

**PAGES
MISSING**

FEATURING BRITISH COLUMBIA NEWS

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

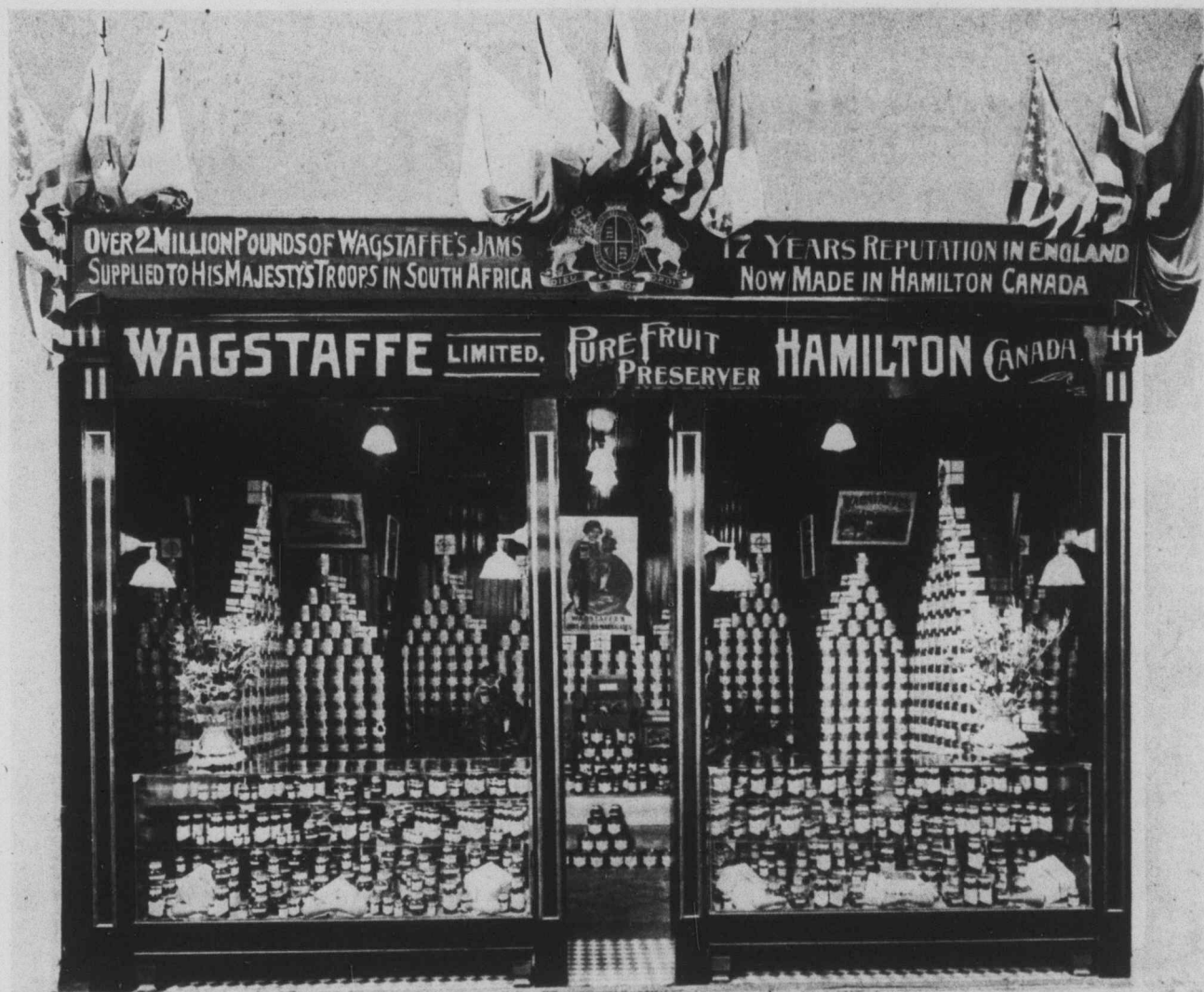
Vol. XXXII.

PUBLICATION OFFICE: TORONTO, OCTOBER 4, 1918

No. 40



The package may be imitated
but the contents cannot



Wagstaffe Products—Fine for Displays

MR. DEALER, what about an attractive window display of **Wagstaffe** products like the above? Wouldn't that catch the eye of every particular housewife in your locality?

Show Cards? Yes, we have them, and shall send them, too, on receipt of a postal card. The suggestion in the above display will surely be of use to you in making an attractive window or interior trim. Try it out and see the results you get.

Wagstaffe products are splendid business tonics. Be sure you have our special lines, such as Bramble Jelly, Pineapple Marmalade, Green Fig, etc. These are put up in attractive 15-oz. jars, also 4-lb. pails. They are sure winners,

and your wholesaler has complete stocks on hand for immediate delivery.

Be sure also you have complete line of **Wagstaffe** jam, jelly and marmalade, put up in the small, individual jar for the overseas package. Your customers will appreciate these once you show them. Then there is the Christmas pudding for the overseas box, put up in 1 and 2-lb. tins with the key-opener attached.

The above-mentioned **Wagstaffe** lines created great attraction at the Canadian National Exhibition, and you surely have had some inquiries for them. Order them from your wholesaler to-day.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

A Trio of Milk Products *with* Unimpeachable Purity



THE BEST
THAT SCIENCE CAN PRODUCE

Borden's

All the housewife's favorites

To the scrupulous care we exercise in selecting the purest milk obtainable and to the careful and scientific processing by which we eliminate every possibility of inferior quality—to these two conditions are due the uniform goodness of every Borden Milk product.

It is this unbeatable purity that has won the unstinted approval of particular people everywhere. It is this sales-creating superiority that is building big business for Borden dealers all over the country.

Are you showing the Borden lines?

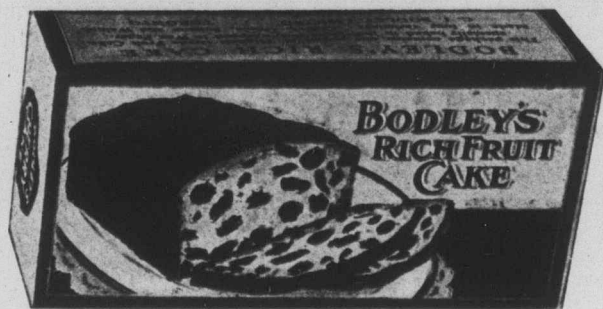
Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213



Bodley's Overseas Cake

An excellent quality cake put up specially for sending to the boys "over there." In 1-lb. and 1½-lb. tins.

The package being square shaped fits snugly into the corner of any box.

Feature the Bodley Cakes. They're worth it.

Wire at our expense for quotations immediately.

C. J. Bodley, Limited
TORONTO

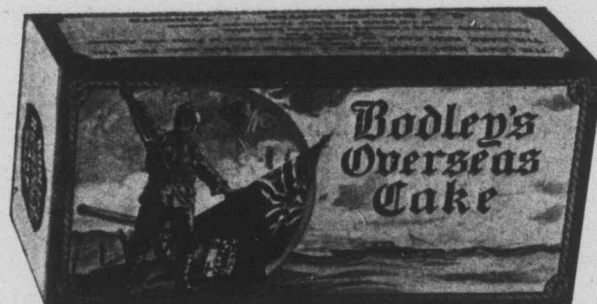
Canada Food Control License No. 5-309

Are you showing these?

They're worth showing and worth suggesting because their quality always satisfies.

Bodley's Rich Fruit Cake

A splendidly delicious product that people say is "better than ever" notwithstanding that it conforms strictly to the regulations governing conservation of wheat and sugar.



SILENT SALESMAN

No modern grocer denies the value of glass-front, dust-proof show cases and bins which show the goods to the best advantage and yet keep them dust free and saleable to the last.

Food products in glass have the same advantage of display and direct appeal to the appetite, and when sealed with Anchor Caps they are not only dust-proof, but absolutely air-tight.

Goods properly packed in glass containers with Anchor Caps will retain their full flavor and freshness indefinitely. They will reduce the selling effort required to a very great extent and they will add to your profits both directly and indirectly.

See that your next purchases are sealed with Anchor Caps and avoid the losses due to leaking jars, mouldy and deteriorated goods.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO



NEW CARTON—REVISED PACKING

With the advent of the new package design, and to make the packing more in harmony with Sunlight and Lifebuoy, the packing will consist of 50 cartons to a case.

Price \$5.10 per case net.

Freight paid in Ontario and Eastern Provinces to nearest Railway Station on direct shipments of 5-case lots and upwards of Lux, or assorted with Sunlight and Lifebuoy. Goods sent to Flag Stations at customers' risk.

This new design will form, we hope, a more harmonious and effective display than the old package.

The quality of Lux remains unaltered — the highest possible efficiency in soap production of the century—that is Lux.

LEVER BROTHERS LIMITED, TORONTO



Liked by all lovers of Quality and Purity

Royal Acadia Sugar has won the esteem of particular housewives because experience has proven to them that Royal Acadia is a superior sweetening medium.

The Safest Sugar for you to sell.

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

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

COWAN'S COCOA—

"Perfection Brand" Purest and Best

*"In
Every
Home!"*

Grocers----

Sell Canadian made products to-day and every day --- By so doing, you keep the money in the country --- You and others need it. Push this Canadian Cocoa, made by Canadians



Every Week with the
EDDY COMPANY
 OF HULL CANADA

Story for Week Dated Oct. 4, 1918.

Being No. 2 in the Series

Ezra Butler Eddy
 Salesman and Buyer



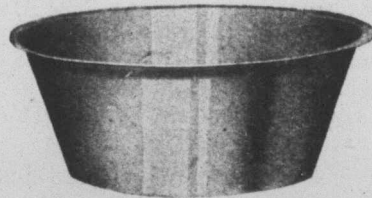
BORN on August 22nd, 1823, on a farm near Bristol, Vermont, Ezra Butler Eddy, began his business and industrial career in the United States. At fifteen he went to New York and rose rapidly from a minor clerkship to a responsible financial position. He came of good stock. His father was of Scotch descent. His mother directly descended from Miles Standish, the Puritan captain of Plymouth. After his New York training he returned to Vermont and started in business for himself, buying and selling dairy products. Here he showed one of his leading characteristics—a quality that every retailer who handles Eddy products to-day will keenly appreciate. It is said of Ezra Butler Eddy by one who knew him most intimately:—

"He was a born salesman. He could buy goods of all kinds and sell them to better advantage than anyone I ever knew. His gift was selling and buying."

These words are quoted directly as spoken by George H. Millen, now president of the Eddy Co., the man who for years was right-hand man to Mr. Eddy in the management of the rapidly-developing organization. One feature of the early days of the Eddy plant at Hull was the general store which Mr. Eddy ran himself for the supply of his army of employees and the residents of Hull. "He made his store pay," remarked J. T. Shireff, vice-president of the firm to-day. "You may be sure that if it had not paid Mr. Eddy would have quickly dropped it. That is why from the first he understood the needs of the retailer in business."

That spirit of understanding the needs of the retailer is with the E. B. Eddy Company strongly to-day, as further stories in this series will show.

Some Eddy Products
 You Know



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

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board—the man who induced Chas. Schwab to take the general management—puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

“**I** WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.

“The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.

“I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.

“Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers.”

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer
Hardware and Metal
Canadian Machinery
Power House
Canadian Foundryman

Marine Engineering
Dry Goods
Men's Wear Review
Bookseller and Stationer

Sanitary Engineer
Financial Post
MacLean's Magazine
Farmers' Magazine
Printer and Publisher

Send for copy of any in which you interested.

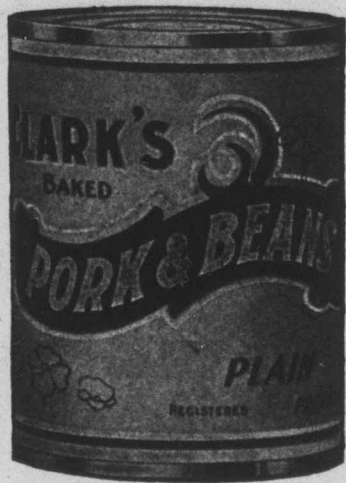
The MacLean Publishing Company, Limited

1207 Union Trust Bldg.
Winnipeg

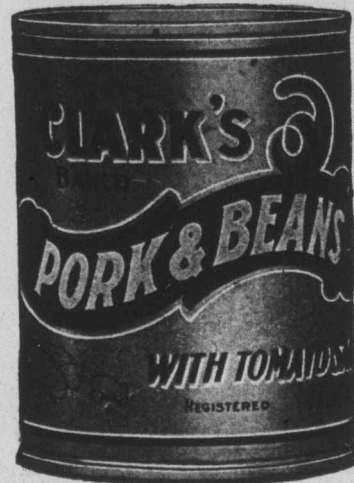
143-153 University Ave.
TORONTO

Southam Bldg., Bleury St.
Montreal

CLARK'S PORK AND BEANS



With
Plain Chili
or
Tomato
Sauce



LEAD IN
QUALITY
and
REPUTATION

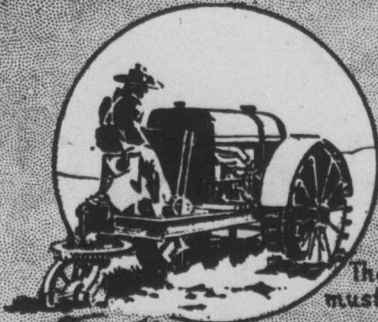
They sell readily
Your turnover is quick
Your profit is good
and

YOUR CUSTOMER IS SATISFIED

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

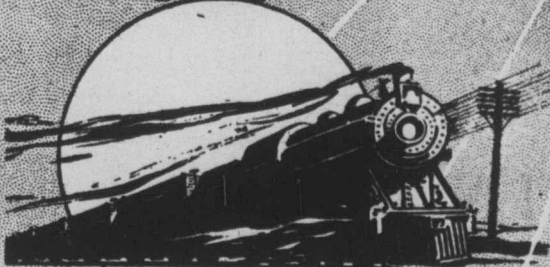
Work together for victory.



The Farmer
must raise more.



The Mechanic
must produce more.



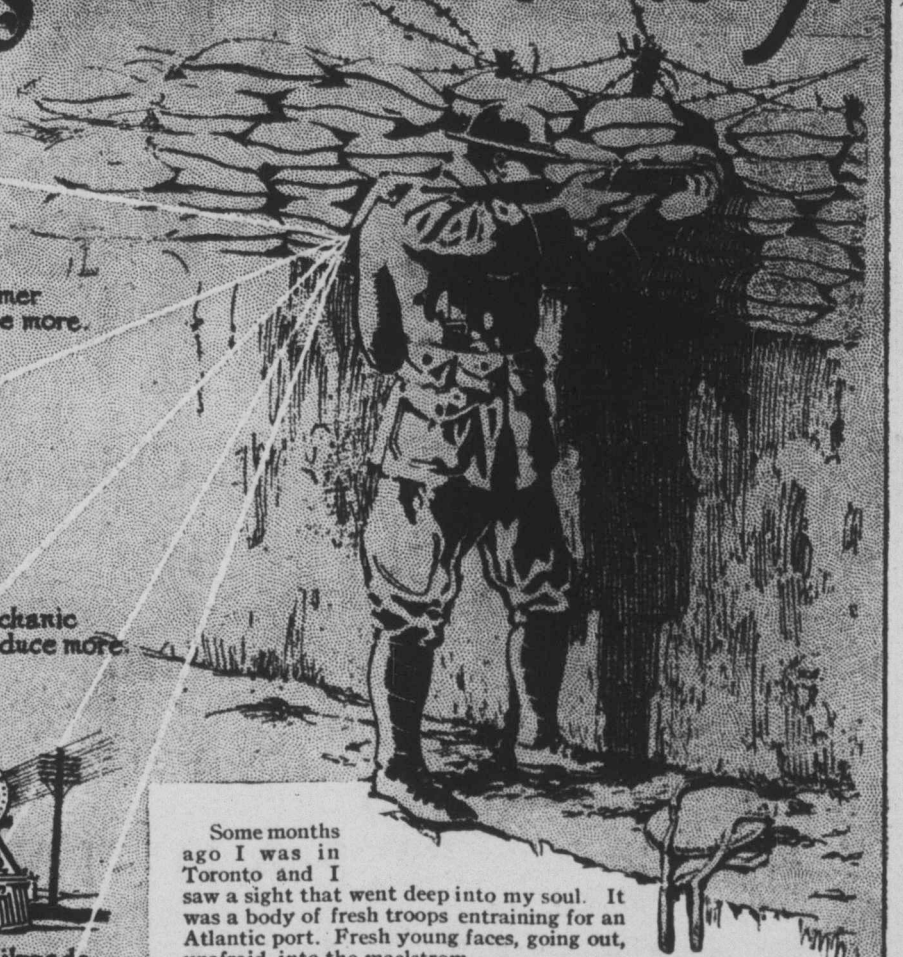
The Railroads
must speed up.



The Ships
must make more trips.



The Business Man
must help the others.



Some months ago I was in Toronto and I saw a sight that went deep into my soul. It was a body of fresh troops entraining for an Atlantic port. Fresh young faces, going out, unafraid, into the maelstrom.

Later I watched a New York City detachment of the new National Army of the United States swing down Fifth Avenue. There were 10,000 of them marching through the heavy, swirling snow.

These scenes have made me wonder how many more would have to go. I wondered if Canada, already heavily represented on Flanders' fields, would have to call her older men, as France had done. I wondered if the United States would need *her* older men, as we did in the Civil war.

None of us want that to happen.

The only way to stop the outflow of soldiers is to beat the Kaiser and his horde of Huns. The only way to do that is to give our boys in the trenches so much of the munitions of war—of such excellent quality—that they will be as superior to the enemy as a workman with a turret lathe is to a workman with an old hand lathe.

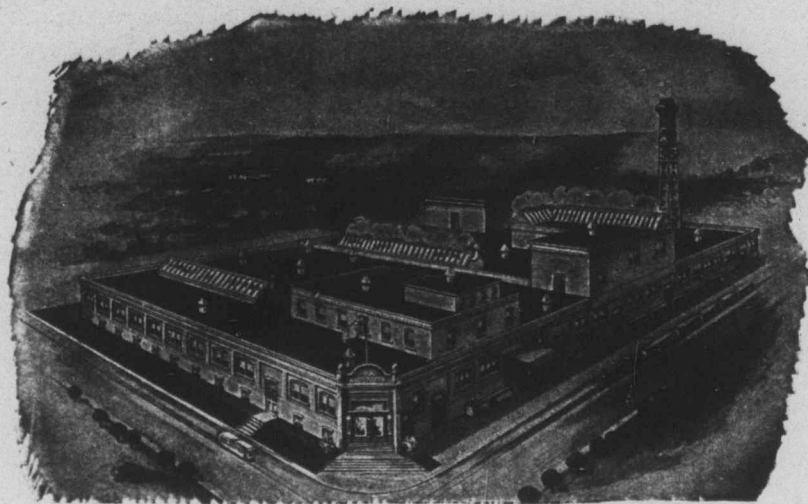
So let us think quickly of better ways to do our work. Scarcity of labor has made the people of our western continent inventors. For war alone, North America has given the world the torpedo, the wireless torpedo, the submarine, the ironclad, the repeating rifle, the machine gun, the revolver, the magazine pistol, the airplane and the motor car.

