
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Do., 12 to 16 lbs., smoked ...	0 62
Do., 10 to 14 lbs., skinned and peamealed .....	0 59 1/2
Do., 4 to 10 lbs., sliced .....	0 61 1/2
Cottage rolls, boneless .....	0 41 1/2

**Cooked Meats Unchanged**

**Winnipeg.**  
**COOKED MEATS.** — There has been practically no change in the cooked meat market this week. The demand has fallen off, due, no doubt, to the colder weather, and people are buying more beef, pork and mutton.

Ham, best quality, skinned, lb. ....	0 69 1/2	0 70
Do., roast, lb. ....	0 67 1/2	0 69
Boiled shoulders .....	0 49	0 51
Head Cheese, in 1-lb. tins ..	0 21	0 21
Do., in 6-lb. tins, lb. ....	0 19	0 19
Jellied Beef Tongue, lb. ....	0 68	0 68
Jellied Pork Tongue, lb. ....	0 61 1/2	0 61 1/2
Baked Luncheon Loaf, lb. ....	0 24	0 24

**Creamery Butter Scarce**

**Winnipeg.**  
**BUTTER.** — No. 1 creamery butter is reported very scarce, and while No. 2 grade is plentiful, the quality is not up to the standard. Every indication points to firmer prices. Dairy butter remains firm and supplies are fairly good.

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

**Shortening Declines**

**Winnipeg.**  
**SHORTENING.** — Shortening declined one-half cent per pound during the week and is now being quoted at 23 cents per pound in tierces of 400 pounds. Lard advanced one-half cent a pound, and is being quoted at 29 cents.

Pure Lard, No. 1 quality, per lb. ....	0 29
(in tierces of 400 pounds.)	
Do., wooden pails, 20 lb. pails ....	6 30

**DRIED MILK WILL DISPLACE LIQUID**

London, Eng., Sept. 23.—That the time is fast approaching when householders will buy their milk by weight and stock it with their groceries, is the contention contained in the annual report of Dr. D. J. Thomas, medical officer of health for Acton.

In dried milk, he declares, bacilli can be measured by thousands, but not by millions, to the cubic centimetre, as with fresh milk. In the drying process harmful organisms are largely killed, and the danger of disease, diarrhoea, and other sickness is largely removed. As much nourishment is contained in dried as in liquid milk.

**DERMATOCHELYS CORIACEA IS LATEST FRENCH DELICACY**

Paris, Sept.—“Waiter, have you got any dermatochelys coriacea?”

This question was a common one in Paris restaurants recently.

The dermatochelys is a sea-cow, a variety of turtle, and very rarely caught in European waters. A specimen hooked off the Island of Croix by cod fishermen, and brought to Paris to be sold by the same butcher who recently gave Paris a chance to taste lion, camel and dromedary meat, weighed 500 pounds.

“Sea-cow steaks” sold for \$40 the pound. The flesh was found however, to hardly justify the price. It was tough, tasteless and coarse of texture.



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

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

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

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

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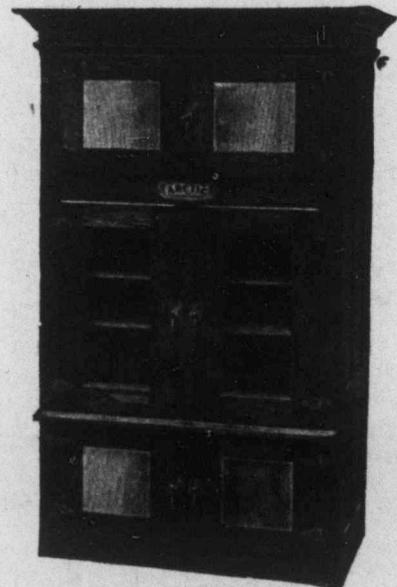
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*Meet Every Requirement*

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*Write for sizes, description and prices.*



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You can depend on good profits and satisfaction when you sell