The war to-day demands that we do more than we ever have done before. Let us all speed up, with the thought that we, too, are fighting the enemy, even if we can't see him. Let us hurry our work at our desk and bench s, and thus keep millions of men out of the trenches.

(Signed)

John H. Patterson
President
The National Cash Register Company

If one slows down all are delayed.



THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

*Order from your wholesale grocer
before the advance*

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton

-

Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

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

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



Market your goods successfully in the West

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

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

Write now for full information.

Scott-Bathgate Company, Limited

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
 JOHN TAYLOR & CO., LIMITED
 ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
 WINNIPEG

A. M. Maclure & Co.
 MALTESE CROSS BUILDING
 WINNIPEG

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

Williams Storage Co.
 WINNIPEG

Lessees
 WINNIPEG WAREHOUSING CO.
 288 Princess Street

Owners
 C. S. TURNER CO.
 147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
 Track Facilities Steam Heating
 WAREHOUSING DISTRIBUTING
 STORAGE

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

C. H. GRANT CO.
 Wholesale Commission Brokers and
 Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
 We have the facilities for giving manufacturers first-class service.

WHEN WRITING TO ADVERTISERS
 KINDLY MENTION THIS PAPER

D. J. MacLeod & Co.
 Manufacturers' Agents
 and Grocery Brokers
 EDMONTON, ALTA.

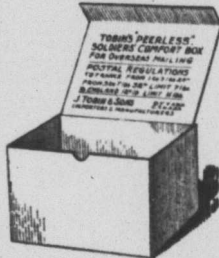
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
 Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
 Storage
 Distribu
 tion



GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS OVERSEAS BOXES" is causing us some unrest, for we are forcibly reminded that raw materials are going up and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - - - OTTAWA, ONT.

EL ROI-TAN PERFECT CIGAR

This page is referred to frequently by buyers in need of supplies, and for this reason you should be represented here.

Don't miss this opportunity.

CANADIAN GROCER, 143-153 University Ave., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
13 FRONT STREET EAST TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

To
Manufacturers' Agents

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

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

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

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

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

X-X-X PHOSPHATE CREAM TARTAR

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

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



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

KINDLY MENTION THIS PAPER
WHEN WRITING TO ADVERTISERS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

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

JOHN E TURTON
Wholesale Grocery Broker
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

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

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

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



IT'S THE REAL MACKAY

**Mackay's
Pearl
Barley
Flour**

Made - in-Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising
Your wholesaler has it.
Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada



**A
Good
Profit
Maker**

A high-class temperance drink, delicious enough to please the critical taste of the connoisseur.

The Marsh Grape Juice Company
Niagara Falls, Ontario
Agents:
MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.

COFFEE

- ☞ We carry a large stock of all grades of coffee, and sell at lowest market prices at all times.
- ☞ We are prepared to make contracts for delivery weekly or monthly, of fresh roasted coffee packed to meet your trade requirements, in 1-lb., 5-lb., 10-lb., 25-lb., 50-lb. containers.
- ☞ Special packing and labels for jobbing and wholesale trade.
- ☞ All our customers are increasing their coffee sales.

OUR POLICY

Satisfaction guaranteed

or

Return at our expense

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 ST. PETER STREET, MONTREAL

ESTABLISHED 1874

When in need of
Wrapping Paper
Twines & Cordage

Brooms
 brushes
 baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

War Conditions

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

SPRATT'S

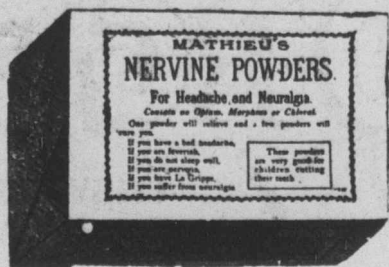
DOG CAKES

*Poultry Foods, Canary
 and Parrot Mixtures*

pending the removal of
 the embargo, can be ob-
 tained from

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

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



Worth featuring at any time

MATHIEU'S NERVINE POWDER

A grand remedy for Neuralgia, Headache, Sleeplessness and other nerve complaints.

Free from morphine, chloral, opium or any harmful drug.

A dandy little line to recommend. A line that always satisfies and always repeats.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC

What Raisins Mean To Grocery Merchants

Every time a customer speaks about the sugar shortage, it gives you an opening to sell raisins. Thousands of families are saving sugar by using more raisins. Raisins give fine flavor and greatly added food value to breakfast cereals, breads, pies, cakes, puddings, etc.

Raisins are 75% Sugar

Sun-Maid Raisins—seeded or seedless—are now considered a necessity in American homes. Women have faith in Sun-Maid Raisins because they are of uniformly high quality. Cleanliness is a high virtue of Sun-Maid Raisins.

Our Advertising Is Your Insurance

Big magazines print Sun-Maid advertising continuously. This advertising sells your raisins readily, especially if you display them.



SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem). Buy from your jobber. If you handle bakery goods, you should carry Raisin Pie and Raisin Bread. They are advertised to millions the year 'round.

CALIFORNIA ASSOCIATED RAISIN CO.

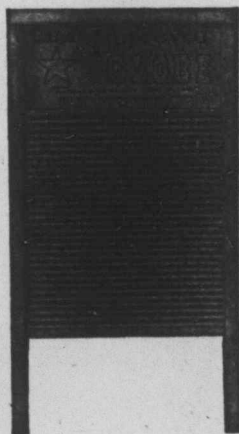
Membership 9000 Growers
FRESNO, CAL.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO. LIMITED
NEWMARKET, ONT.

THE GROCER

handling

COPELAND'S



Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.
HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.

Rock City Tobacco Co., Ltd.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



**KEYSTONE
BRAND**

She Will Come Back

Your customers will come back to you with smiles of real satisfaction after they have tried the

KEYSTONE HOUSEHOLD BRUSHES

you sold them.

Keystone Brushes will bring you more trade, they will make satisfied customers and they will yield you a splendid profit.

Write for prices to

**STEVENS-HEPNER CO.
LIMITED**
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

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

AFTER NOVEMBER 1ST.

Egg-O Baking Powder will not be packed in sizes smaller than one pound.

The supply of tin plate in the United States and Canada is running so low that signs point to restrictions being imposed by the United States Government on its use, with similar restrictions in Canada.

Unless drastic action is taken by the users of tin cans it will be necessary at an early date to use substitutes.

In order to do our part to extend the time as long as possible for using tin cans instead of substitutes, we propose to discontinue entirely the use of the smaller sizes, 4-oz., 6-oz., 9-oz. and 12-oz.

Cutting out these sizes will effect a tremendous economy in the use of tin plate.

Doing so will also effect a tremendous economy all along the line from the manufacturers of cans to the consumers of Baking Powder.

Less tin will be used, less handling will be required, less expensive freight and cartage, less labor in the Baking Powder factories, less handling by grocers, and a greater economy will be effected for the consumer. For instance:

The consumer pays 60c for a pound of Egg-O Baking Powder in ¼-pound packages, whereas the cost in pound sizes is only 40c.

Our decision to carry out this policy will be a very material help in maintaining present prices of the larger sizes—1-lb., 2½ lb. and 5-lb.

PRESENT STOCKS OF SMALLER SIZES

We still have on hand a small stock of the smaller-sized cans, but these will all be packed by November 1st.

We would advise our customers to get their fair share of these smaller sizes while they last, because after November 1st no more will be packed.

Egg-O Baking Powder Co., Ltd.
Hamilton, Ontario

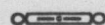
*No Grocer can afford to pass this
Advertisement without reading it.*

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

If you are about to order your supplies of Laundry Blue, remember that

5 C.

OCEAN BLUE

packets will add to your reputation, as well as your profits. It is the Blue that helps most on washing days.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba,
Saskatchewan and Alberta — W. L.
Mackenzie & Co., Ltd.,
Winnipeg, Regina, Sas-
katoon, Calgary
and Edmonton.
For British
Columbia and
Yukon—Aresien
& Avery, Rooms
5 and 6, Jones
Block, 407 Has-
tings Street W.,
Vancouver, B.C.





Keen's Oxford BLUE

With its firmly established reputation for first quality, Keen's Oxford Blue is one of the grocer's best selling propositions.

When you sell Keen's Oxford Blue you sell it with the positive assurance of customer satisfaction and repeat orders.

Let the housewife know you handle Keen's.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

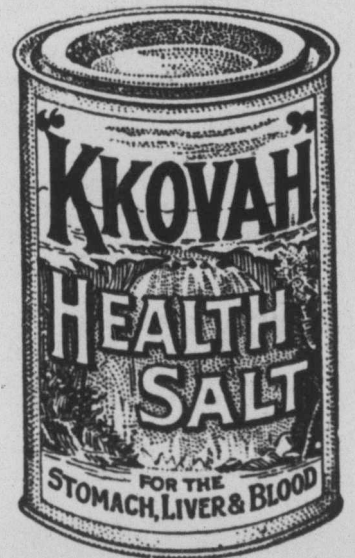
AGENTS FOR THE DOMINION OF CANADA



Well Worth PUSHING

Not only by reason of the profit attaching to the sale, but because they are quality goods which make satisfied customers.

**Keep them to the
FRONT**



**"KKOVAH"
CUSTARD**

They're Worth It

**"KKOVAH"
HEALTH SALT**

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 4, 1918

No. 40

More Vigorous Inspection of Foods

One of the Results to Follow Taking Over Work of Inland Revenue Department by Trade and Commerce Department—Firm Control Over Imports — Retailer's Plea That He Should Not be Held Responsible For Foods He Buys in Sealed Containers

Special to Canadian Grocer

OTTAWA, October 2. — (Special.) — The Trade and Commerce Department of the Dominion Government now looks after weights and measures and food inspection. The transfer was made from the Inland Revenue Department some time ago.

This transfer is going to mean a big difference in carrying out food laws and regulations.

The revenue portion of the work of the former Inland Revenue Department has been taken over by the Customs Department. However, the grocery trade is more interested in the weights and measures and food inspection and regulations which are now under Trade and Commerce.

Prof. A. McGill, who has been chief analyst for Inland Revenue Department for many years, and who is considered a very efficient official, continues his work with the Trade and Commerce Department.

Better Scope For Reform

The Food Inspection and Weights and Measures branch of the work is being reorganized and put on a more systematic basis. Under the Inland Revenue Department it was neglected to a considerable extent and starved. Now it will have more scope, and better results are to be expected.

Manufacturers now believe that there will be more strict restrictions put upon the importation of adulterated foods and ingredients that are now used in the manufacture of various foods which should not be allowed to come into the country. Reference is especially made to such lines as ground olive stones, spent cloves, etc., etc. The intentions are to follow up with prosecution closely where it is found that the regulations are not being properly lived up to. A more vigorous enforcement of the law will tend to remove from the market adulterated goods and

goods that do not come up to the food standards set for them.

Retailers' Present Protection

There has been an agitation for a long time among the retail trade against the liability of the retailer where goods which he sells in sealed containers are found not to be according to standards. He claims in such a case the manufacturer is the one responsible, and that he, the retailer, should not be prosecuted. The Department points out that his protection in such a case is the Government Warranty. That is, when a retailer buys a line of goods represented to him to be absolutely up to standard he has the privilege of demanding from the seller a warranty to this effect. Once he secures the Government's warranty he is not liable to prosecution in case a Government inspector finds the goods adulterated according to the standards set for them. When this Government warranty is produced it secures him against prosecution.

If the retailer has not this Government warranty, the present law makes him liable as the vendor of the goods.

The same conditions apply to weights and measures. Even if the weight of a sealed package, such as flour, is found to be too low, the retailer, as the ultimate vendor, is held responsible. The retailer is anxious to see all this changed, and wants the manufacturer to be held liable for goods if they are underweight or under standard, providing the seal has not been broken.

This is a point which will no doubt come before the trade in a big way sooner or later. Now that the Trade and Commerce Department are handling this branch of the work, it is expected and hoped that more consideration will be given to the retailer's claim in this connection.



Waste Paper Now at High Figures

Prices Double Up—Sell Now, it Pays—How the Market is Influenced—Get Together With Your Neighbor

THERE is no question of doubt but that waste paper is perhaps as elusive an article as any which the retailers could touch. Looking over a period of a year or two years, it will be found that prices are subject to extreme fluctuations, and to the retailer who watches the market very carefully the difference between a good price and a low price will be his.

Perhaps during the next month or six weeks the market will range at as high a figure as it will reach, or has reached, all the past year. Dealers' buying prices on October 1, f.o.b. Toronto basis, were as follows: Scrap paper in bales, \$15.00 per ton; Newspapers, 20.00 per ton; Mixed books and magazines, \$28.00 per ton; Cardboard, \$15.00 per ton.

Prices Double Up

These are not the highest prices which have ever been paid for waste paper, but to-day's quotations are about double what they were 3 months ago. They also compare very favorably with the same period 2 years ago. Last year was rather an unusual one, and the market did not respond as is usually the case at this time of the year.

How The Market Is Influenced

Conditions which influence the waste paper market, during the winter time particularly, can be summarized briefly as follows: Most of the paper mills operate with water power, and in the winter time they have to contend with ice and snow, which curtails production materially. Those depending on the electric power or coal have also to face conditions where power is scarce and coal hard to get. This being the case, plants operating on munitions, or which can be placed in the essential war industry class, get the preference. That means that a paper mill, in which machinery is the big factor in operation, rather than the number of employees, which operate in normal times 24 hours a day and six days a week, may be restricted to 8 or 10 hours a day during the winter months. If this condition develops it will mean a decidedly big decrease in the tonnage used, and consequently prices paid for waste paper will drop accordingly.

Sell Now—It Pays

Right now is a good time for merchants to sell. Some merchants seem to feel that it is hardly worth while to develop the waste paper business. Perhaps if the truth were known, the majority of these merchants have sold at the wrong time, and for this reason have not secured the maximum price, which prevails in the good season. The spring and the fall are splendid times to sell waste paper. The winter and summer are usually rather flat.

Get Together With Your Neighbor

The retail merchant, whether he is

a grocer, hardware merchant, dry goods merchant, in fact in nearly any line of business, uses and receives a very large quantity of paper which becomes waste. If he can receive $\frac{3}{4}$ c per pound, to-day's price, there is no question of doubt but that this would run up to a very tidy sum with the majority of merchants. Waste paper dealers tell how the larger retailers are taking advantage of the market offered them for waste paper, and it is also on record that retail merchants in the smaller towns club together and make up carload shipments to the different dealers. One waste paper dealer quoted the towns of Sudbury and Port Arthur as examples of those towns which are clubbing together

and making up carload shipments to Toronto. If merchants in towns thus far away find it of advantage to ship to Toronto, it certainly should be of advantage to dealers located within a 200 mile radius of a large distributing centre of waste paper to send along their supplies also.

Dealers are also glad to quote prices which they are paying for paper, and to those merchants who have supplies at the present time, it would certainly seem that the best market for this year is offering to them right now. It is indicated that supplies are coming along quite freely at the present time, and dealers look for a comparatively busy winter.

Waste paper offers an opportunity for a retail merchant to cut down his overhead to some extent, and by carefully watching the market he will be in a position where he can secure the best price for any offerings that he may have.

Brooms Advance Ten Per Cent.

Freight Rates and Twine Factors—Broom Corn Outlook—What the Figures Show—Exchange an Important Factor

AN immediate advance of ten per cent. will become effective on corn brooms. CANADIAN GROCER was informed by manufacturers that they are compelled to make this increase over previous prices because of the advance in broom corn, broom handles, wire and twine. New freight rates have also played a part in determining what new quotations would be.

Freight Rates and Twine Factors

The recent meeting of broom manufacturers was called mainly for the purpose of discussing freight rates, on which there has been a very great increase; also to consider what action might be taken with a view to securing an adequate supply of broom twine. The broom manufacturers of Canada have been largely dependent for years upon one factory for their broom twine supplies, and this factory has of late been unable to make a broom, with the result that every broom manufacturer has been greatly handicapped for want of twine.

Broom Corn Outlook Discussed

The present broom corn situation was also under consideration. The crop of 1917 was unusually short and there was great difficulty last year in obtaining sufficient long corn. This year the corn is quite long and will produce a great amount of waste. There is also a very large proportion of coarse rough corn. The section in Oklahoma, which produces the best grades of fine corn, was badly hit by drought and hot winds, with the result that the crop in that section was very small. There was considerable corn grown in Texas, but the bulk of this corn grew almost twice as long as is necessary to make a broom, with the

result that there is an enormous waste in using it. In Illinois the crop promised to be unusually good quality, but during the harvest season there was a great deal of rain with the result that the bulk of this corn is very red. There is also a great deal of what is known as crooked corn in Illinois as a result of wind storms.

What The Figures Show

While the common grades of corn are not much higher than a year ago the fine grades are about one hundred dollars per ton higher, and great deal of the best quality has been selling for prices ranging between \$450.00 and \$525.00 per ton. Broom handles have recently advanced about 20%, wire 10%, twine 20% and in fact everything that enters into the manufacture of a broom has greatly advanced. As a result of this broom prices have advanced 25 cents per dozen on common grades, 50 cents per dozen on medium grades, and \$1.00 per dozen on the fine grades. This advance is net upon the wholesale prices. Whisks have also advanced about 10 per cent.

Not Enough Broom Corn to Meet Requirements

In speaking of the outlook, one Toronto manufacturer was of the opinion that there was not enough broom corn in sight to last until next year's crop would be available. But he added that the average housewife was getting more use from her broom than before, and it was not discarded until completely used up. "Five years ago," he said, "you could go to the dumps and pick out a good broom, but it is different to-day. Even in New York brooms are selling at retail for \$1.50 each, a higher price than they bring here. On top of their cost we have

(Continued on page 32)

Facts and Figures About B. C.

A few items of interest about a province that 75 years ago was practically an undiscovered wilderness. The tremendous growth of the past half century, and the promise of the future in the still almost virgin resources of the land on the Pacific coast.

BRITISH Columbia first became known to history away back in 1578 when Drake, that intrepid navigator, got as far as the straits that separate Vancouver from the mainland. As far as history goes, having once seen the land Drake, who was a hardened sea-dog, took no particular interest in investigating his discovery. It was noted in England, however, because some number of years later it was used as the basis of a claim to the land now known as the State of Oregon.

In 1592 Juan de Fuca, a Spanish navigator, entered these same straits, and it is his name that they bear to this day.