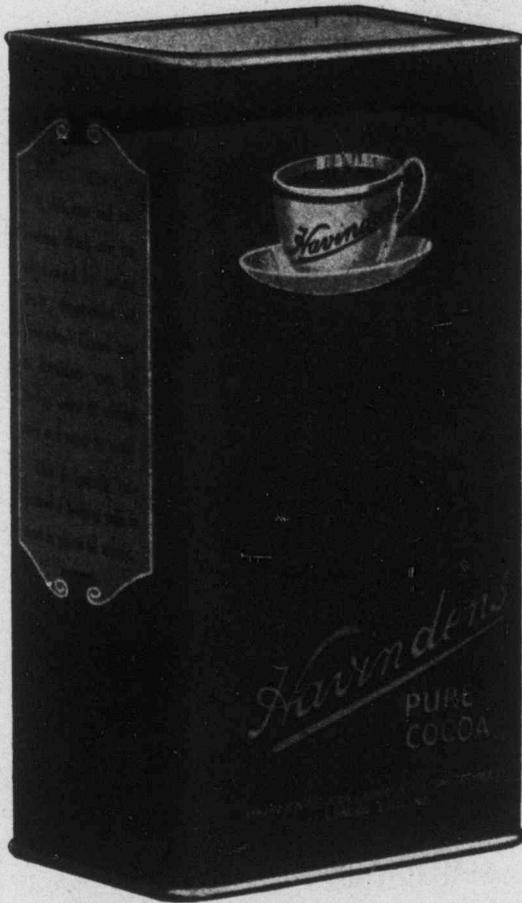
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The high standard quality, the reasonable price and wholesome flavor of these incomparable canned sea foods is daily winning remarkably good profits for thousands of Canadian grocers who are handling Brunswick Brand lines.

Since *Brunswick Brand Sea Foods* are all sufficiently cooked before being shipped from the factory, they are ready to be served on opening the tin—a feature that appeals to the housewife in a big way. Get up a good display of these ready sellers, recommend them to all your customers and watch them repeat and your profits grow.

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BLACK'S HARBOR, N.B.



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Marmalade is NOT a breakfast preserve only—it is good at any meal.

A suggestion of some uncommon uses of Shirriff's Marmalade would result in a big increase in sales for you. Tell your customers that marmalade will make most delightful sandwiches for school lunches—that almost any good cook-book gives recipes for an inexpensive and delicious dessert known as marmalade (or amber) pie—that marmalade itself is an appetizing after-supper dainty—And that they cannot find a tastier, purer marmalade for any of these purposes than Shirriff's.

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

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



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A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

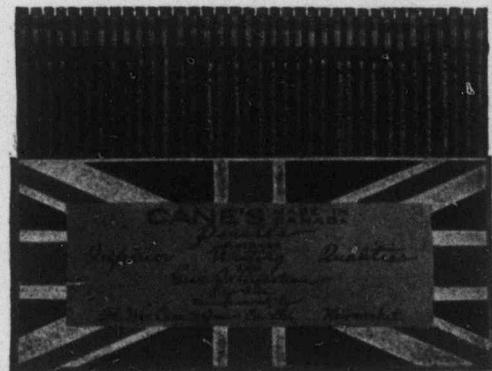
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Selling Agents for our Blue Seal Lines.

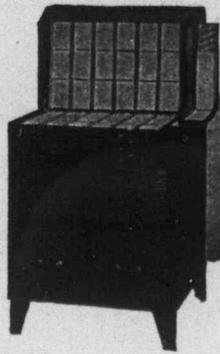


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Old-fashioned Brown, 100s, \$15.00

Lantic Brilliant Yellow, 100s, \$17.50

Montreal Basis—equalized freight rate to be added.

*SEND US AN ORDER, YELLOWS ARE SELLING GOOD*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

**CHURCH STREET & ESPLANADE TORONTO**

**FRESH ARRIVALS DAILY**

OF ALL VARIETIES OF

**Domestic Fruits  
and Vegetables**

Best Varieties of

**FREESTONE PEACHES**

NOW COMING

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

THE HOUSE OF QUALITY

**Hugh Walker & Son,  
LIMITED  
GUELPH Established 1861 ONTARIO**

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

Let us fill your requirements.

Fresh Shipments

Spanish Onions

— Cases and 1/2 Cases

**Malaga Grapes Bartlett Pears**

**WHITE & CO., LTD.**

High Class Fruits

TORONTO

Main 6243

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

**COCOA AND CHOCOLATE  
COCOA**

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

**UNSWEETENED CHOCOLATE**

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

**SWEET CHOCOLATE**

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

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. ....	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 40
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. ....	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ...	0 60

**NUT MILK CHOCOLATE, ETC.**

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

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

**MISCELLANEOUS**

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

**6c LINES**

Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	\$0 95
Almond Nut Bars, 24 in box, 60 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box....	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box .....	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box ....	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes .....	
6c pyramid packages, 4 doz. in box .....	
6c glassine envelopes, per box .....	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box .....	2 00

**W. K. KELLOGG CEREAL CO.,**

Battle Creek, Mich. Toronto, Canada. The Waxtite Line	
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind. ....	2 00
Kellogg's Shredded Krumbles	4 85
Kellogg's Shredded Krumbles, Ind. ....	2 00
Kellogg's Krumbled Bran ...	2 25
Kellogg's Krumbled Bran, Ind.	2 00

**BRODIE & HARVIES, LTD.**

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

To get business you must go after it.

Others do it through this paper

—why not YOU?

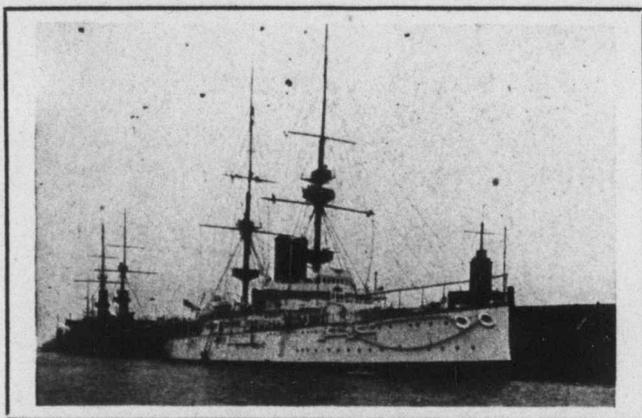
# ESCOFFIER

## SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"



**SAUCE ROBERT**  
FOR ALL MEATS ETC.




**SAUCE DIABLE**  
FOR ALL KINDS OF FISH

**SAUCE MELBA**  
FOR PUDDINGS AND FRUIT

*Sole Selling Representatives:*  
**MESSRS. ARGYLL BUTE, LTD.**  
357 St. Catherine St. West, Montreal, Canada

**SAUCE DERBY**  
FOR ALL COLD MEATS AND STEWS



## WHITE SWAN PANCAKE FLOUR

Self-Rising

The big pancake season is now on and a good big display of **White Swan Pancake Flour** in your window and on your counter will bring you results that will surprise you.

It pays to feature time-tested profit-earners like this incomparable Pancake Flour and you can always recommend it with the assurity that its performance will so please the housewife that repeats will always follow.

Next time you order specify "WHITE SWAN" Pancake Flour — The big round package.

**White Swan Spices and Cereals, Limited**  
TORONTO, CANADA

# DOMINION BRAND RED CHERRIES

These delicious Cherries, selected from the choicest in the Niagara Fruit District, are put up in heavy syrup and guaranteed.

Their superior quality—the attractive package—the repeat sales—will make this line move quickly.

Arrange now for your stock for winter.

There will be a big demand, as usual, for this **DOMINION BRAND** product.

## DOMINION CANNERS LIMITED

HAMILTON, CANADA

## Y & S STICK LICORICE

in 10c Cartons



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

Made in Canada by

**National Licorice Company**  
MONTREAL

Catalogue and Price List on Application.

HEAD OFFICE:  
7 MOORGATE ST.,  
LONDON, ENGLAND  
ESTABLISHED 17TH CENTURY

CABLE ADDRESS  
DOBREE  
HALIFAX

## SAMUEL DOBREE & SONS

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Cocoas and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

### BROKERS—Import Department

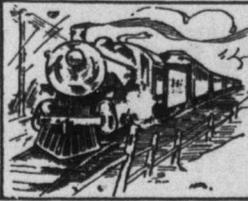
Maritime Provinces, Newfoundland and Ontario  
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

### PROVINCE OF QUEBEC

W. S. GOODHUGH & CO.,  
312 Board of Trade Bldg., Montreal  
SUGAR AND MOLASSES

H. R. BARNARD,  
St. Nicholas Bldg., 3 St. Nicholas St., Montreal  
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

77 Upper Water St.  
HALIFAX - Canada



# BUYERS' MARKET GUIDE

## Latest Editorial Market News



**STONEWARE JARS**  
 as Food Protectors  
 are needed in every  
 home.  
 Place your order  
 early.  
 The Toronto Pottery Co.  
 Limited  
 608 and 609 Temple Bldg.  
 Bay and Richmond Sts.  
 Toronto, Canada

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

**60-62 JARVIS STREET  
 TORONTO SALT WORKS**

GEORGE J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road  
 Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
 Montreal

OPPENHEIMER BROS., LTD.  
 Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound.