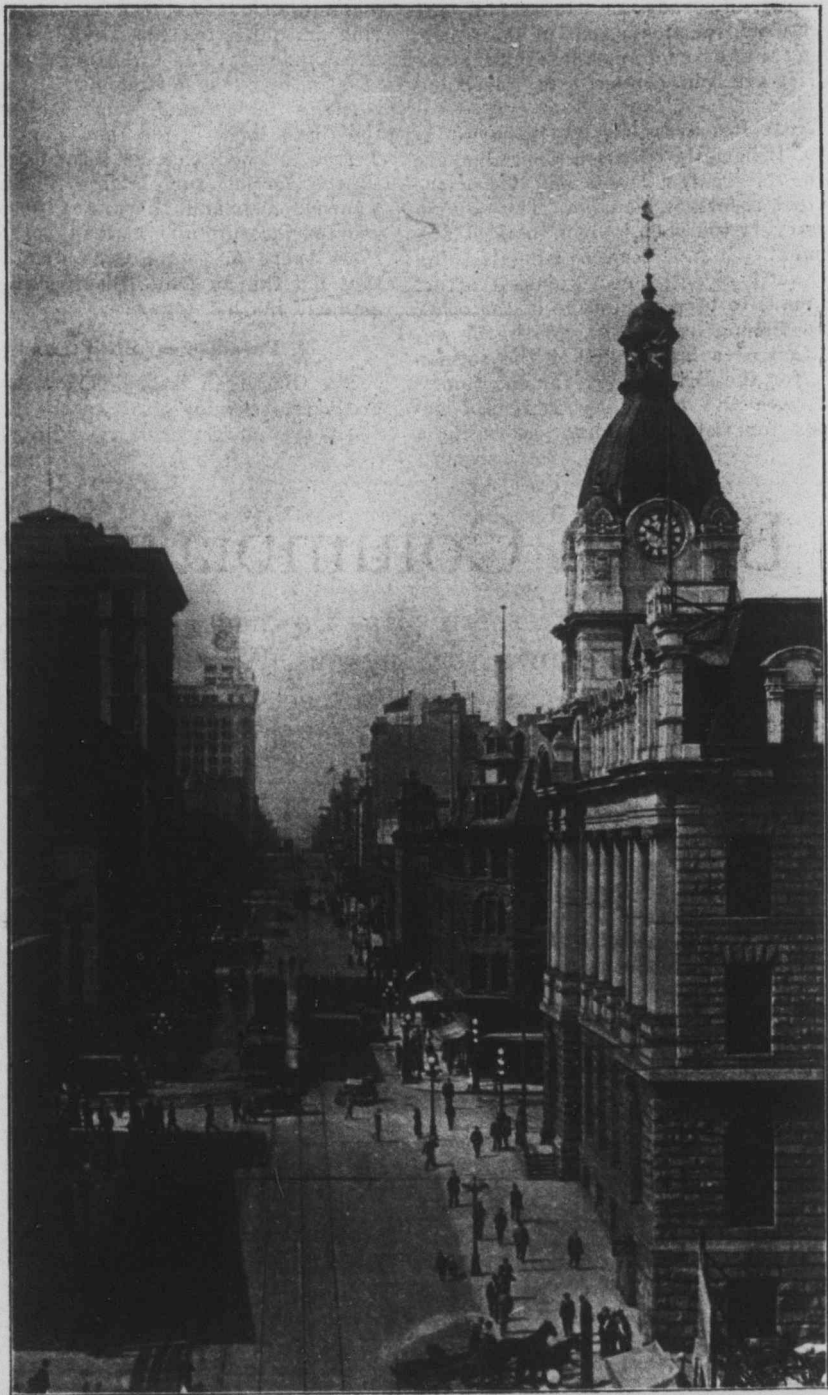
In 1778 Captain Cook, another adventurous navigator, explored the coast northward for a considerable distance, and in 1792 Captain Vancouver went to arrange the restitution of some lands that had been seized by the Spaniards. While there was some apparent interest in the actual possession of the land, the interest seemed to end about there, for from these dates on till 1835 no one paid much attention to the country except a few scattered fur hunters. On that date, however, the Hudson Bay Company sent their steamer, "Beaver," around Cape Horn and into British Columbia waters, the first steamer ever to visit those shores. They also devoted their energies more largely to this section, and British Columbia owes no slight meed of gratitude to the early administrators of this great "company of adventurers."

Discovery of Gold the First Great Impetus

In 1858 came the discovery of gold and the rush of people that always follows the cry of "Gold." This was the first real settling of the province. The actual development hardly began, however, until confederation and the lines of rail united the country from east to west. The growth of the province was slow, in 1900 the total population was only 100,000; thirteen years later it had jumped to 400,000, and since then there have been material increases.

Its largest city is Vancouver with a population of 120,000, and next in size comes the beautiful capital city of Vic-

toria, a city far noted for its lovely surroundings and beautiful homes. Victoria, as well as being the capital of the province, is the market of the great hinterland of Vancouver Island, with its wonderful resources in mines, fisheries, lumbering and agriculture. It has a population variously estimated from 40,000 to 60,000. Among the other larger cities might be mentioned New Westminster with 16,000 inhabitants, Nanaimo, the seat of the naval yards, with 10,000, and Nelson with 6,000.



GRANVILLE STREET, LOOKING NORTH FROM C.P.R. DEPOT

Enormous Latent Resources

British Columbia is enormously wealthy in its latent wealth. It has the largest area of timber lands in America, and probably in the world. Its Douglas fir is known the world over for its marvelous strength and endurance. Its spruce has become the criterion for all spruce required in the manufacture of aeroplanes. In 1916 the province received for the timbers shipped from within its borders \$33,000,000, and that was before the great war industry had been de-

veloped in these lines to enormously increase this amount.

British Columbia, too, has the largest area in coal mines in Western America, an asset of inestimable advantage from an industrial standpoint. It has, too, the finest grade of steam coal in the world. Among its other important mining industries are iron, copper, lead, silver and gold.

Great Resources In Its Fisheries

The fisheries of British Columbia are one of its greatest assets and one of the greatest assets of Canada. The salmon industry is too well known to need any comment. It has been so all-satisfying that until recently no extensive effort was made to take advantage of the other great fishing resources. With the requisition of a large part of the salmon pack for the British Government coincident with the materially increased demands for fish, there has grown up a

great industry in herring and halibut and many other varieties. Not only are these fish shipped even as far as Quebec in a frozen state, but an immense canning industry is developing to provide a still wider distribution. The canning of herring and pilchards has already become a great industry, and the canning of whale is also being undertaken with success.

In its fields the Province has some of the finest lands in the Dominion. It has a fruit section that is second to none. In the section surrounding Victoria on Vancouver Island there are great resources in fruit and in many other sections there are developing fruit farms that bid fair to make the Province pre-eminent in this regard.

A Paradise of Fruit Lands

The Okanagan Valley is, however, the great fruit centre, just as the Niagara district is of Ontario. During October

of last year there were 45 carloads of fruit a day from this section alone. In 1910 the value of the fruit shipped from British Columbia was \$250,000, in 1916 it had reached \$1,700,000. Last year 2,000 carloads of fruit were shipped from the province, and 1,000 cars of vegetables, and this year the prospects are that there will be a far larger shipment and that at present prices the value of these shipments will make the 1916 figures look small.

Another great industry for which British Columbia is particularly favorably placed is that of shipbuilding. There are great shipbuilding plants at Vancouver, Victoria and Nanaimo, and it is expected that the large plant at Prince Rupert will soon again be in operation.

In the past year British Columbia has outstripped all past efforts and is now on the highroad to a great and well deserved prosperity.

British Columbia's Day of Promise

A New Era of Prosperity Has Dawned For the Province — Fishing, Lumbering and Mining Gain a New Impetus, While the Great Fruit-growing Section is a Bonanza—The Prospects and the Problems, Outlined by Many British Columbia Merchants

IN the days immediately following the outbreak of war there was a general feeling of depression that resulted in many sections in serious reversals in business conditions. British Columbia was one of the great sufferers from those causes over which she had no control. Those dark days are now a thing of the past, however, and British Columbia has once more found the prosperity that was hers in the days before the war.

Everyone knows that the coastal cities are prospering, but there are some who were not so sure but that this prosperity was not a matter of two or three cities fed by war industries. CANADIAN GROCER has asked for an expression of opinion on the part of the retail merchants and others. Their replies are given herewith, an unqualified expression of the growing prosperity and rosy future of the great Pacific Province.

In these letters there are noted some of the problems that the people of this province have to face, the need for a larger population to bring the fertile agricultural fields under cultivation, the complicated problems that result from a large influx of foreign labor. But these are problems that will be faced in due season and in the meanwhile British Columbia is entering on her golden age. If there is any doubt on this matter, read these letters from all parts of the province:

A Future Prospect Above The Average
From the coal mining section around

Cumberland comes a report that rings with optimism.

Cumberland, B.C.—So far as this locality is concerned business has been very good for the past year and a half.

Previous to that time we experienced a long period of depression owing to a strike in the industry, lasting for over two years.

There is no difficulty in collecting accounts at present, as practically all men are working every day, and some are making very good money, while others are just normal, but everyone is able to meet their just debts and are most anxious to do so.

The Comox coal is famed the world over for its steaming qualities, and just recently the American Government awarded a large contract to the local mines, which should keep things humming for a considerable time.

We are rather optimistic about the immediate future, especially if labor conditions are as good as they have been.

Notwithstanding the great advance in the prices of goods the people have come to realize that even at the high prices they are much better off than their friends in the Old Land, who are going through more strenuous times.

There is no doubt but that the future of this province will be such as to make us justly proud of it, that is, when it comes into its own, as it surely will some day in the near future, as we have all the commodities that go to make a prosperous province.—**Simon Leiser & Co., Ltd., John Sutherland, Mgr.**

From Mission City in the heart of the strawberry belt the report is also optimistic:

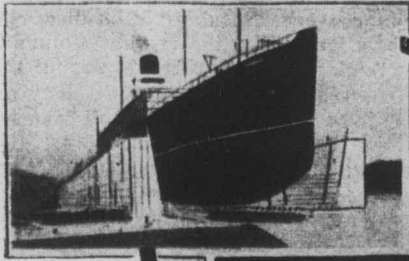
Mission City.—Business in our goods is very good. Our own business has shown an improvement and conditions are generally good. High prices for wheat, increase in the shipbuilding industry with the consequent improvement in wages are among the chief causes for the improved conditions, and these factors have resulted in improved credit conditions that promise to continue good, unless labor demands should prove too much for existing industries.—**The King-Beach Manufacturing Co.**

In many of the letters received the fear of what may come of the changing labor conditions is a fact that is causing grave concern. The following letters call attention to these conditions:

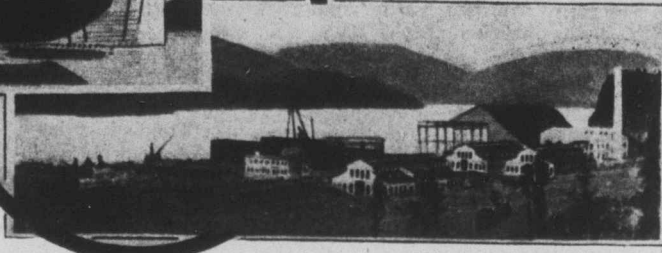
Conditions of Labor a Grave Factor

Sehett.—Business shows a considerable improvement over that of former years. It depends principally on logging, fishing and summer resort business. Increased production, too, has been a marked factor in improving credits and general business conditions.

"It is my candid opinion," writes Mr. Whitaker, "that the Government should set the wages of alien laborers at pre-war figures, which would cause an immediate drop in present high values, as the majority of workers are of foreign birth."—**H. Whitaker.**



View of the Harbor at Prince Rupert, B.C., and the Dry Dock, that it is reported will soon be in operation again.



Prohibition Helps Credits

Cirdar.—I think business is on a sounder basis now than it has been for years.

The amount of goods sold is perhaps not quite so large as formerly as people are living in a plainer manner and are not buying so many luxuries. Of course, sales run high now, but that is owing to the very high price of goods.

My own business is about normal.

Railroad work is the chief industry of this section and wages are high, but outside of the train service there is a serious shortage of labor.

Collections never were better, partly the result of good times in general and the prohibition measure.

The future seems to point to continued prosperity. The markets are good for the product of the mine, forest, fisheries and farm.—T. Rogers.

Hundred Miles From Railway

Quesnel.—I am situated 100 miles from a railway, all men of military age are away. There is no construction work in mining and the only mining we have is hydraulic which when equipped can operate with a minimum of labor.

"Hay crops splendid, wheat crops damaged by frost, oat crops good. Turn-over in this district small compared with the years of railroad building and road construction. Lack of railway connection has a very deterring effect on the sale of agricultural products. The completion of the construction of the Pacific Great Eastern would stimulate production tenfold, increase mining activity and open up valuable areas of timber.

"In parts of the province, with adequate transportation facilities, business never was better."—John A. Fraser & Co., Limited.

Aeroplane Spruce Industry a Gold Mine For North B. C.

Prince Rupert—"Business never was better. Lumbering, fishing, mining and agriculture are all represented in this section. High prices, food supply and big demand have naturally resulted in good business and satisfactory credit conditions.

"My opinion is based on the territory in which we do business, that is, the North Pacific Coast. Inland 600 miles along the line of the G. T. P. and the Queen Charlotte group of Islands, or in other words the northern half of the Province of B. C.

"The Queen Charlotte group of islands lying about 80 miles to the westward and contiguous to Prince Rupert is where the great aeroplane spruce activity is, and while the Government will not allow figures to be published during war, still the output is stupendous, and has been a big help to business in the North."—F. G. Dawson.

Another Prince Rupert merchant corroborates this statement.

"Business was never better in my four years in British Columbia. The business of this year has more than doubled that of last. Fishermen are making big money and also large catches, two aeroplane spruce camps are opening up here and wages are good. There is plenty of money in sight everywhere, and if ship-building starts we will see a real boom."—J. C. Gavigan.

Still another Prince Rupert merchant adds his testimony to the growing prosperity of the section. "Business con-



Corner of Granville and Hastings Streets, Vancouver, B.C., showing Bank of Ottawa, Imperial Building, Bank of Commerce and Rogers Building.

ditions were never better. There has been a wonderful improvement in the fishing and lumbering business, and credit is good, all accounts are paid promptly."—G. W. Nickerson.

Conditions Never Were as Good.

Rossland—"Conditions never were as good. There is a big crop of fruit and vegetables in this section, the best I think that we ever had. Mining, ranching and fruit growing are the principle industries of this section. Owing to the high cost of materials and labor the gold mines are not shipping ore. Despite this fact, however, conditions all over the province are good. There is prosperity in every branch of industry."—W. R. Braden.

Qualicum—"Business has been very good this summer with me. We have noticed an improvement of about 25 per cent. in our business. Lumbering, fishing and farming are our chief industries, and of late prices have about doubled in these industries. Prospects look very encouraging indeed."—M. G. McLean.

Trail—"Business generally is sounder and better than it has been in former years."—Trail Grocery Co.

Lytton—"The business conditions of the province are exceptionally good especially in agriculture, and retail business has consequently shown a steady improvement. Fruit and bean growing are the principle industries of this section, and the improved prices due to war prices have placed producers in a good financial position. The Chinese are establishing themselves firmly in the bean growing sections of British Columbia. With the probable reaction in prices following the war, business will become normal, but there will be a greater area under cultivation."—J. H. Anthony.

More Settlers the Great Need.

Lumby—"Business is exceptionally good at the coast, and on the whole the interior sections are also in a good position. Conditions are improving every day, and are on a very sound basis. This section is devoted principally to mixed farming and lumbering. The number of mixed farms has doubled in the past two years.

"British Columbia is suffering for the want of settlers on the land. Thousands of acres of the best of land is undeveloped and as long as this condition prevails we may look for a slow increase in business.

"High prices of farm products may seem

to stimulate business, but after all we must get down to the fact that our Province depends on production and to meet this end we must have the settlers to put undeveloped land under cultivation.

"The coast cities and towns depend principally upon manufacturing and in the past two years this has had a wonderful growth, hence the rush to the towns and cities for big wages, etc.

"We do not mean to say that this manufacturing will cease, instead the writer feels confident that cities such as Vancouver, Victoria, New Westminster, etc., are now on a sound foundation and a steady rapid growth is bound to ensue. A large part of the interior of B. C. is hard to develop, consequently the growth and production will be steady, but not booming. Business will follow up on the same lines."—Shields & Co.

Natural Resources Hardly Scratched.

Nelson—"With her natural resources hardly scratched, we have unbounded faith in the steady development of these resources for years and years to come, viz.:-

"Mining—The whole province is abounding in unlimited wealth.

"Lumbering—Development on a proper basis of export trade for Pacific Coast Mills will result in a steady market for the mountain mills on the prairies.

"Fruit—The development of selling organizations has had a very beneficial effect and with the tremendous market on the Prairie, this branch will continue to yield handsome returns.

"The Province of British Columbia is unique in its position. The Pacific and Prairie provinces are so natural an outlet that its natural resources find markets always next door."—The Nelson Jobbing Co.

Cranbrook—"Business has been fair in the province, I would judge about on the lines of the last three years. Railroad, mining and lumbering are the chief industries of this section, and the conditions in these are fairly good."—A. D. Bridges.

A B. C. Traveller's View

Vernon—"Conditions in the Okanagan Valley to-day are very good. I have been travelling here for four years and have had the pleasure of seeing a very large increase in production of both fruit and vegetables in this valley, and looks like continuation of prosperity."—G. W. Hicks, traveller for the W. H. Malkin Co., Ltd.

From a Wholesale Standpoint.

Vancouver—"Speaking of business conditions generally in British Columbia, we think we are justified in saying that they were never so healthy as they appear to be to-day. In almost all branches of our basic industries, such as fish, lumber, mining and shipbuilding, there has been in the last year great activity. There appears to be plenty of money for the financing of these large and important industries.

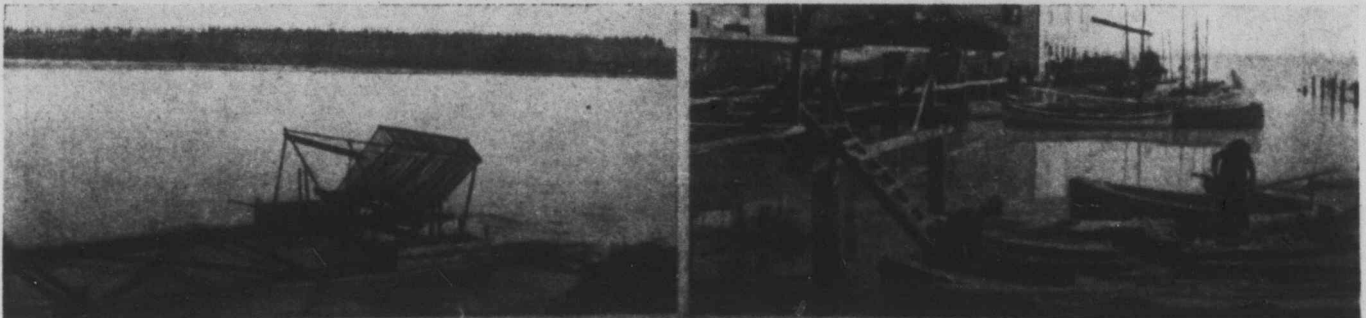
"The industries of shipbuilding and the production of spruce for the manufacturing of aeroplanes have been firmly established, and we think these will continue to be profitable investments after the war is over.

"The cost of living in Vancouver to-day is as low, and in many cases lower, than cities of equal size in the East. There is no reason, therefore, why if these conditions obtain after the war, we cannot continue to manufacture just as cheaply in British Columbia as they do in the East. Labor conditions have been somewhat unusual and abnormal, but this condition we understand is common in all parts of the Dominion, in fact in all parts of the world.