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs  
 Oak, Ash and Gum  
 From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

### Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut  
 The finest made

Brokers

Man. & Sask. - Watson & Truesdale  
 Calgary - Clarke Brokerage  
 B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)  
 MEDICINE HAT

### A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE  
 CHERRIES - ANGELICA  
 ASSORTED FRUITS, Etc.

### ONIONS TO BE LOWER

The market for Canadian onions is weak, according to vegetable wholesalers. They point out that the crop this year is a large one and that prices will shortly be much lower than they are at present.

### LARD LIKELY TO BE HIGHER

The lard market is considerably firmer and although some packers have not as yet increased prices, the tendency is for higher quotations.

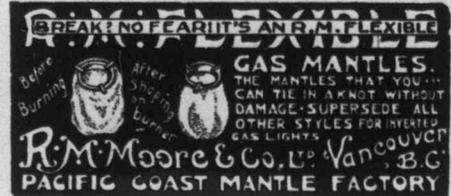
These one-inch spaces only \$2.20 per insertion if used each issue in the year.

## GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

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

Phone 1577



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

Manufacturers of:  
 Ice Cream Cartons, Parafined.  
 Butter Cartons, Parafined.  
 Egg Cartons: Special Egg Fillers.  
 Folding Candy Boxes; also handy  
 Parafine boxes for bulk pickles,  
 Mince-meat, etc.

### BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS  
 ONE DOZ. CARTON FILLERS  
 3/4-INCH CUSHION FILLERS  
 CORRUGATED FLATS

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

Say You Saw It In  
 Canadian Grocer,  
 It Will Help To  
 Identify You.



# Furnivall's

FINE  
FRUIT  
PURE JAM

You can recommend Furnivall's pure fruit jams to your customers with every assurance that they will win constant repeat orders. Furnivall's Jams offer steady sales and profits worth investigating.

## FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa: Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.



Order from your wholesaler

## MASTER MASON

### Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

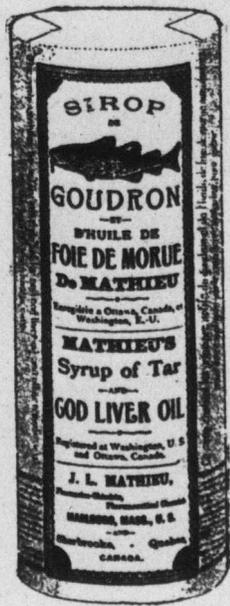
Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

## Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



## Prepare For Your Customers' Fall Needs

Amongst the many requirements during the coming fall season will be something to relieve severe colds, etc.—then is the time to recommend *Mathieu's Syrup of Tar and Cod Liver Oil*.

This dependable remedy has proven its excellent curative properties to thousands of Canadians from coast to coast, and its great popularity is entirely due to the confidence it has won through its efficiency. Try a small stock — you'll find it a worthwhile seller.

**J. L. MATHIEU CO.**

PROPRIETORS

SHERBROOKE

QUEBEC



## Products that Always Please

Malcolm Milk Products will please you in every way because they will satisfy your customers, we feel sure,—and that means repeat sales and money for you.

*Made in Canada*

**The Malcolm Condensing Co., Limited**

ST. GEORGE, ONT.



**Vin Tonic**  
**Sanator**  
 a genuine Tonic for  
**Invalids**  
 Known the World over

*Send your orders  
 direct to*

**Nap. Morrissette**  
 18 Cartier Square  
**MONTREAL**

# SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

**F. W. KENDRICK & CO.**  
 313 Carter Cotton Buildings, Vancouver

OR  
**HUGHES & CO.**  
 109 Place d'Youville, Montreal

## DOG MEAT FIBRINE CAKES

**Spratt's Patent Limited**  
 24-5 Fenchurch Street, London, E. C. 3, England

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*Now is the right time to Feature*  
**"Curling" Brand**  
**—Marrowfat Peas—**



Curling Brand Package Peas are put up in attractive packages, 3 dozen to the carton. They are packed from the finest Japanese green wrinkled peas and they are exceptionally tender and full-flavored. Fall always creates a good demand for these high grade package peas and they are profitable enough to make a good display worth while.