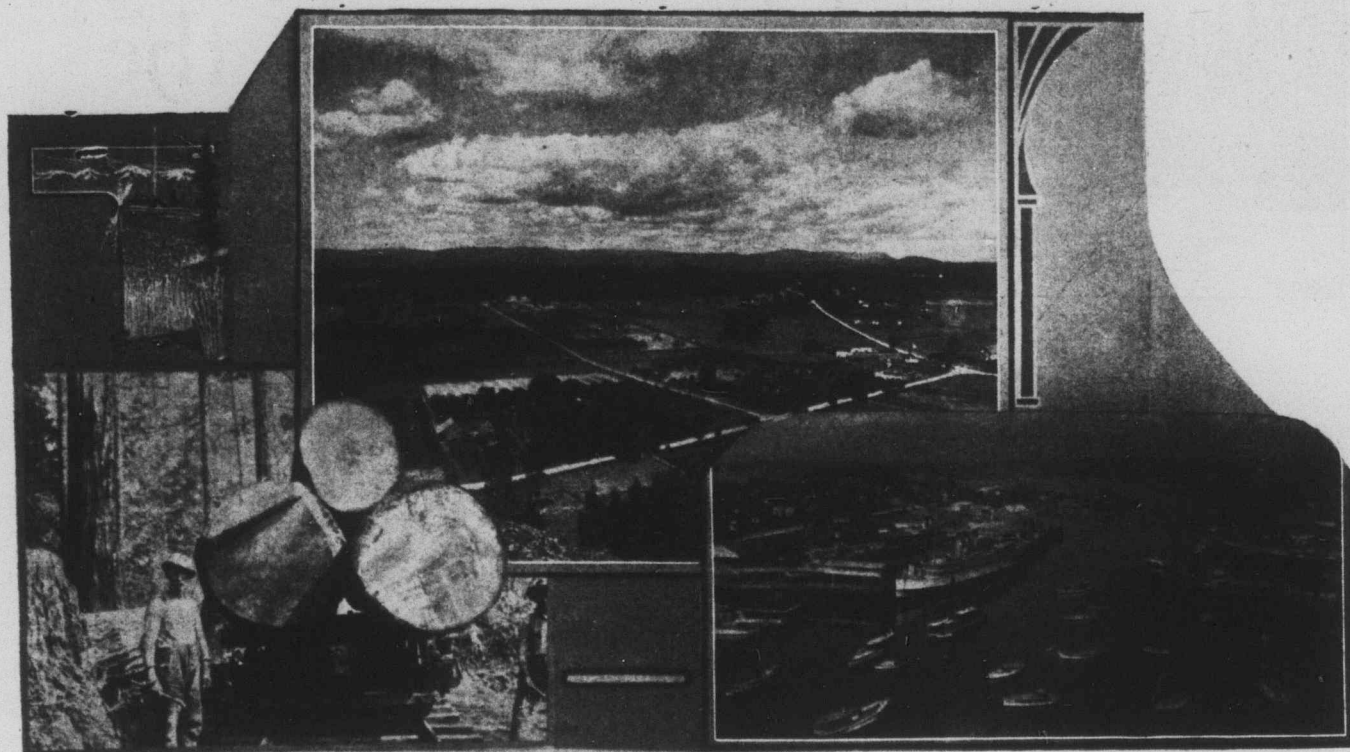
"In agriculture and fruit growing British Columbia is making rapid strides. To-day we are manufacturing all the canned tomatoes we can use in the Province, and to a very large extent British Columbia will supply Alberta and Saskatchewan this year. The canning industry of vegetables and fruits in the Okanagan Valley is making rapid strides, and is now on an assured footing.

"Wholesalers find their accounts paid promptly and business continues to be active. Retail merchants are complaining very little, and generally speaking are prosperous, chiefly owing to the fact that enormous amounts of money are being circulated in the form of wages. This in turn is being rapidly circulated amongst the trade.

"It is just as well for us to remember, however, that this apparent prosperity is based on extraordinary and abnormal war expenditures by the Allies, and it cannot be expected that this apparently healthy condition will continue to exist when peace is in sight. The wise merchant to-day will desist from expanding more than he is compelled to, and will so conduct his affairs that the storm, which we shall all encounter when the war is over, will be weathered without undue stress and possible ruin."—The W. H. Malkin Co., Limited.



Fish wheel for trapping salmon, and view of riverside cannery, Fraser River, B.C.



Scenes in and around Victoria, B.C. In the centre at the top is shown a stretch of fertile soil which can be depended on to yield bountifully. To the left some samples of the trees they grow; it is no wonder the lumbering industry is so prominent in this section. At the right is shown the harbor, where ships big and little come and go continually.

Nelson.—The immediate outlook is very auspicious. There is great activity in the silver and lead mines, and consequently there is a substantial improvement in business in this section—credits too are very good.—A. MacDonald & Co.

PILCHARDS TAKE SALMON'S PLACE.

VANCOUVER, B.C.—(Special) — In view of the fact that the British Government has bought practically the entire stock of British Columbia sockeye canned salmon this year, a number of canners at the Coast this year are going in for pilchards to take the place of the salmon which has been sold so extensively all over Canada. It is pointed out that pilchards make a splendid substitute for salmon and this fish is being sold readily.

5,000 JAP BABIES.

PORT HENRY—Fruit, poultry and mixed farming are the leading industries of this section. The following prices in fruit have somewhat discounted the poultry farming, but business and credit conditions are good. Here again however, is sounded a poser note, dealing with alien labor problem:

"The worst problem before the merchant is the steady increase in the Jap colonies. This will be a serious problem in the near future. 5,000 Jap babies were born in B. C. last year. We have a large colony here and they are not a people that we can assimilate. They buy only from their own houses in the city.

These houses send canvassers out regularly. In this way the merchant sees a steady decline in business ahead of him as more and more come in and buy out the whites. This is a Canadian problem as, if some action to exclude is not taken soon, B. C. will be a yellow province in 25 years. It is almost a weekly occurrence in this district to hear of some sale of land being made to a Jap."—E. T. Matchett & Co.

B. C. NOTES

Direct Supply Association, Ltd., Victoria, B. C., have been incorporated with a capital of \$50,000. They are importers and exporters, and A. T. Frampton is the president.

The trade will heartily join CANADIAN GROCER in wishing A. J. Moyls much happiness. He was married on Sept. 25. Mr. Moyls is sales manager for Anderson & Miskin, Vancouver.

Max Shapera, the Calgary representative of Stettler Cigar Co., has returned from the east. E. S. Vandervoot of the same firm has been covering Vancouver Island.

J. L. Powell, office manager for D. H. Bain Co., Vancouver, is the happy possessor of a wife. At the time of going to press they are on their honeymoon. The trade all wish "Leck" a happy future.

R. P. King, president of the King-Beach Manufacturing Co., Ltd., Mission City, B.C., makers of K-B jams and marmalade, was in Vancouver last week to meet the Mason & Hickey salesmen, who were there in convention.

The Gosse-Millerd Packing Co., Ltd.,

Vancouver, B.C., are directing their energies on canned herring and canned pilchards this year, as well as on salmon. Last year they packed over 40,000 cases of herring, and intend to pack more this year, featuring herring in tomato sauce and kippered herring. Speaking to CANADIAN GROCER, Mr. Millerd stated that they were spending considerable money experimenting with pilchards. As to what was going to happen after the war he stated that it was merely a question of whether they would be able to compete with the Old Country on herrings. There they had the tin plate right at hand, as well as cheap labor.

W. A. Jamieson, manager of the coffee and spice house of that name in Victoria, has been reading CANADIAN GROCER for over thirty years. He remembers it well when the cover was green, when it was a weekly visitor in his father's store at Whitby. It will interest the trade to know that Mr. Jamieson, senr. is still on the road, and although long past seventy, enjoys wonderful health. In his Whitby days he was a chum of George Ham, of the C. P. R. They both used to get up at five in the morning to play lacrosse.

W. R. Lord, of the Nootka Packing Co., Nootka, B. C., salmon and pilchard packers in British Columbia, paid Victoria, B.C., a visit recently, staying at the Empress. He has been in the salmon business for 36 years. Speaking to CANADIAN GROCER he stated that a good run of Chums was expected—it seldom failed them. They were going into the pilchard business heavy this year, he stated.



Mr. Kodama of S. Tamura, importers, Vancouver, is on a business trip in Eastern Canada.

The Victoria Preserving & Canning Company, Victoria, are putting out a line of Bombay chutney.

G. W. Griffith, of G. W. Griffith and Co., Winnipeg, was in Vancouver recently.

Irwin and Billings Packing Co., Vancouver, manufacturers of jam, pickles, etc., are disposing of their business.

L. P. Mason, of Mason and Hickey, called at their branch house in Vancouver last week on his way to California.

The manufacturers of Squirrel peanut butter, Vancouver, are installing another grinder and roaster in their new factory.

D. Wilmeth of the VanLoo staff in the Stettler Cigar Factory, Vancouver, is on his way to fight with the Allies in Siberia.

W. R. Mackenzie, manager for the Cudahy Packing Co., was a visitor at Martin and Robertson's, their agents in B.C., last week.

W. R. Harper, of the Harper-Presnail Cigar Co., Hamilton, landed in Vancouver last week after visiting all Mason and Hickey branches en route.

James Macauley has been spending a holiday up the Kootenay River. He is a member of Knowler and Macauley, wholesale confectioners, Vancouver.

A. Badenoch, manager for Leeson, Dickie, Gross and Co., Ltd., wholesale grocers, has been on a visit to Vancouver Island. He had been suffering from neuritis.

C. R. Heberling is getting acquainted with B. C. He will find Proctor and Gamble products all along the line, these having preceded him. He is Canadian manager for Proctor and Gamble.

Jimmie McCluney has moved from Winnipeg to Vancouver, and is now with the McIntosh Warehouse Co. He is the genial Irishman who was at one time shipper for Mason and Hickey at Winnipeg.

Fred D. Carder, president of Stettler Cigar Co., Vancouver, has returned from a shooting trip. He went in search of blue grouse, and while he got a nice bag, he found them more elusive than Alberta ducks.

H. Moss & Son, Victoria, are looking forward to the day when sugar will be normal again. They are importers of refined sugar, bringing it from Scotland prior to the war. Since the war they have brought it from Japan and China, but are unable to get any to-day.

C. T. Nelson, broker, Victoria, has been appointed agent on Vancouver Island for Rosenberg Bros. & Co., San Francisco. He is also agent for Y. Tanaka & Co., Japanese exporters, Canada Witch Co., Crescent Manufacturing Co., Seattle, and for the Kkovah products of Sutcliffe & Bingham.

P. Wollaston, manager for Wilson Bros., wholesale grocers, Victoria, celebrates his 29th year with that house. He has seen many changes in B. C. since he arrived from Butte, Montana, and is expecting many more now that shipbuilding has become one of the leading industries in the B. C. Capital.

P. W. Jefferies, Sec.-Treas. of Stettler Cigar Co., Vancouver, caught some nice salmon recently while on a pleasure trip. He hopes he may not have the same trouble with it that Vancouver canners are having. He still has the salmon and is wondering whether it will feed the Allies or the Winnipeg jobbers.

To the retail trade of Vancouver and environs we introduce Gilbert Buckeridge, a new detail man for Mason and Hickey. He was formerly a familiar figure in the Winnipeg office, but was recently transferred. Part of his time is spent on the books inside, but he is branching out into the brokerage game.

The Vancouver Pickle Co., Vancouver, have recently moved into their new factory on Granville Island. They are a new firm, having started up since the war. J. S. Reekie is the president and general manager, and W. Kleine has charge of the plant. They erected a factory suited to the business, with modern equipment and concrete floors. They have just completed a nice order for pickles for the Canadian navy.

In view of the agitation started in Victoria recently to have the name of Vancouver Island changed in order to avoid confusion, it is interesting to note that when the island was named R. P. Rithet, head of R. P. Rithet & Co., Ltd., Victoria, was among those who objected to the name. He predicted trouble in years to come. Mr. Rithet is still living, and although well up in years, is able to enjoy his automobile trips about the city.

J. R. Jackson, manager of the Hudson's Bay Co. grocery department at Vancouver, B.C., has been visiting his people in Toronto. A month ago they celebrated their sixtieth wedding anniversary, but their son was unable to be present. As they are in their eighties he thought it

best to make the trip at the first opportunity. He is combining business with pleasure and will make calls at many important centres, such as Chicago, New York, Washington, Montreal, etc.

O'Loane, Kiely and Co. have opened a branch in Seattle, Wash., and are contemplating opening another in San Francisco. The office at Seattle is devoted particularly to their Oriental business. Many boats from the East go into Seattle which do not call at Vancouver, which is the reason for opening an office there. On account of the important development to business from the Orient since the war they have appointed agents in practically every distributing point in Eastern Canada, as well as representatives in the States.

Some of the canners in British Columbia were sorry to see W. P. Powell get married and go for a week's honeymoon. He represents the British Ministry of Shipping, something like the British Food Control, who look after purchases for all the Allies. At the time Mr. Powell left some of the canners stated they were not sure where they stood—whether they were going to sell all their pack to the British Government or whether there would be anything left for the Canadian trade.

Robt. Gillespie, the broker, who moved to Vancouver from Winnipeg a year ago, is enamoured of his new home. His chief pastime is fishing in Capilano Creek. The other day when he landed there, something had gone wrong with the fish, for he pulled them in as fast as five at a time. Everything less than eight feet has to be thrown back, but Bob kept them all. But alas and alack, the tide comes in like a race horse at Capilano Creek. Behold his valise containing Saturday's lunch bound for Seattle. "If I'd stayed," said he, "I could have filled a cart."

Just by way of showing that they intend to go all the way, Kelly & Van of Vancouver have recently been incorporated a limited company. Although Mr. Van is an Englishman, their chief seat of operations is in the United States, having branches in Seattle, Tacoma, Portland, Spokane, and Boise. Their big lines are Wesson Oil, Karo syrup, and Baker's cocoa and chocolate, all of which are not too plentiful just now. Under the conditions they would be inclined to step out, but as Mr. Kelly says, "Canada has been good to us," and they have taken a firmer hold by incorporating.

Andy Brown, formerly with Cameron & Heap at Swift Current, has moved to Vancouver.

A. T. Cleghorn is acting-manager of the tea and coffee dept. for W. H. Walkin Co., Ltd., during Mr. Lightfoot's absence at the front.

Alec J. Chalmers, manager of the Vancouver branch for the D. H. Bain Co., spent a few days' holidays recently at Harrison Hot Springs.

Arthur Irish, who was city salesman for Tees and Persse, Ltd., Winnipeg, has removed with his family to Vancouver. The best wishes of the Winnipeg trade go with him.

T. Fujita, president of Fujita and Co., Ltd., Vancouver, called on all the branch offices of W. H. Escott and Co., Ltd., in Western Canada when passing through the Prairie provinces recently.

Little Bros., Limited, wholesale grocers, Vancouver, have recently appointed L. Dorais and George Beach as travellers to call on the retail trade in Vancouver.

Mr. Kirkland, of Kirkland & Rose, brokers, Vancouver, is in Japan in connection with their Oriental business.

Watson Bros. are completing a large plant to replace the one recently destroyed by fire in Vancouver.

Mr. Jarvis, Jr., of C. E. Jarvis & Co., one of the oldest brokers in British Columbia, is making plans for a trip to the Orient.

W. A. Ward and Co., who control a number of brands of salmon, and who are importers and exporters, have moved

their offices from the Dominion Bldg., Vancouver, to larger premises at 402-406 Standard Building.

There's quite a difference between making peanut butter and running a hacksaw. The representative of CANADIAN GROCER found R. A. Merrihew, president of Canada Nut Co., dressed in overalls, superintending the erection of machinery in their new plant. Some years ago he made his living that way.

C. DeGaris, currant exporter of Melbourne, Australia, has been in Vancouver en route to Australia after spending two years in the British Isles. He is doing a most unique and at the same time a gracious act, in keeping practically in weekly touch with several hundred Australian soldiers now in France.

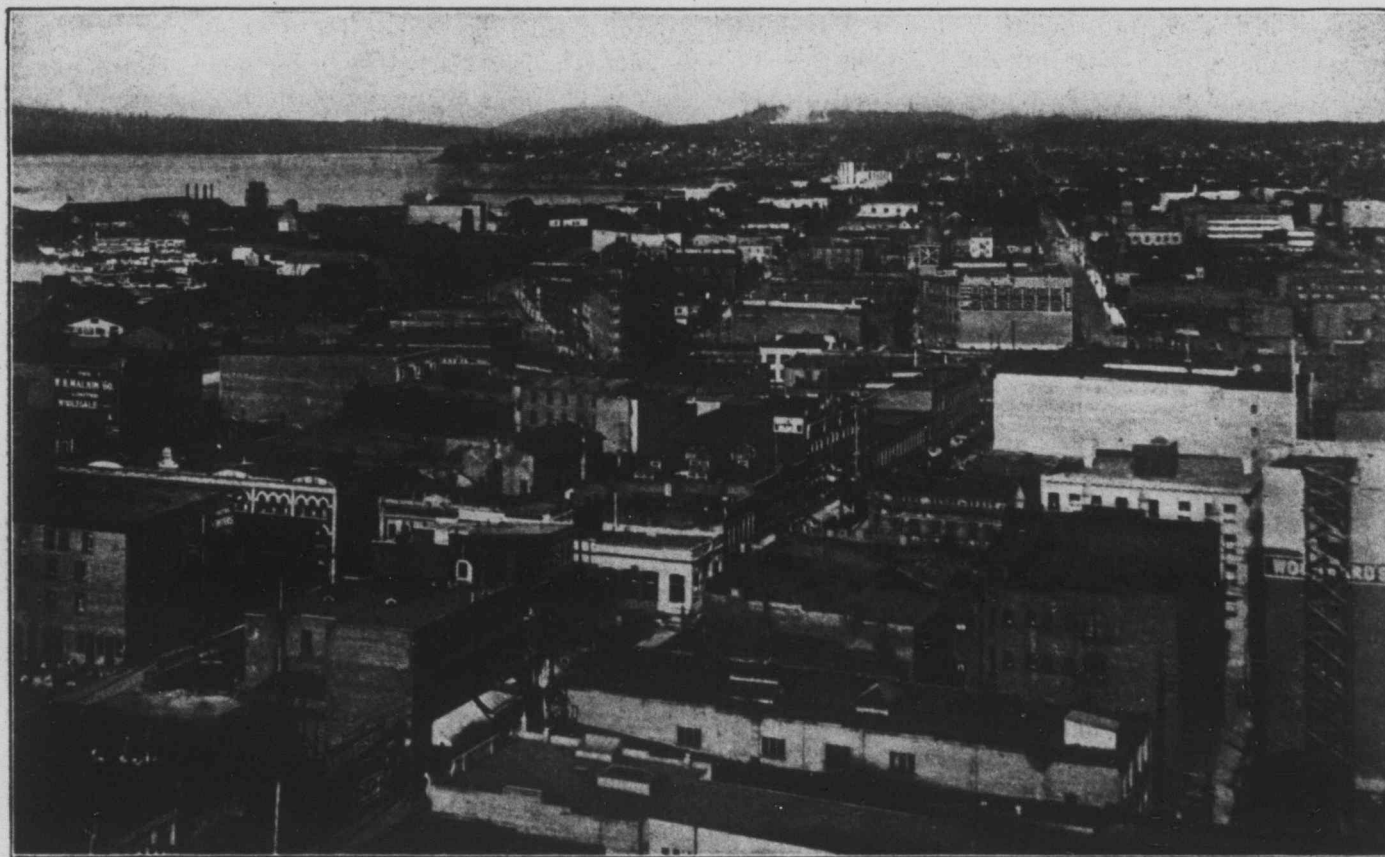
The managers of the A. Macdonald & Co. houses in British Columbia have been attending a general conference at head office, Winnipeg. It was expected that a successor to the late W. G. Barclay, former manager of the Vancouver house, would be appointed at this convention.

J. T. Little, president of Little Bros., Ltd., is a great booster for B. C. He has spent most of his days across the Rockies. Every time he goes East there is an indescribable something that draws him back. He loves those mountains. Incidentally he is one of the big men in connection with the Vancouver Exhibition, the success of which is not a little due to his enthusiasm and hard work.

Alec Chalmers made a daring trip during the Labor Day holiday. He is the owner of a Chevrolet car, which his heavy work on the Coast has made necessary. In company with Mrs. Chalmers, Alec Jr., and two young ladies, he started out along the rocky road to Seattle, arriving there in the wee sma' hours. It wasn't good for the Chevrolet, but it made the trip and was back on the streets of Vancouver again the following Tuesday.

The Canada Nut Co. have moved into a new factory several times the size of that in which they have been manufacturing Squirrel peanut butter. The new building was formerly owned by the Mooney Biscuit Co., and provides considerable space for storage. Among their new equipment is a grader, which will enable them to sort peanuts into four sizes. A large size is required for salted peanuts, and smaller ones for making peanut brittle.

The Robert Gillespie Co., Vancouver, have appointed H. G. Miller, Seattle, their agent in Washington, Oregon, and Montana. Mr. Gillespie has just returned from the United States. While there he also appointed agents in New York and Chicago to represent him on certain British lines for which he has secured the agency for the American continent. Another line recently taken on is edible oils, for which he has agents in London, Liverpool and Glasgow. His firm has been appointed agent for the American Table Sauce Co., Inc.; also for Monkhouse and Glassock, of London,



The east and central business and financial section, Vancouver, B.C.

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H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

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UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

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LIVE UP TO THE REGULATION

A MERCHANT of Clair, N.B., has had his license cancelled by the Canada Food Board because he was illegally shipping flour and sugar across the border, and it is stated that other similar action are under advisement. There seems to be a considerable number of merchants who are either very ill-posted on the many new regulations in force, or who are willfully taking a chance at making a little profit by disregarding the Food Board's order.

It's a foolish practice, quite aside from the moral aspect of the case. It is taking a large chance of loss for a very modest profit. That is bad business. Moreover, people are naturally decent and patriotic and even when they may be willing to take advantage of the merchant's unscrupulousness, they will at the same time despise him for his pains.

Honesty is the best policy, and that applies as much to a Food Board order as it does to a common theft.

SAVE TO WIN!

A T a time when so much is heard of the conservation of food and other products considered essential to the carrying on of the war, it is not surprising that a Dominion-wide campaign for thrift, or the eliminating of waste in the spending of money, is being conducted. Money is so necessary, both for the prosecution of the war and for the work of reconstruction which must follow, that strong efforts should be made to prevent extravagance. The promotion of thrift should mean much to the average man; for, if nothing else, it assures the prompt payment of bills. The spendthrift has no place in the order of things now being ushered in.

RED WASTE

IN the province of Ontario during the past twelve months, the losses occasioned by fires showed an increase of 50 per cent. over the record of the previous year. This is surely a fact that gives no ground for pride. Of course, the increased fire risk in industrial plants is in a large measure for this increase. But even so it is a waste that is largely preventable.

In the first eight months of the year the fire loss for Ontario totalled \$9,285,517 against \$6,449,435 for a similar period last year.

In the old land, this fire risk which we look upon apathetically on this continent is not considered lightly, and adequate measures of protection are taken. The result is that the fire loss of European countries seems infinitesimal compared with that of Canada and the United States. It is time we considered the matter, and every merchant can help by taking care of his store, and seeing that common caution is used in safeguarding box and paper waste, oil leakage and the generally untidy condition of the store cellar which is one of the most frequent causes of fire.

FIRE PREVENTION DAY

OCTOBER 9 will be observed throughout the Dominion as Fire Prevention Day and it is hoped that a great deal of good will result in the way of stopping Canada's enormous fire losses by drawing attention to the waste that is largely due to carelessness. Many retailers are strongly of the opinion that the authorities at Ottawa could help along the work that is being done by framing legislation that would assist in the protection of property by compelling the heedless and the careless to observe reasonable precautions. The province of Saskatchewan has led the way with an act which is designed to work out along this line. Imitation is the sincerest flattery and the province of Alberta has shown its appreciation by adopting the legislation of Saskatchewan. It will become law shortly. Merchants believe that it is time Ottawa took some action. Canada's fire losses have become so serious that it is necessary that something be done. Conservation is one of the greatest needs of the time and one of the greatest foes of conservation is the fire demon. The European countries long ago recognized this and took steps to minimize the losses due to fire. Much good work has been done across the line, also, and now Canada is going ahead regardless of whether the authorities at Ottawa see fit to lead the way or not.

EDITORIAL BRIEFS

SOMETIMES a man's enemies with bad designs do him less harm than his friends with good intentions.

* * *

A MAN who is unable to hear money talk is always watching to see whether it will make signs.

Current Events in Photograph

GENERAL HAIG PRAISES CANADIANS

Some of the highest commendations the soldiers from the Dominion have won have been those of the British commander-in-chief. He is shown here personally addressing a cheery word to a party of Canadians who have just come out of the trenches and are on their way back for a rest. In spite of the desperate fighting they have been through the Canadian boys show little sign of being worn out and are plainly eager to catch every word Sir Douglas Haig has to say.



Ideas That Aided Coffee Sales

Using a Timely Incident to Focus Attention on Coffee—Giving a Satisfactory Reason For Low Price

It isn't every grocer that can invent a name for his own particular brand of coffee and hold his audience spellbound with the story of how he came to choose it. David Spencer, Ltd., Vancouver, have a large department for tea and coffee, which is in charge of one of the best tea and coffee experts in the city. The coffee is ground within sight of everybody. One particular bin carries a large card with the words: "British Prize Coffee."

An Interesting Story

The story told is that this formed part of a shipment of 55,000 pounds found on board a German steamer, which was seized on the high seas by a British war vessel. It was purchased at the auction sale held by the Exchequer Court by David Spencer, Ltd., at considerably below the market value. Thus they are able not only to make capital out of this interesting story, but also out of the fact that it is very cheap coffee at the price. The people of Vancouver do not seem to neglect it because it was originally German.

Keeping Coffee on Display

The Hudson's Bay Co., Vancouver, display their coffee beans in large green colored bins. The lids face the customer, and when these are open it just seems as though the bin were full of coffee beans. Children, however, are meddlesome when it comes to beans, and when nobody was looking, they invariably mixed them all up together. This was annoying, for it also spoiled the illusion

BRITISH PRIZE COFFEE

A HIGH GRADE MOUNTAIN GROWN BERRY SPECIALLY BLENDED FOR THE USE OF COFFEE CONNOISSEURS

This coffee is part of a shipment of 55,000 pounds found on board the steamer "Oregon" at the time of seizure on the high seas, by one of His Majesty's war vessels. It was purchased at the auction sale held by the Exchequer Court of Canada, by David Spencer, Ltd., at a price considerably below the market value, enabling us to offer

50c VALUE FOR

39 cts.

PER POUND

The way David Spencer, Ltd., Vancouver, made use of an interesting incident to increase coffee sales.

of a full bin, revealing the false bottom less than an inch below. To overcome this, they now use a piece of thick plate glass exactly the shape of the bin, which keeps the children out and allows them to insert a card beneath saying what brand the coffee is. The clerk, of course, secures his supply from behind, beneath the false bottom.

U. S. POTATO CROP ESTIMATE SHOW LARGE INCREASE.

Revised official potato crop indicates decrease of 51,629,000 bushels compared with last year's crop, an increase of 103,944,000 bushels over the crop of 1916 and an increase of 27,997,000 bushels above the five-year average 1911-1915. Active shipping season for potatoes from Michigan, Nebraska, Idaho opens about the middle of this month.

ENORMOUS DEMAND FOR LEMON DROPS IN U. S. ARMY.

Lemon drops are so popular in the U. S. Army that about 200,000 pounds of lemon drops are used each month, constituting about 15 per cent. of the amount of candy furnished to the army.

At the beginning of the war it was found that most of the lemon drops being manufactured for the commercial market were not adaptable for the Army, being made of glucose and imitation fruit flavors, although there were some lemon drops of high quality on the market. The lemon drops now being supplied are made of pure granulated sugar and flavored with an emulsion made from the rind of the lemon. It is found that the product made from the formula has the thirst quenching quality of lemonade.

CURRENT NEWS OF THE WEEK

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

Maritime

O. C. Bissell, sales manager of the Atlantic Sugar Refineries, Montreal, was in St. John this week.

O. B. Akerly, commission merchant, St. John, has been advised that his son, Sergeant A. G. Akerly, was killed in action on August 8.

Charles Isiah, who before enlisting conducted a general store in partnership with his brother in Doaktown, N.B., was killed in action on September 2.

Heavy rains have delayed potato digging operations throughout New Brunswick, and the wet weather is causing considerable rot among the potatoes.

The apple crop of New Brunswick has not come up to expectations this year, the prospects being for a considerable shortage, and this condition is stimulating prices. The Duchess apples have been harvested and were practically all absorbed by the local markets at record prices of from \$2 to \$3.75 per barrel.

The St. John Board of Trade is taking active steps to arrange a solution of the problem which has arisen from the dismissal of thirty city policemen for disobedience to orders, as a result of an appeal made to the president, A. H. Wetmore, of Pudding, Wetmore, Morrison, Ltd.

Peter McIntyre, a veteran retail grocer of St. John, is receiving congratulations on the successful launching of a three-masted schooner built for him under his personal supervision. In his younger days, Mr. McIntyre had built many vessels, and when the new call came for craft of that class he re-opened his old yards at Clifton, and laid the keel for a smart schooner. His last schooner, completed twenty-seven years ago, was the last vessel to be launched on the Kennebecasis river.

The needs of the trade between New Brunswick and Nova Scotia, which have been suffering since the removal from service of the last steamer on the bay route, are to be cared for by a steamer to operate between St. John and Minas Basin ports which is to be built by a company composed of A. L. Fowler, president of the St. John Milling Company, and others.

Quebec

Eugene Gratton, St. Etienne, is selling his assets.

Moise Gauthier, Precieux Sang, is selling his assets.

Rosianne Lallemand, butcher, St. Lambert, has registered under the name Edward Lallemand & Co.

S. W. Ewing of S. H. Ewing and Sons, coffee and spice importers, has been in



Pte. Herbert P. McKenna, 329 Greenwood ave., Toronto, who went overseas in the 170th Batt., and went through all the subsequent big battles unscathed, has now been admitted to No. 33 Casualty Clearing Station, Sept. 11, with his first wound. Before going overseas he was employed by the Harris Abattoir Co.

Pte. A. J. Gillespie, 8255 Lansdowne ave., Toronto, is reported killed in action. Pte. Gillespie was wounded in the chest in June, 1916. He left here with the 35th Battalion, and was in the trenches since the fall of 1915. Before going overseas he was a traveller for the Weston Biscuit Company.

Corp. J. W. Banks was killed in action on Sept. 2, according to word received by his wife, who resides at 3220 Dundas street, Toronto. Corp. Banks went overseas on Sept. 30, 1915, with a draft of the 75th Battalion and transferred to Toronto's 3rd Battalion when he reached France. He was twice previously wounded. Prior to enlisting he was employed with Gunn's Limited.

Signaller Hector Davey was killed in action on Sept. 1, according to a telegram received by his parents, Mr. and Mrs. G. W. Davey, at 211 Dovercourt road, Toronto. Sig. Davey enlisted with Col. Haggarty's battalion, but was transferred to the Buffs. Since the time of his enlistment he had always studied signalling. On arrival in France he was transferred to another unit as a signaller. He was 24 years of age, and prior to joining the colors he was in the grocery business with his father.

For the third time Pte. Gordon N. Swigger is reported a casualty. He was first wounded in June, 1916, and in January, 1918, was reported ill in an English hospital with pneumonia. He enlisted in August, 1915, at the age of 16, and went overseas the following October. He formerly worked for J. J. McLaughlin, Limited, Toronto.

New York, Washington and other United States points for the past ten days.

The Canada Preserving Co., Limited, Hamilton, have placed their line in the hands of John E. Turton, wholesale grocer broker, Montreal, for that district and also for the City of Quebec.

Ontario

Wm. Dunn, Toronto, has sold to John Reid.

T. F. Gibbs, Toronto, has sold to H. S. Andrews.

The Miller Supply Co., Toronto, have sold to A. Rehm.

John A. Dell, butcher, Toronto, has sold to Putnam & Co.

Mrs. W. Bidsall, Hamilton, has sold to Mrs. C. E. Loftus.

Jas. A. Trott, Toronto, has sold his branch store to Mrs. E. Milligan.

Fred. J. Beckles, grocery and meats, Toronto, has sold to Charles Poole.

J. Lyle, grocery and hardware, Hamilton, has sold out to Robert G. McFerran.

Richard McKennitt, Markdale, Ont., grocer and flour and feed, is discontinuing business.

W. J. Baker, sales and advertising manager, Chisholm Milling Co., Toronto, is severing his connection with this firm to engage in the brokerage business. Mr. Baker will handle substitutes for flour,



N. W. LIGHTFOOT

Manager of the tea and coffee department for W. H. Malkin Co., Ltd., Vancouver, who is leaving for the front with the 6th Field Battery. He is the 44th Malkin man to leave for the front. He has been with the firm for fifteen years, having grown up with them. He was formerly salesman in the Fraser Valley district, later becoming assistant in the tea department, and afterwards manager. He learned his trade in one of the large London tea houses. Employees of W. H. Malkin Co., Ltd., Vancouver, recently killed in action are: J. Davidson, salesman in Alberta; Dick Bishop, H. Ffello, and Clarence Dodd.

cereals and a complete range of butchers' supplies and grocers' specialties.

WESTERN

Geller and Reeberg, grocer and meats, St. Boniface, Man., has sold out.

Annie Stanbler, Winnipeg, has sold to O. Stoffman.

The Tugeland Creamery Co., Ltd., Brandon, Man., has been registered.

Johnson Bros., general storekeepers, Gardenton, Man., have registered a partnership.

G. D. Chidley, of Indian Head, Sask., has purchased the store and stock previously run by S. E. Gust, Radcliffe, Sask., and will conduct a grocery business at the old stand.

J. L. Beckwith, general manager for Clayoquot Sound Canning Co., Victoria, B. C., is taking a prominent part in maintaining the prestige of Victoria as one of the largest ports on the Pacific Coast. His firm is putting the Albatross brand of pilchards on the market.

CHARLOTTETOWN RETAIL MERCHANTS HOLD ANNUAL MEETING

The annual meeting of the Retail Merchants' Association of Charlottetown, P. E. I., was held Sept 16th, in the Cosy Corner Tea Rooms and a banquet was given.

The annual report of the president, Mr. S. A. McDonald was read and showed the Association had been very active during the past year, and had accomplished a great many things for the benefit of the retail trade as well as Charlottetown. Mr. C. H. Black, secretary, gave a report showing that they had a good membership in the association, and the financial condition was in a healthy state.

The principal event of the evening was addresses given by J. Cuthbertson Boyle, secretary Nova Scotia Provincial Board, and E. M. Trowern, Dominion secretary, Ottawa.

Mr. Doyle gave an interesting address and outlined the work of the association and what had been accomplished, and made a strong appeal for every retail merchant to become a member of the association that still better results may be accomplished.

Mr. E. M. Trowern, Dominion secretary, of Ottawa, followed with a decidedly interesting and enlightening address which he entitled: "When and how we organized, and some of the things we have done and are doing." He dwelt upon the importance of organization, pointing out that there are ten times more men engaged in the distribution of merchandise than in the production. There are about 200,000 retail stores in Canada with a million employees, and \$520,000,000 is paid out annually in wages to those engaged in the retail trade. The retail merchants are the largest tax payers, he said, and contribute more to the various movements than any other class. The best compliment ever paid to any nation was by Napoleon, when he termed Britain "a little nation of shopkeepers." Upon this nation of shopkeepers has been founded the greatest force for right in the world to-day. The



PTE. K. HARADA

enlisted and went through several engagements in Flanders, eventually being wounded and invalided home. He is employed by the Gosse, Millard Packing Co., Vancouver, B.C.

speaker dwelt upon many phases of the organization work.

Other speakers were Messrs. James Patron, M. P. P.; S. A. McDonald, G. E. Hughes, M. P. P.; A. A. Alley; C. H. Black and Thos. White, of Charlottetown.

The local officers of the Association in Charlottetown and representing the board for Prince Edward Island and also the Dominion Board, are as follows: president, S. A. McDonald; vice-pres., C. H. Chandler; second vice-pres., A. A. Alley; secretary, C. H. Black; treasurer, J. P. Gordon.

ALEX. FRASER DEAD

Head of Fraser, Viger & Co., Ltd., Passes Away After a Successful Business Career

Montreal, Oct. 2. (Special).—After an illness of about 10 days' duration, Alex. D. Fraser, head of Fraser, Viger & Co., Ltd., retail grocers, passed away on Tuesday. His death will be mourned by not only his immediate associates in Montreal but by many in the trade all over Canada, as Fraser, Viger & Co. was widely known to manufacturers and salesmen all over the country.

Alexander D. Fraser was born May 7, 1852, at the village of Mountmillick, in the County of Kildare, Ireland. He was a son of the late William Fraser, a native of Inverness, Scotland, and his wife, Jane Newman, a native of Rathdrum, County Wicklow, Ireland. William Fraser came to Canada in 1854 with his family, settling first with the late Colonel Gagy on his farm at Beauport, Montmorency County. Shortly afterwards Colonel Gagy, coming to Montreal as police magistrate, and Mr. Fraser's health having given way, owing to a very serious illness, he was obliged to give up his occupation as a farmer, and accepted a position, secured through Colonel Gagy's influence, as Queen's messenger and crier in the Police Court,

a position which he filled for over fifty years in the Court House of Montreal. He was universally respected and esteemed by all the members of the Bench and Bar, who passed through the Court House during that long period.

In 1866, at the age of fourteen, Alexander entered the employ of the Standard Life Assurance Co., of Edinburgh, then under the management of William Miller Ramsay, as office boy and junior clerk. He remained four years with the Standard.

In 1870, his health suffering from too sedentary employment in the insurance line, and always having a hankering after the grocery business, he entered the employment of the late Major Alexander McGibbon, in his day the foremost grocer in Canada, an iron taskmaster, but a man with a lion's heart and of indomitable will and energy, and a man to whom, above all others, Montrealers owe to-day their priceless heritage, the present Mount Royal Park.