**PRICES:**

	Per Doz.
Ont. and Eastern points .....	\$1.20
Winnipeg .... ..	1.25
Points west of Winnipeg .....	1.30

Curling Brand Bulk Peas are the finest No. 1 Japanese green wrinkled. They are packed in 100's and 200's. We will be pleased to quote on this line.

**Maclure and Langley, Limited**

**MONTREAL**

**TORONTO**

**WINNIPEG**

# Wanted

## Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

### SITUATIONS VACANT

GROCERY CLERK, FULLY EXPERIENCED, for country grocery store. Good advertiser and ticket writer. State wages and experience. No booze artist need apply. Apply to Frank Vickers, Lomond, Alberta.

### FOR SALE

FOR SALE—RETAIL GROCERY IN CITY OF Sault Ste. Marie, located on the main street, in heart of city. Turnover over \$100,000 per year. Good, clean stock, mostly all new fixtures. Good profits, overhead expenses small. Exceptional opportunity for a good "live wire" to take hold of. Good reasons for selling. Further particulars. Address Box 272, Canadian Grocer, Toronto, Ont.

## For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price \$2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

FOR SALE—GROCERY BUSINESS WITH POST Office, large eight-roomed house and garage. Good district Toronto, doing \$1,000 weekly. Stock and fixtures about \$4,000. Genuine money-maker. Box 264, Canadian Grocer, 153 University Ave., Toronto.

### COLLECTIONS

MANUFACTURERS, WHOLESALE AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

### 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.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER.

## COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency  
La Prairie (Montreal) Que

EVERYWHERE  
NO  
COLLECTION  
NO  
CHARGE  
EFFICIENT  
RELIABLE

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

### AGENCIES WANTED

BAHAMAS ISLANDS — BUILD UP YOUR trade in the Bahamas by appointing, as your agent, Arthur H. Sands, Manufacturers' Agent, Nassau, N.P., Bahamas.

## THE "WANT" AD.

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

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

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

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

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

## BAKER'S COCOA and CHOCOLATE



Registered  
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can., Worcester, Mass.

Established 1780

## *Building up a Store with one strong line*

There are three stores in a small town, and they all sell provisions. So far as may be seen they are in many respects the same. The service in one is not appreciably better, but whenever customers want Ham and Bacon they always go to that store.

This retailer has specialized in

## **Swift's Premium Hams and Bacon**

and is building up a big trade by featuring this line.

It will pay any dealer to feature Swift's Premium Hams and Bacon on his Provision counter. They are Nationally advertised and their quality always satisfies.