On Mr. McGibbons' retirement in 1885, Mr. Fraser took up the business of the Italian warehouse, and, with a fellow clerk, the late Pierre Bonaventure Hormisdas Viger, he established and founded Fraser, Viger & Co., now merged into Fraser, Viger & Co., Limited, and Frasers, Limited.

In the early days on St. James street the store was almost on the corner of St. Peter street, but in 1894 the business was moved a few doors west to its present location in the Fraser Nordheimer Building, which Mr. Fraser purchased from the late Samuel Nordheimer, of Toronto, in the spring of 1903.

Mr. Fraser, about six years ago, foreseeing the development of the city to the north, established a branch on Laurier avenue west.

He served for several years as a member of the Montreal City Council, sitting as alderman for West Ward, and on account of his business ability he was allocated to work on the Finance Committee, before the establishment of the Board of Control.

GUESSING CONTEST FOR STORE MANAGERS

The store managers of the Loblaw Stores Ltd., Toronto, were entertained at the home of the manager, F. E. Robson, on Thursday night of last week. A feature of the evening was a talk given by W. S. Greening, president of the Pure Gold Manufacturing Co., and T. B. Greening & Co., on the history of coffee. Mr. Greening told how coffee as a drink was first brought to the attention of the Christian world and how its use and growth has rapidly spread since that time.

A number of actual instances showing the selling power of the retail dealer were given by B. T. Huston of the CANADIAN GROCER staff. These experiences included interviews with western as well as eastern merchants.

T. B. Loblaw, president of Loblaw Stores, pointed out the inconsistency of the regulations which made the retailer responsible for the contents, both ingredients and weight, of sealed pack-

ages and articles put up by the manufacturers.

Mr. Robson had a unique contest in store for the various managers which terminated a most pleasant and profitable evening. On the tables were shown 18 different varieties of foodstuffs sold through the grocery store. These were in dishes with numbers attached to them. Each of the guests was given a certain length of time to write down the names of these 18 articles. This proved quite a test, as many of these articles when out of the container were somewhat difficult to place. Prizes were given to the winners.

BROOMS ADVANCE TEN PER CENT. (Continued from page 20)

the war tax and exchange to take care of, and our selling prices should be higher."

Broom corn sold five years ago for from \$50 to \$60 per ton. The immediate reason for the tremendous increase is, in large measure, due to the decreased area sown to this crop and is in accordance with the express wishes of the United States government that foodstuffs be raised on every available acre.

As far as the Canadian manufacturer is concerned he has had to face higher costs through exchange to the extent of from \$90 to \$100 per car. This figures out at about 13c per dozen on the finished brooms. The freight item has shown a tremendous increase, the rate having risen in some instances from \$1 to \$1.80, and this being the relative increase through the most recent freight advances. Altogether the added charges have increased manufacturing costs about 50c per dozen and this in the past two months.

NEW LOCATION OF KEENLEYSIDE COMPANY

The Keenleyside Co., London, Ont., has secured larger premises, to meet the needs of their enlarged activities. The company has taken over the large building formerly occupied by the Dominion Abattoir Co., and will re-model it to suit their requirements.

New Goods Department

CANNED B. C. HERRING

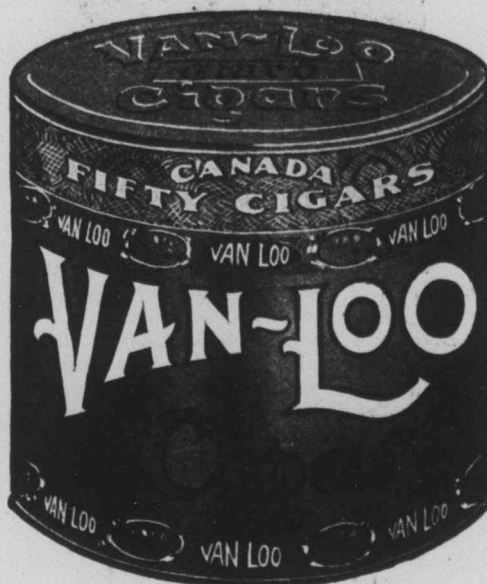
The Gosse-Millerd Packing Co. Limited, Vancouver, are putting out something new in the way of canned herrings, viz., a half pound oval. During the coming year they intend to feature kippered herring and herring in tomato sauce. Hitherto packers have been putting out pound tins, but it was felt by the Gosse-Millerd Packing Co., that these were too large for the average family. The half-pound ovals, they claim, will be especially adapted for apartment houses where they do not want any leftovers. Just now when effort is being made to conserve food, this argument should prove effective.

SNOW CAP PILCHARDS.

The Nootka Packing Co., Nootka, B.C., are putting a brand of pilchards on the market under the name of "Snow Cap." The packers point out that these are caught on the west coast of Vancouver Island, and are packed from mature fish. The fish, they point out, are packed without the addition of any condiments or oils, the oil in the can being the natural oil of the fish.

WAR TIME PACKAGE

Stettler Cigar Factory, Ltd., Vancouver, are putting a new lithographed tin container on the market, which they call their War Time Package of Van Loo cigars. They point out that cigar boxes are too high to enable them to put out a three-for-a-quarter cigar, but have



overcome the difficulty by putting out this tin container, which is cedar lined. These contain fifty cigars.

PRIMROSE BRAND PILCHARDS.

The Defiance Packing Co., Ltd., whose head office is in the Standard Bank Bldg., Vancouver, are in the field with a brand of pilchards under the name of "Primrose." The packers state that the cans are hand-filled. Balfour, Guthrie Co., Vancouver are the exclusive sales agents.

NUTRO PEANUT BUTTER

The Kelly Confection Co., Vancouver, B. C., are putting a peanut butter on the market under the brand name of NUTRO. The process of making this butter, as explained to a representative of CANADIAN GROCER, is as follows: "The peanuts are first roasted and then drawn off in a cooler. When they are cool, they are put through a blancher, which takes off the hull, splits the nut, and takes out the germ. The latter imparts a bitter flavor when left in. The peanuts are then put through a stoner, which separates the lighter and heavy matter. Girls pick out the imperfect nuts as they travel over a conveyor, which con-

veys them to an elevator, and thence to the grinding mill. From the mill the peanut butter goes direct to the con-



tainers, the only thing added being salt. The oil, which many people think is added, comes from the peanuts themselves."

WEDDING BREAKFAST COFFEE.

Pioneer Coffee and Spice Mills, Ltd., Vancouver and Victoria, are putting their "Wedding Breakfast Coffee" in a lithographed can of new and very attractive design. They are putting out baking powder, extracts, and spices under the name of Arrow Brand. R. Whitlaw is the manager in Vancouver.

"JULIENNE" VEGETABLE SOUP

The Chilliwack Evaporating & Packing Co., Chilliwack, B. C., are putting on the market a new vegetable soup mixture under the brand name of "Julienne." It is a combination of potatoes, carrots, turnips, onions, peas and beans, evaporated and blended. The vegetables are evaporated when they are fresh and green. It is pointed out this soup mixture is used extensively as a boiled vegetable dinner. It is put up in packages of 1 lb., ½ lb. and 1 oz., the latter being for one meal.

SUPREME BRAND MUSTARD AND SALAD DRESSING

The Empress Manufacturing Company, Vancouver, are placing two new



lines on the western market, viz., Supreme Brand prepared mustard and salad dressing. This will be sold by the retail trade as far east as Winnipeg, and will be sold through the jobbers.

Novel Ideas in Pacific Coast Store

Hudson's Bay Company Adopts Novel Counter Arrangements in Their Vancouver Store—Sample Rooms Where Customers Can Place Their Orders in Comfort—Special System For Checking, Parcelling and Delivery of Purchases



A view in the grocery department of the Hudson Bay Company's store, Vancouver, B.C.

IT is not one firm in a million that can spend the amount of money on erecting and fitting a store that has been lavished by the Hudson's Bay Co., Vancouver, The Adventurers of England. If mahogany will help sales, they certainly should do the business, for the term "de luxe" fails to describe the palatial emporium on the Coast.

The store was erected two years ago, and, as in the case of their Calgary establishment, nothing has been spared to make it the last word in everything that money can procure. The grocery department is in the basement alongside the hardware section. Roughly speaking, the store is laid out in four lines. On the extreme left, hidden from view, is the packing department. Next come the grocery and meat departments, next in the form of an island is the tea and coffee department, and finally the delicatessen and bakery departments, each occupying a side of the island. Besides these there are also two permanent demonstrating booths, built in octagon shape, so that eight demonstrations may take place simultaneously at each booth. They are fitted with sink and hot and cold water connections for washing dishes. There are also plugs for connecting electric cooking appliances with the mains.

Sample Room a Novel Feature

Another feature which takes up con-

siderable space and is worth mention is the Sample Room. This is fitted out gorgeously. It is carpeted, and equipped with tables, where the customers place their orders. The tables, which have glass tops, are handy for displaying samples. The latter are carried in large wall cases equipped with mirrors to give the impression of a very large display. Customers with children are encouraged to use this sample room; thus their children are out of the way, and they can shop at leisure.

There is a phone department which has a capacity of sixteen incoming phones, but at present use is made of only eight.

As pointed out, there is a special department for packing goods, which is hidden away from the store proper. It is equipped with steel bins on sanitary floors which are scrubbed every night. Bins in which food is kept are ventilated from both top and bottom through copper wire.

Matches Kept In Special Safe

There is a safe for keeping matches and this, like the rest of the store, is fitted with automatic sprinklers.

The order in which the goods pass from the store to the shipping department is as follows: They first come from stock to a table to be checked, then are passed on to an adjacent table to be wrapped and then are simply pushed

down a chute and from that passed on to an endless belt. The belt carries them to the shipping room where they are sorted for the various addresses.

Fruit a Special Factor

The fruit and vegetable counter is equipped with a vegetable stand for green stuff, with fountain for keeping it fresh. Fruits and vegetables are displayed on the counters either in their own boxes or in shallow bins. There is a special packing room in the rear for wrapping fruit and vegetables, but where the customer wishes to take the goods at once, the wrapping is done right at the counter. This special wrapping department is worth mentioning. It is kept rat proof and at a temperature much lower than that outside. Protection is provided against rats and mice by wire netting.

Keeping the Specials Before the Customers

At the grocery counter an idea is used which might be adopted by other stores. The grocery specials for the day are type-written from the newspaper department, and inserted in neat leather folders for the convenience of the customers. It was formerly somewhat of a nuisance when a customer had to ask the clerk what was special. Probably she had not had time to read the ad-



The provision department of the Hudson Bay Company's store, Vancouver, adjoining the grocery department.

vertisement. By using this list, which is in the form of a memo, much of the clerks' time is saved running around to see what is being advertised.

The fixtures in the grocery department have been planned somewhat on the order of a public library, the shelves being about five feet high, and in island form, so that persons may wander around behind the counter if they desire. At the end of these island fixtures are glass show cases, illuminated by electricity, containing samples. These are handy for the clerk when anxious to make extra sales. These illuminated fixtures are also about five feet high and one and a half feet wide.

Coffee is ground right in front of the customer, and the equipment is electrical and of the very finest.

OAT CROP 75 PER CENT. NORMAL. Situation in British Columbia with Regard to Oats, Hay, Feed, etc.

The Brackman-Ker Milling Co., Limited, Victoria, B.C., point out that this year's crop of B. C. oats is about three-quarters a normal one, but that owing to perfect harvesting weather the quality is good. They have recently begun milling the new crops. They state that demand for all lines of cereal foods has been heavy since the war, owing to the patriotic spirit of the people in their wish to do what was necessary to conserve wheat and flour, the Food Board's regulations governing compulsory use of wheat substitutes still further increasing the demand for rolled oats, oatmeal, oat flour, etc. Bakeries are using a considerable quantity of oat flour as wheat substitute, it being one of the

best, making a satisfactory and fine flavored loaf and one that would retain moisture and keep well.

With regard to the hay, grain and feed trade, in which the company are large dealers in Western Canada, conditions, they say, are satisfactory. Prices of course are extremely high on all lines. Demand is very good due to increased industrial activity all over the province especially at the coast. More money is in circulation and collections are exceptionally good. All lines are in good supply except hay and bran and shorts. Hay is short crop at the coast and prices are highest on record. Fixed price on bran and shorts set by Food Board had created an artificial demand for these feeds on the Prairie thus restricting the quantity formerly shipped by the flour mills to the coast, causing shortage at all B. C. points. This created a serious situation among dairymen, who have been obliged to use ground coarse grains and other feeds as substitutes.

CANNING WHALE MEAT.

The Consolidated Whaling Corporation, Ltd., has been formed to amalgamate several whaling interests on the Pacific, including the Victoria Whaling Co., Victoria, B.C. They are now putting canned whale on the market, the bulk of their trade being taken by the United States. S. E. Ruck, general manager, speaking to CANADIAN GROCER, stated that only a percentage of whales were fit for canning, that they must be absolutely fresh. A whale that had been dead forty-eight hours was no use for canning. This company is shipping considerable

frozen whale meat, having an order at present for 1,000 tons.

T. Fujita, president of Fujita and Co., Kobe, Japan, who have an office at Vancouver, has been making a tour through Canada and the United States. His company was incorporated this year with a capital of a million yen. They have branches at Tientsin, Nantong, Tsintow, Yokohama and Seattle. In conversation with CANADIAN GROCER, Mr. Fujita expressed the belief that the price of white beans would be low this year, even though the crop in Japan were a poor one, the reason being that so many of last year's crop were left over. Besides beans, Fujita & Co. export large quantities of peanuts and walnuts to Canada. As regards peanuts, he believes that the coming crop will be short, as the Japanese Government has asked the farmers not to plant them owing to the embargo to the States.

That Canada will play a big part in export business is the firm belief of E. J. Levenson, head of Levensons, Limited, Vancouver. Speaking to CANADIAN GROCER recently he said: "Every thousand dollars worth of Canadian products that we export is helping Canada. Let us build our export business East and West, selling at the lowest possible price in order that we may build up future business." Mr. Levenson is doing a big export business with New Zealand, handling a variety of lines. He says he finds that New Zealanders want to deal with us in preference to other countries. Levensons, Limited, put out canned goods under the brand name of "Tripping Deer." Their labels are printed in French, Spanish and Italian.



The interior of the J. McTaggart store, 794 Granville St., B.C., showing their system of displaying fruit.

Building a Business in Fruit

How Cleanliness and Attractive Display is an Important Factor in Building Trade in This Line—Using Baskets to Ensure Proper Handling—Going After the Preserving Time Trade

THE J. McTaggart Company, 794 Granville street, Vancouver, B.C., have developed a very substantial trade in fruits by paying special care to this profitable department. Every care is taken to see that the goods on display are kept in a clean and orderly manner. The care with which fruit is arranged and displayed must of necessity be a large factor in the sale. One of the greatest appeals of this class of goods is its fresh and appetizing appearance and without this the demand is bound to be sluggish. As the whole secret of the successful handling of fruit is to achieve a quick turnover, it will be readily seen how important is this one matter of appearance.

Well displayed fruit sells itself, ill displayed it must be sold, and all the effort put into the sale may not be enough to move it fast enough to prevent waste.

E. R. McTaggart in speaking of this department of the store, stated that they were proud of the increase that had been achieved in the past couple of years, and doubly proud because this improvement was based on the simple idea of keeping the fruit clean and orderly in appearance.

"To our mind," Mr. McTaggart continued, "there is no other single asset that 'breeds' business as does cleanliness and as a direct result of this obser-

vation we have been constantly on the lookout for better and more sanitary ways of putting the fruit into the hands of the consumer.

Use a Four-pound Basket

"We think we have found one of these improvements in the use of the standard four-pound plum basket. In spite of the fact that there is a slight extra cost for baskets and some extra time spent in repacking we find that the fruit arrives at the consumer's back door in fifty per cent. better condition because of the little extra care taken in packing.

"Another feature of the basket idea is that a much finer display can be made when baskets are used. The fruit shows up in fine style and the uniform package lends itself to attractiveness, while time is saved in wrapping and distribution. An opportunity is never missed to insert into each basket one of our little stickers announcing to the purchaser the name and address of the grocer from whom the goods were bought.

Featuring Preserving Fruit

"The preserving fruit business is another line that is featured in summer-time. Fruits for canning, such as peaches, plums, pears, cherries and crabapples are sold a month before they arrive on the market. Just about thirty days before

peaches for preserving arrive we detail one man who is particularly adapted to this line of work, to ring up each of our family customers and get their order for delivery on arrival of goods. In almost every case the housewife has complete confidence in us to look after her wants and without hesitation entrusts the matter entirely to us. When the fruit arrives we ring her again and providing that she is prepared to use it that same day we forward it immediately, and a very strong point we think is, that it goes forward to her on approval.

Making New Customers

"With people who are not yet customers but who may be, we always make it clear when taking their phone number that they are under no obligation to buy when we ring them up. This attitude sets aside any semblance of a binding agreement so that the patron feels perfectly free to use her own judgment, and it has been a surprise to us what great satisfaction we have enjoyed through the handling of the canning fruit business in this way.

"We honestly believe in the policy of using a customer as we would like to be used, and have found that policy to be entirely workable and full of concrete results.

B & K

B & K

B & K

—WIN NEW CUSTOMERS
—HOLD OLD ONES

This is what our HIGH-GRADE
B & K CEREALS will do for you.



B & K
(EXTRA CREAM)
ROLLED OATS

B & K

B & K

THE ONLY ROLLED OATS MADE IN B.C.
THE ONLY ROLLED OATS MADE FROM B.C. OATS

We also manufacture: SCOTCH OATMEAL (Stone-ground—
Fine, Medium and Coarse); OAT FLOUR; GRAHAM
AND WHOLE WHEAT FLOUR (Stone-ground, Genuine
Whole Wheat); Yellow and White CORNMEAL; RYE
FLOUR, BUCKWHEAT FLOUR, SPLIT PEAS, PEA
MEAL, BROSE MEAL, PEARL BARLEY.

HIGHEST AWARDS: WORLD'S FAIR, CHICAGO; MID-
WINTER FAIR, SAN FRANCISCO; INTER-STATE
FAIR, TACOMA.

Order from your Jobber or our nearest House.

THE BRACKMAN-KER MILLING CO., Ltd.

Head Office: Victoria

Branches: Vancouver, North Vancouver, New Westminster, Nanaimo, Nelson, Rossland, Prince Rupert,
Ladner, Langley Prairie, Coquitlam, Courtenay.

B & K

B & K

B & K

THE CHARMER

O thou who hast so often graced my board
 Art missing now. I wonder what mischance
 Has caused thy absence. Is not mem'ry stored
 With countless days when 'twas a joy to glance
 And find thy brunette charms at my right hand?
 Have I not welcom'd thee morn, noon and eve?
 But here th' insipid foods half tasted stand,
 Lacking the zest that thou alone canst give.
 In all lands famed, supreme among thy peers,
 I know thee changeless, just thy piquante self,
 Thy verve unspoil'd by climate, or by years—
 Yet, would I saw thee **now** 'upon the shelf'!
 Enough! this futile musing is not well;
 So real a need demands an active course;
 To bring thee to my side, I'll ring the bell,
 And ask for—"Lea & Perrins' Worcester Sauce."

March, 1914.

A. T. CORKE.



By Appointment

Your Best Customers Prefer Lea & Perrins' Sauce

THEIR experience gives them a keen appreciation of its
 savory, appetizing flavour. We are educating all your cus-
 tomers, by means of our nation-wide advertising, to realize the
 value of Lea & Perrins. ¶The demand is large now—it is increas-
 ing tremendously every day. Get a big share of the profits. Make
 an attractive display of Lea & Perrins in your store, and we will



gladly co-op-
 erate with literature, recipe hang-
 ers, displays, etc. Keep your stock
 well filled.

Lea & Perrins
 Sauce

HAROLD SEDDON

Western Representative

850 Hastings Street, VANCOUVER, B.C.

F. G. EVANS' CO., Limited

Water Street, VANCOUVER, B.C.]

Jake Sauce



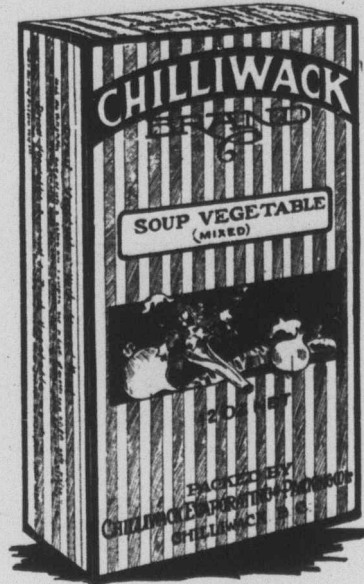
"It's Jake"—to use a popular phrase, which means there is nothing better as a relish with hot or cold meats, fish, poultry, cheese, salad, soups, gravies, etc.

Other lines we make, just as good, are: Pickles in glass and bulk, Leicestershire sauce, Worcestershire sauce, Dill pickles, catsup, chow-chow, horseradish, mustard, sauerkraut, etc.

Vancouver Pickle Company, Limited

VANCOUVER

A Vegetable Garden the Year round



Julienne is a mixture of evaporated potatoes, carrots, turnips, onions, peas and beans. Can be used for vegetable soup or for boiled vegetable dinners.

This will be a big seller in your town as soon as the fresh vegetables are done. It has the same flavor as fresh picked garden vegetables—but there is no waste.

Ask your jobber for Chilliwack Brand.

CHILLIWACK EVAPORATING & PACKING COMPANY

415 Dominion Bank Bldg., Vancouver

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Montreal Branch, Coristine Building
MONTREAL
A. G. Urquhart, Manager

Canada Food Board: License No. 7-583; License No. 14-279

LEVESONS, LIMITED

Incorporated by Letters Patent Under Dominion Companies' Act

EXPORTERS, IMPORTERS,
MANUFACTURERS'
AGENTS

Agents for L. G. Mouchel & Partners, Limited,
Ferro-Concrete Engineers

AGENTS FOR BOVRIL, LIMITED

Dominion Building, 207 Hastings Street
VANCOUVER, B.C., CANADA

DIRECT IMPORTER
OF
BEANS, RICE, PEANUTS

And other Oriental Products

Communicate with us before you buy

Established
1883

S. TAMURA

Head Office
KOBE

Tamura Bldg.,

VANCOUVER, B. C.

Oriental Business

IMPORT—Buyers for Wholesale Hardwares, Wholesale Grocers, Wholesale Druggists, Wholesale Stationers, Paper Mills, Cotton Mills, Wholesale Jewellers, Wholesale Electrical Supply Houses, Wholesale Dry Goods Houses, Biscuits and Confectionery Manufacturers:—

We are in a position to quote you to advantage on many Oriental lines.

When in the market, it will pay you to write or wire for our prices.

EXPORT—Manufacturers! Are you interested in export business to Japan and China? We have an established organization of years' standing, and can offer you unexcelled services for placing your product on these markets.

R. G. Bedlington & Co., Ltd., Vancouver
Importers **BROKERS** Exporters

We are open to negotiate for a high class live manufacturer's line.

*Are You Represented in
the British Columbia Territory?*

Oppenheimer Bros., Ltd.

134 Abbott Street, Vancouver, B.C.

Branch Offices:

Victoria and Prince Rupert

Selling Agents for Food Products

Sixteen years' successful experience, and representing only the best concerns in their respective lines.

CONSERVATION

The Board of Food Control is insistent in urging upon us the necessity for ECONOMY in food. When we use the word ECONOMY we mean the avoidance of WASTE and the use of those articles of food which are so much needed for the sustenance of our brave boys and the armies of our Allies, substitutes for which are, or can be made, available.

SELF-DENIAL

The patriotic Canadian will, at this time of stress and strain, exercise the greatest possible measure of self-denial and make it a case of being content with what can readily be obtained, in place of insisting on the old familiar brand of goods being furnished; and in this manner assist the harassed and anxious store-keeper, who nowadays finds it impossible in many cases to obtain supplies of commodities which in pre-war times used to be looked upon as being absolute necessities.

SUBSTITUTION

The situation BRISTLES WITH DIFFICULTIES, and buyers sometimes do not know where to turn or what to do in order to satisfactorily cater to the requirements of their customers. We are here to assist in so far as is possible. We are alive to the needs of the trade and are endeavoring to carry in stock such goods as will take the place of those, the consumption of which should be discouraged, and we are doing "our bit" to help to swell the amount of goods available for export. Do yours and SUBSTITUTE wherever possible.

WILSON BROS.

Victoria, B.C.

Established 1897

Anderson & Miskin

448 Seymour Street
VANCOUVER, B.C.

Distributors of

CANNED SALMON
CANNED HERRING
CANNED PILCHARDS

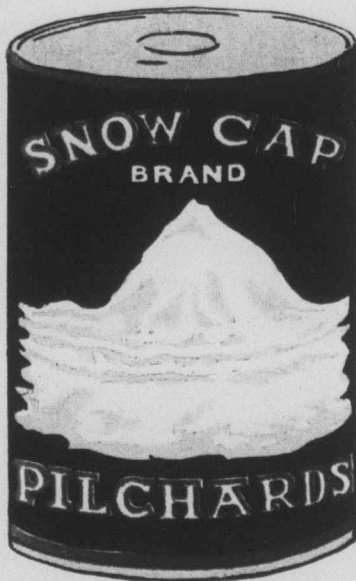
*Sole Agents in Canada
for the well-known*

WALLACE'S HERRINGS
IN TOMATO SAUCE



(Kippered
and
Fresh)

Packed at "KILDONAN," West Coast of Vancouver Island,
where the finest Herrings on the Pacific Coast are caught.



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

Salmon Commandeered

SNOW CAP
BRAND

PILCHARDS

are more delicious than

SOCKEYE

and are less than half the price

For Salads and Sandwiches

They are More of a Dainty than Tuna Fish

“SNOW CAP”

IS HAND PACKED

By

The NOOTKA PACKING CO., Ltd.

NOOTKA, B.C.

EVANS, COLEMAN & EVANS, LIMITED

VANCOUVER, B.C.

EXCLUSIVE DISTRIBUTORS FOR CANADA

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



Putting up a Standard

Shamrock
BRAND
ABOVE ALL OTHERS



4

P. BURNS & CO. LTD.
VANCOUVER CALGARY EDMONTON



VANCOUVER

CANADA FOOD BOARD LICENSE NO. 113

Quality brings Repeat Orders

**Sell Your Customers
St. James Brand**

**TEAS
COFFEES
SPICES
EXTRACTS
SYRUPS
SALAD OIL
VINEGAR, ETC.**

and you will be pleased with the results. Goods packed under St. James Brand are of the highest quality—and never vary.

R. P. RITHET & CO., LIMITED

Wholesale Grocers

VICTORIA, B.C.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

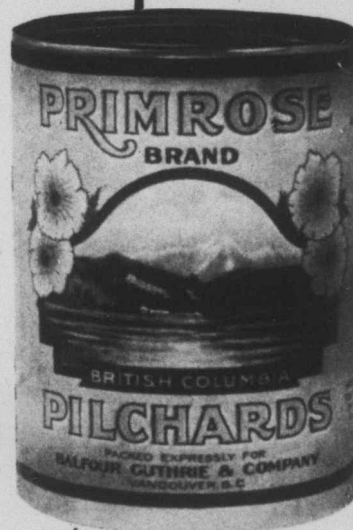
And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

“PRIMROSE” PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

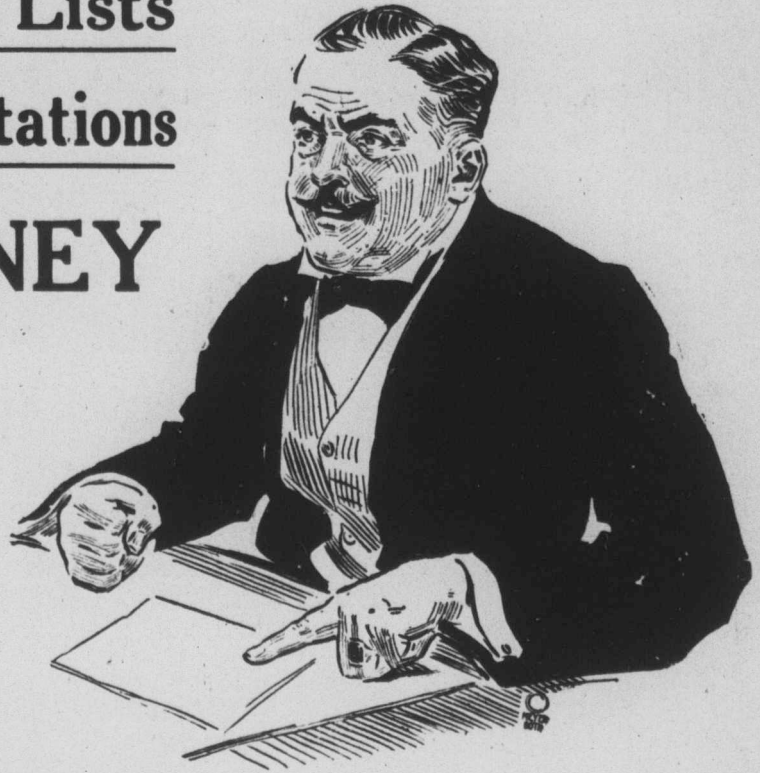
Canneries at West Vancouver and Port
Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

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

Read Our Price Lists
Note All Our Quotations
SAVE MONEY

by Mailing Your Orders to
A. Macdonald & Co.

We do business with our customers through our price lists. In this way, we eliminate the large and unnecessary expense of travellers in the grocery business. When you mail us your orders, we save you the expense of sending out a traveller to your town, his railway fare and other expenses both ways, for which you would have to pay, and for which you *do* pay, when you hand your grocery order to a traveller.



**On this one item alone, we
 can save you at least 3%**

Our discount plan for prompt payment, shows you another saving of 3% to 6%, on open lines.

We handle only quality goods, all orders receive prompt attention, and prompt shipment. Let us have your next order, and we will prove to you in dollars and cents, how well it will pay you to deal with us, and we will appreciate your business.

A. Macdonald & Co.

Wholesale Grocers

VANCOUVER, B.C.

BRANCH
 Nelson, B.C.

BRANCH
 Fernie, B.C.

ALBATROSS BRAND
PILCHARD
 Has been Proven

FRESH BRITISH COLUMBIA

PILCHARD

ALBATROSS BRAND

CLAYOQUET SOUND CANNING CO. LTD.
 JULES GUYER AGENT
 VICTORIA B.C.

DELICIOUS SEA FOOD
NO WASTE

Pioneer
Pilchard
Packers

Always Reliable — Hand Picked — Quality Guaranteed

BRITISH COLUMBIA APPPLES *lead the World*

—they're good lookers—good eaters—good keepers
 —good sellers.

Exceptionally favorable climate — Wonderful natural orchard locations —
 Unsurpassed soil conditions. These are the elements that give British Columbia
 Apples the leading place at the great fruit shows and in the markets of the
 world.

Owing to war conditions there will be an exceptional demand
 for British Columbia Apples this winter. Place your order
 early to ensure delivery.

British Columbia Apples are grown right and packed right. You're safe in recom-
 mending them to your customers.

The 1918 slogan of the British Columbia Fruit Growers' Association is
"BUY THEM BY THE BOX"

Send to us for our Fruit Booklet—tells you all
 about British Columbia fruit—225 recipes—all
 about Apples—the right time to buy the various
 kinds—100 Apple recipes.

Tell your customers to write us for this book—
 it will boost your sales. Free on request.

British Columbia Fruit Growers' Association
 University of B.C.
 VANCOUVER, B. C.

**Beans, Rice,
Peanuts, Walnuts,
Oranges
AND OTHER ORIENTAL PRODUCTS**



*DIRECT IMPORTERS AND EXPORTERS
FROM AND TO THE
ORIENT*



FUJITA & CO., LIMITED

Head Office: KOBE, JAPAN. Branches: VANCOUVER, B.C.

 SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

Western Distributors:

W. H. ESCOTT CO., LIMITED

WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM

Gosse-Millerd's

SALMON



PACKED BY
GOSSE-MILLERD PACKING CO. LTD.
VANCOUVER, CANADA.



Vancouver Cannery Fraser River

This is one of our Canneries

THE OTHERS ARE:

Burrard Cannery, Fraser River, B.C.
Sunnyside Cannery, Skeena River, B.C.
East Bella Bella Cannery, East Bella Bella, B.C.
McTavish Cannery, River Inlet
San Mateo Cannery, Barkley Sound

In these up-to-the-minute plants we possess every facility for processing and packing the very finest salmon and herring.

We always select the pick of the catch, and the quality of our goods is guaranteed.

You can sell our lines with confidence.

Gosse-Millerd Packing Co., Limited

597 Hastings Street West
VANCOUVER, CANADA

WM. BRAID & CO.

VANCOUVER



Importers
of
Teas
from
INDIA
CEYLON
CHINA
JAPAN
JAVA



SAMPLES AND QUOTATIONS
ON REQUEST



King-Beach

Pure

Jams and Marmalade

Combining supreme deliciousness
with unstinted purity and goodness,

KING-BEACH

Pure Jams and Marmalade

offer the dealer a selling proposition
with unusual possibilities.

To buy "K-B" Jams once is to buy
them regularly. And there's a reason-
able margin on every sale.

Look for the "K-B" on every label.



Canada Food Board License No. 14-110

The King-Beach Mfg. Co., Ltd.
MISSION CITY, B.C.

O'LOANE, KIELY & CO., LTD.

Vancouver, B.C.

Wholesale Grocery Brokers, Manufacturers' Agents and Distributors

having

Experienced Specialty Salesmen

Free and Bonded Warehouse Facilities and Trackage

First Class Intelligent Service Guaranteed

Marketing and Distributing

We solicit reliable accounts—Domestic and Foreign.

Direct Import and Export Department specializing in Oriental and Domestic Food Products.

Wholesale Grocery and Manufacturers' requirements, including Fish, canned and cured, Beans, Peas, Seeds, Tapioca, Spice, Ceylon Coconut, Almonds, Peanuts, Walnuts, Oil, Packers' Products, Tallow, Grease, Raw Materials, Dried Fruits, Canned Goods, Honey, etc.

Special Selling Agents

Canned and Cured Fish Distributors

CANNED	}	Salmon	BARRELS and KEGS	}	Salmon
		Herring			Herring
		Pilchards			Scotch Style
		Clams			Norwegian Style
		Whale Meat			Holland Style
Sardines	Belly Cuts				
					Pilchards
					Grey Fish
GLASS	}	Fish Pastes	SMOKED	}	Scaled Herring
		Anchovies			Bloaters
		Bloater			Kippers
		Salmon			Boneless and Skinless Herring
					Grey Fish

We represent a large number of Canadian Canners, Curers and Salters.

Export Business Receives Our Most
Careful Attention.

Cable Address:
"Britsalmon"
Vancouver, Canada

All Commercial Codes.

Reference:
The Dominion Bank
Vancouver, Canada

Martin & Robertson, Limited

Rice Millers, Importers and Manufacturers Agents

VANCOUVER AND VICTORIA

Japan, China and Siam Rices

BEANS, PEAS, SPLIT PEAS, TAPIOCA AND SAGO, SPICES,
TEAS AND COFFEES, PINEAPPLES, DESICCATED COCOA-
NUT, CURRANTS, DATES, FIGS, NUTS, SHELLED AND
UNSHELLED, RAISINS, Etc., Etc.

Representatives in all distributing centres throughout the
Dominion.

References: Royal Bank of Canada

WAREHOUSES AND OFFICES :

329 Railway St., Vancouver 1108 Langley St., ^{P.O. BOX}₄₅₁ Victoria

W. A. Ward & Co.

Established 1885

402-406 STANDARD BUILDING

VANCOUVER

General Brokers. Importers and Exporters. Shipping and Insurance Agents

SALMON

HERRINGS

PILCHARDS

and

All Products of the Pacific Coast

Controlling the following well-known brands

ICICLE

FLATTERY

TANK SUPERLATIVE

OSPREY

VIMY RIDGE

QUALICAM

LASQUETTI

ORIENTAL

Importers of Beans, Rice, Peanuts and other Oriental Products



Liked by every member of the family

The goodness of No-Vary Products appeals to every lover of first quality foods. No-Vary lines are 100% satisfaction givers which accounts for the quick sales and the regular repeat orders that always characterize their displays.

NO-VARY Quality Groceries

“If it’s No-Vary it’s always good.”

Put these guaranteed quality lines on your sales-counter and back them up with your best recommendation. They’ll sell and satisfy in a way that will mean a quicker turnover and better profits besides.

The Wholesale Jobbers listed here market No-Vary Always Good Products in Western Canada:

Alexander Grocery Co., Ltd.	Camrose, Alta.
Brandon Grocery Co., Ltd.	Brandon, Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited

WINNIPEG



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

Wedding Breakfast Coffee



Arrow Brand
Extracts, Spices,
Baking Powder, etc.

PIONEER COFFEE & SPICE MILLS LTD.

Victoria, Vancouver

ESTABLISHED 1875



**The Best Spread
there is for Butter**

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

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

Kelly Confection Company, Limited
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

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

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

W. L. MACDONALD & CO.
Manufacturers' Agents and Importers
736 Rogers Bldg. VANCOUVER, B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

B.C. May be Large Factor in Herring Business

Great Opportunity For Combining This Business With the Salmon Canneries—Though Only in its Infancy, the Industry is Believed to be One of Splendid Prospects

THERE is a marked tendency on the Pacific Coast for packers to combine the packing of herrings with salmon. This tendency is only just being noticed, but the feeling among the trade is that if B. C. is able, after the war, to compete with Holland and Scotland, that herring will be canned extensively in Canada.

This view is held by Harold Seddon, one of the owners of the Alaska Pacific Herring Company. Speaking to the Western representative of the CANADIAN GROCER, Mr. Seddon stated that during the past year his company found it profitable to extend their plant so as to take care of both salmon and herrings. During the first year this was a God-send, because salmon were not too plentiful, whereas there was a phenomenal catch of herring.