*Order from our Salesman or Direct*

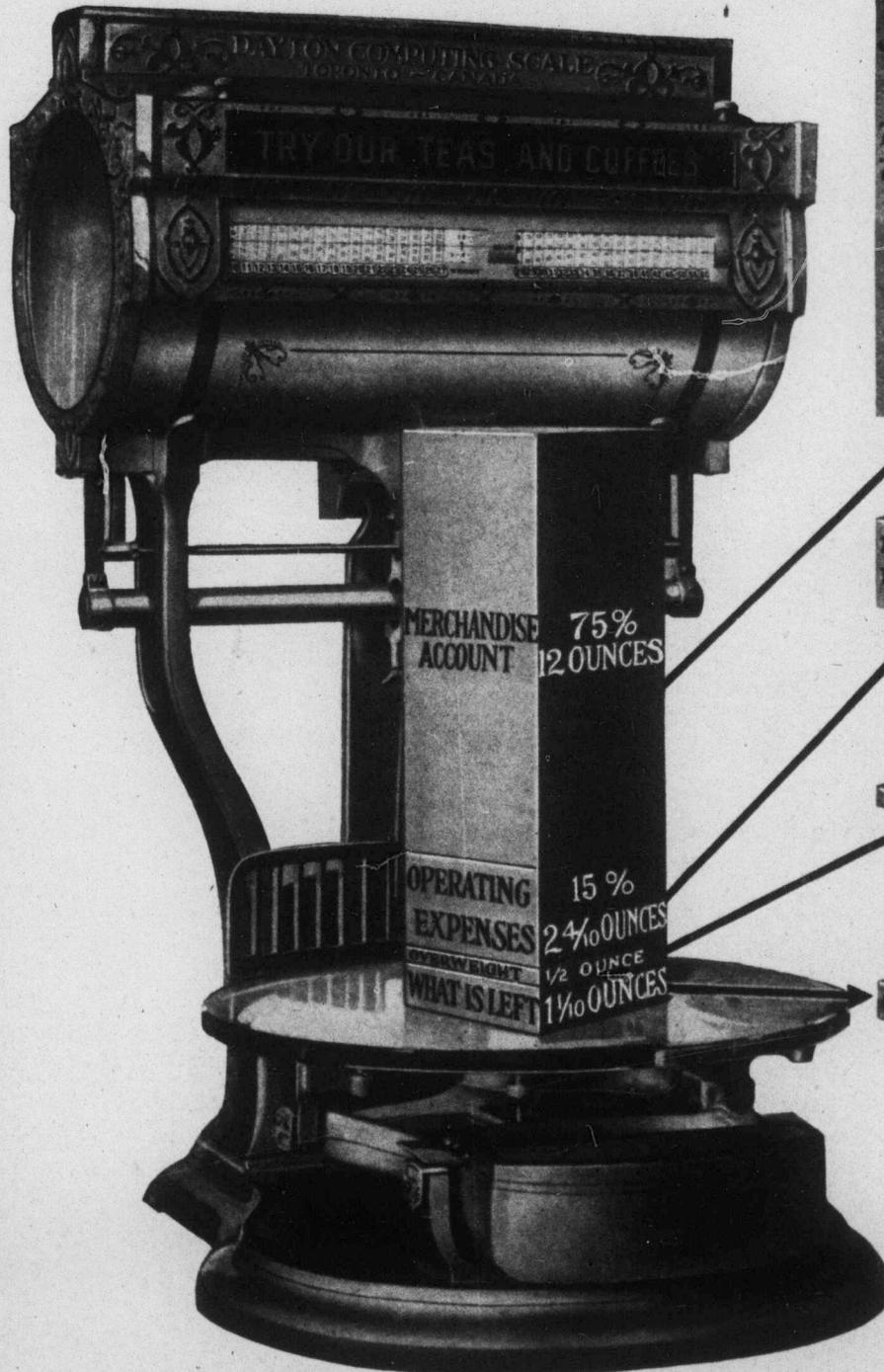
**Swift Canadian Co.**  
Limited

Toronto

Winnipeg

Edmonton

*You get all your profits  
with Dayton Computing Scales for  
overweight is eliminated*



**JOBBERS SHARE**

75% of 16 <sup>oz.</sup> 12 <sup>oz.</sup>
75% of 32 <sup>¢</sup> 24 <sup>¢</sup>
16 oz.
12 oz.
4 oz.
32¢
24¢
8¢

**THIS SHOWS THAT (8) CENTS IS ALL THAT REMAINS AFTER THE JOBBER IS PAID**

**One pound at 32 cents**

Take this pound of merchandise and see what becomes of it.

The weight shown on the scale weighs one pound.

We have divided it into four parts.

It shows how a pound of merchandise is divided to meet its cost.

We have given this weight a value of 32 cents per pound (the average cost of merchandise).

Each item of expense and loss is represented by a weight.

*Note carefully that you have but 21.5 cents remaining out of a pound of merchandise after you have accounted for the many charges against it. Ten per cent. of the pound is rightfully yours.*

15% - 2 1/4 OZ.  
15% - 4 1/4¢

Subtract this value from 8c and you have 3 1-5c left.

15% - 1/2 OZ.

Subtract this value from 3 1-5c and you have 2 1-5c.

10% - 1/4 OZ.

This weight shows all that is left out of a pound.

10% of 32 cents

3 20-100 or 1-5 cents.

**International Business Machines Co. Limited**

FRANK E. MUTTON, Vice-President and General Manager  
Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Building; Montreal, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415 1/2 Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 3rd Ave.; CALGARY, 127 6th Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)