Growing Interest In The Industry

Mr. Seddon states that practically the whole of the Northern Pacific Coast has undergone enormous developments in the way of packing herring both in cans and barrels. The first attempt to develop herring resources in Alaska dated back to 1900, when a fish man from Norway salted the first herrings according to Norwegian methods. However, there was lack of interest and the first attempt was not successful. For many years only negligible quantities of herring were packed, but within the last two years the situation has changed on account of the war. Besides the herring saltery, the new plant contains a herring cannery and a one-line salmon cannery. Both the Scotch and Norwegian methods are now adopted, the former method meeting with greater favor in the Atlantic states, while the latter is preferred in the middle western territory. This year, like many firms in Vancouver, they are putting out canned herring in tomato sauce and kippered herring in oval cans.

Mr. Seddon feels that it is much safer for the canners to adopt this combination method. He states that prior to the war, herring were only used for bait and for local consumption, and were only canned when Scotch and Dutch herring became difficult to procure.

CANNING PILCHARDS AND WHALE IN B. C.

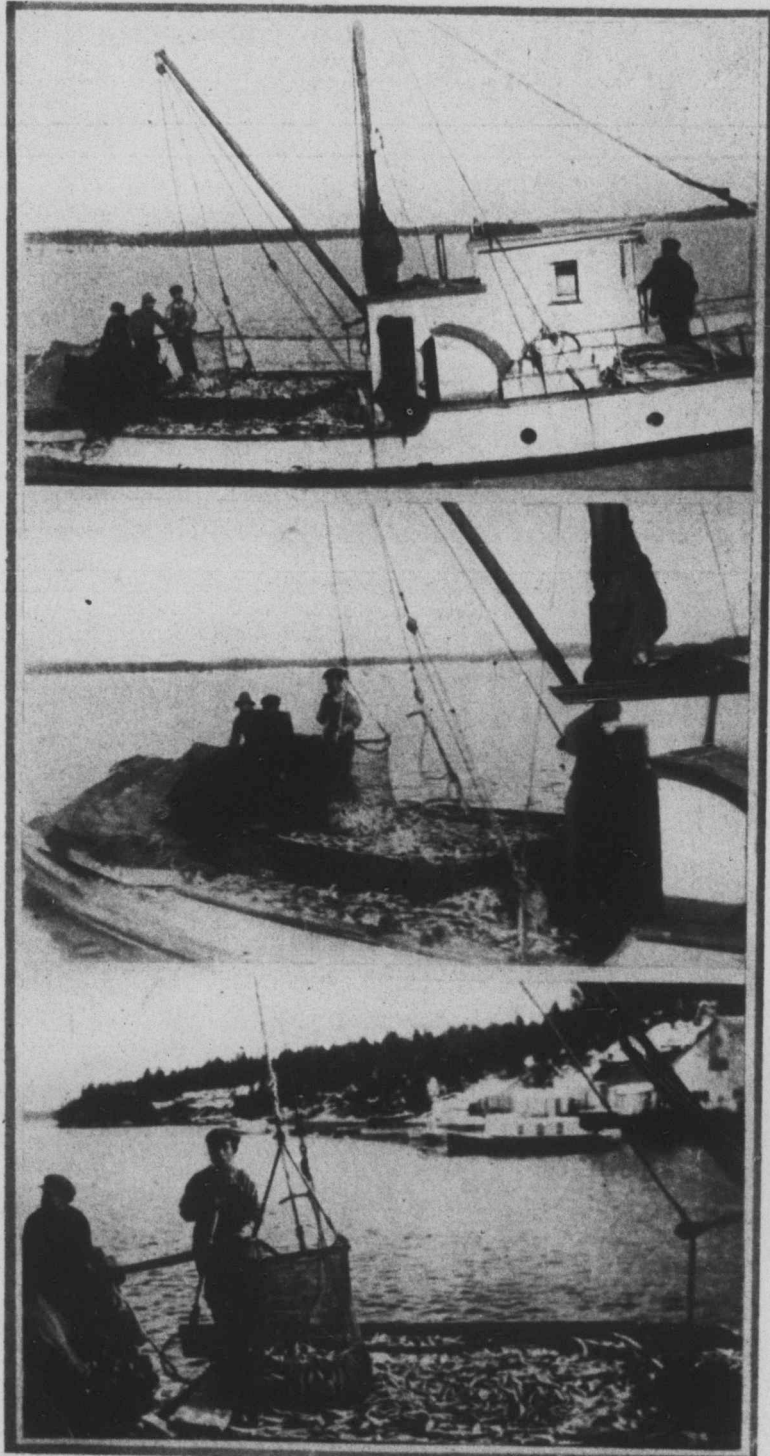
SOME idea of the way British Columbia has risen to the occasion, and is supplying substitutes for salmon now that the bulk of that has been commandeered by the Government, was gathered from a conversation the Western representative of CANADIAN GROCER had with H. G. O'Loane, of O'Loane, Keily and Co., Ltd., of Vancouver. He stated first that their latest information was to the effect that the

Government were allowing them twenty-five per cent of this year's pack for their Canadian trade—of pink salmon only. They would probably also be able to export a portion of this. He understood that what was left of the 1917 pack would also be available for Canadian trade. These, however, were odds and ends, and were nearly all halves—

halves of all varieties, especially Chums. The probabilities were that Canada would not get any of the 1918 pack of Cohoes or Sockeyes, although there would be some of these in the 1917 pack, but only halves.

To make up for the scarcity of salmon, Mr. O'Loane stated that other lines were being packed in British Columbia. Among these was whale meat which was being placed on the market in No. 1 size flat salmon tins, 48 to the case, same style of packing as salmon. This would be sold much cheaper than the cheapest salmon, was very palatable and of good food value.

Continued on page 71



Scenes in the B.C. herring industry. A catch of 30 tons at Bella Bella, B.C.

THE CLERKS' DEPARTMENT

MASTER QUALITIES IN THE MIND OF CHAS. M. SCHWAB

Director General of the U.S. Emergency Fleet Corporation is a Man of Tact, and Above all of Imagination
—But There's Something Else

IMAGINATION has been considered a poetic faculty only, and there have been hard-headed business men with whom the word never had any place at all. Of late, imagination has been associated very closely with successful salesmanship, and in this connection the fact that Charles M. Schwab possesses the gift in high degree is notable. You remember that when Schwab sped to Britain soon after the declaration of war with Germany that trip was said to express in action the highest form of imaginative salesmanship. Its results have been figured of course in millions. Before long they may reach billions.

Imagination is found in these days of big business, not only connected intimately with salesmanship, but also with executive work on the hugest scale. Again the imaginative powers of this prince of executives, Charles M. Schwab, come into the calculations of keen observers regarding his character and achievements. Here is what "Holland" has to say of Mr. Schwab in the *Wall Street Journal*.

"Another quality which is essential, if there be the greatest executive achievement, is imagination. Mr. Schwab possesses this quality. He is able to picture forth in his mind's eye what are to be the visible results of great undertakings. He saw in an instant almost what the achievements of the United States Steel Corp. were to be, not only in our home markets, but in a little while, in the world's markets. When he took hold of the Bethlehem Steel Co., he saw what the future of this corporation was to be, and his imagination has served him well, since what he foresaw some fifteen years ago is now an established fact."

His Visions of To-day

Schwab's imaginative faculties are busy to-day fleet-creating. Poets can vision argosies of the purple twilight borne on the seas of dreamland. Schwab's imagination not only pictures the fleets but speeds the vigorous creative forces of his executive mind into the tremendous activity that spurs men and machinery on to build and launch the vessels—to float the fleet he has visioned—is visioning to-day.

"It will be only a few days," says Holland. "before Mr. Schwab knows where, how and when the different materials which are required for ship construction are to be found and he will,

furthermore, formulate, intuitively perhaps, a plan by which these material resources can be in the best manner and also in the most speedy way utilized for the construction of the ships.

Undoubtedly he is to have full power. He is a man who would not assume stupendous responsibilities involving the construction of a very great fleet and the expenditure of many millions of money unless he had also the necessary power with which to enforce those acts, whereby big responsibilities can be fully met. They said in Washington that Mr. Schwab had been commanded by a certain implied power similar to that of eminent domain, whereby the Government assumed command of his services.

"Here are Your Ships"

"That is, of course, no more than a picturesque way of setting forth the manner in which this great intellectual and executive force has been brought into the service of the people in addition to the service which he has already been in various ways performing. With Mr. Schwab in command and with the whole resources of the country at his disposal, and without any banking financing needed, he should be able in a few months to say to the Administration at Washington, 'Here are your ships. My work is done. You are to use the ships in such way as seems expedient to you and with use of that kind I have nothing to do.'

Tact Does It

Mr. Schwab furthermore possesses tact in an unusual degree in dealing with men and especially with men who deem themselves to be of high authority. He has the power of persuasion. For this reason it will be possible for him speedily to mobilize all of the various factors which enter into our shipbuilding proposition.

"A somewhat colloquial comment frequently made on the day when announcement came from Washington that Charles M. Schwab had suddenly been appointed Director-General of the Emergency Fleet Corporation was this: 'If Schwab can't do the thing, then it cannot be done.' In the days that have intervened since that appointment, the view that was taken by all who know Mr. Schwab personally and by many who know only of his achievements, that he is perhaps the one man in the United States who can achieve all that is sought in the shipbuilding programme, has been emphasized.

"One of the gratifying features associated with this sudden selection of Mr. Schwab is to be found in the evidence furnished by the appointment that there is now thorough understanding of the necessity, if this Government is to do big things in these days of war, that

there must be called to its assistance men who have achieved great success in industry and especially men who have taken no more than a remarkable interest in political or partisan activities.

"Mr. Schwab demonstrated nearly 20 years ago, when still a young man, his executive capacity for handling great propositions. For from one point of view and, relatively speaking, it was as difficult to organize quickly and adequately the so-called billion-dollar Steel Corporation as the proposition which Mr. Schwab now has consented to undertake in behalf of the nation and for a salary of \$1 a year. As president of the United States Steel Corp. it was commonly understood that he received a salary of \$100,000 a year and there were no accusations that he did not earn the money.

Unerring Judgment

"He had, as his first business as president of the Steel Corporation, the co-ordination of various corporations, some of them large, which had been independent and which as a whole represented all the features of the iron and steel industry of the United States. It was almost an original proposition, although it had been in part worked out by the Federal Steel Co. of Illinois. These various corporations were established in many cities and in several states. Mr. Schwab, with swift and unerring judgment and skilful administration, thoroughly mobilized all these various subordinate corporations so that in a few months the great machine moved smoothly, without friction, and the many thousand employes, from the high-salaried officers down, felt the spirit of enthusiasm and co-operation which this young president was able to infuse into the entire system.

"Of course, as Director-General of the Emergency Fleet Corporation, Mr. Schwab's responsibilities are greater and in the aggregate the work which he must do will be in far larger proportion than was that associated with his achievement in speedily establishing upon a firm foundation the United States Steel Corporation. But he is to bring to this national work precisely the same executive qualities and that unusual and almost mystic mental equipment which distinguish him. It is impossible to analyze the intellectual qualities which are the possession of men of extremely great executive capacity. Not much more can be said than that these men accomplish this, that or the other great thing. It can, furthermore, be said that they were masters of strategic mental resources, so that there was constantly suggested to them as though by intuition or inspiration the way by which difficulties could be surmounted.

"That was the quality of mind which the late J. P. Morgan possessed, and in this respect Mr. Schwab has often been spoken of as resembling that great organizer and financier."

WORTH CONSIDERING.

"A wise old owl lived in an oak,
The more he heard the less he spoke,
The less he spoke the more he heard,
Why can't we be like that old bird?"
—"Poor Richard's Almanac."

Letters to the Editor

DIFFICULTIES OF THE FLOUR SUBSTITUTE ORDER

I think when any new law is placed upon our statute books that every individual should have the right to express his or her opinion of the working of the act, particularly any one who is dealing with it in a practical way every day of their life.

The one I am referring to is the new measure in regard to the sale of flour. All grocers who sell flour must sell 25 lbs. of substitute with every 100 lbs. of flour, such as rolled oats, corn meal, rice flour, etc.

But all grocers do not sell bread flour. In some villages and towns the flour is all sold by millers and flour and feed dealers and every time a customer buys a bag of flour at the miller's he buys, say 25 lbs. rolled oats, and consequently the grocer where that customer formerly bought his rolled oats sells that much less rolled oats.

Oh, you say, that rolled oats or corn meal is used up baking bread.

But I think from what I hear the people saying they are feeding it to the chickens or pigs and using the flour as they get it to bake bread, probably using what corn meal or rolled oats they need for their porridge or Johnny cakes. But the grocer proper is selling that much less rolled oats and corn meal, and real wheat flour is not being saved.

Why was this amount of substitutes not milled right in the flour and that mixture made the standard flour and then no one could evade the intention of the law, and no trade would have been diverted from where it rightfully belonged to another.

I don't pretend to know anything about the milling business whether what I suggest could have been done or not successfully, but I do know what I say about the grocery business is true and also I am quite sure that the intention of the act to save wheat flour by using twenty-five per cent. substitutes is not being done. It is being done just about to the extent that sugar was conserved when the public was asked to do so. They all used just as much as ever or a little more and stocked up with all they could get or afford to buy, and now many have more than they need and some haven't any.

I am not writing this just for the sake of criticising for I think the officials who have the administering of these laws have a hard time. I think if a few more who see the practical working out of these things would give their opinion it would be a benefit to the national cause.

G. H. LUERY, Stirling.

THE CASE OF RETURNED EGGS

It was with a great deal of pleasure that I read in your issue of Sept. 20th a letter from G. L. Luery, general merchant, Stirling, Ont., regarding bad eggs, and I wish to congratulate Mr. Luery on his insight in the matter and I believe that his is the only real solution of the question. I feel that if the matter were brought to the notice of the Food Controller through the proper channels that he would act promptly, as the shrinkage in eggs is a great loss to the Empire at this critical stage of the food situation.

I will cite you a case from my own experience: Quite recently I shipped 6 30-dozen cases, 180 dozen eggs, to a reputable wholesale dealer in Toronto and received returns for same at 44c per doz. less \$1.98 for 4½ doz. rots, which you will see is a fraction over 1c per doz. shrinkage on the shipment; now I am not going to absorb this loss, if I know it, and the only recourse I have is, as Mr. Luery says, to pay less for the eggs to cover the shrinkage, as it is practically impossible for the retailer to candle the eggs as they come in, and if they are not candled at that time he has no way of identifying the party or parties who marketed the bad eggs. I do not see why the retail merchant should be put to extra expense, or the housewife who markets honest produce should be made to suffer simply because some parties in a community are persistently careless (we will be charitable) with the produce they offer for sale, and I feel that Mr. Luery has the proper solution and will place the responsibility where it belongs.

I would also suggest while we are on the produce question that it be made compulsory for every housewife making butter for market to have her name on the wrapper, as I feel that this would eliminate a lot of inferior butter which is also a source of great loss and particularly at a time when food conservation is of such vital importance; it would be a great saving if numbers of people now making butter would ship their cream to a creamery where it would be made into a marketable article, whereas quantities of it that is not fit for consumption now finds its way on to the market. Some producers would possibly object to the cost entailed, but they would be amply repaid by the extra price received for their produce. This would also help to eliminate short weight butter, which is another abuse that the retailer has to suffer for.

At the present time there is a great agitation throughout Ontario for farmers' clubs, which are all right in themselves, but the chief organizer in this district gave as one of his reasons why the farmer should organize the great spread of prices between that paid to the producer and the price paid by the consumer, and, of course, he blamed the retail merchant and everyone else whose hands it passed through for this condition of things, whereas if he had pointed out that the great cause for this spread

of price was the marketing by the producer of dishonest produce he would have been benefiting everyone concerned; no one pretends to be handling this produce for the good of his or her health, and everyone whose hands it passes through must have something for handling it, but it seems to me that the producer needs education or legislation along this line, and the sooner the better.

W. A. CRANSTON,
Caledon East, Ont.

CONDENSED MILK FROM HOLLAND REACHES ENGLAND.

It is announced in the weekly bulletin of the Department of Trade and Commerce that supplies of condensed milk are now being received in England from Holland; the first consignment consisted of 140,000 boxes. The milk will be welcomed in the United Kingdom.

ANOTHER BLOW TO PREMIUMS.

C. F. Bonsor & Co., of Philadelphia, and the Grocers' Coffee Company of Indianapolis, Ind., were ordered by the federal trade commission to discontinue the distribution of premium coupons redeemable for articles of unequal value based on chance in packages of coffee and tea. The practice, which was admitted by the companies, was held to contravene anti-lottery laws and to be an unfair method of competition by the commission.

WAR PRICES NOW AND IN 1865

Wage earners who are struggling with the problem of making one dollar do the work of two because of the high cost of living may derive a crumb of comfort from the knowledge that, high as prices of necessities are to-day, they do not yet measure up to those which were paid by contemporaries of the Civil War.

An entry from a diary written January 25, 1865, and recently published, throws interesting light on the situation as it existed in those days. Coal cost \$16 a ton, coffee 60 cents a pound, sugar 35 cents a pound, flour \$17 a barrel, meat 30 cents a pound—but the writer does not specify what kind of meat—and a good coat \$100, and a pair of boots \$16.

Comparison with prices to-day shows that in all instances they are lower, and in some cases much lower than they were in the last year of the Civil War. Thanks to the price-fixing policy of the Government, coal can be purchased for nearly half of what it cost in 1865, sugar for 33 1-3 per cent of the Civil War price, and flour costs but 65 per cent. of the cost in those days, while a suit of clothes is still well within the reach of the small wage earner, in spite of the scarcity of wool.

In spite of its inequalities, the price-fixing policy of the Government must be regarded as a success. It has been accomplished without resorting to drastic rationing. Indeed, rations of sugar and coal, for example, are after all only what ordinary economy would dictate.—New York Commercial.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHOLESALERS are to be held down to 80 per cent. of their 1917 purchases of sugar for the last four months of this year, according to latest advices available. Figures giving 1917 purchases have been submitted to the Food Board, and the allotment for the balance of the year will, it is hoped, run up to 80 per cent. for this period. There is no guarantee that this amount will be forthcoming, but this figure will not be exceeded, and should any wholesaler use up his four months' allotment in two months, his dealings automatically cease as far as sugar is concerned. The coupon system is replacing the certificate and will, it is thought, prove a much more satisfactory basis of operating for all concerned. Supplies generally are still rather light, and no immediate improvement is expected.

Information secured on prunes last week is confirmed in latest reports, and the outlook is that Canada will have to be content with goods which may now be on hand or rolling. There seems little prospect of new crop prunes reaching this country.

Sales of raisins have been heavy, and wholesalers are still buying freely. There is a good crop of these, and indications are that all orders will be permitted to come through.

Some offerings of Comadre figs are being made, subject to securing export license and import license to Canada. Prices are about 150 per cent. higher than opening quotations last year. It is indicated that the cheapest grade in mats couldn't very well retail under 20-25c per pound.

MONTREAL—Important changes have been made this week, and advances affect such lines as nuts, prunes, peels, raisins, currants and some dried fruits. Increased prices are also asked for butter, self-raising flour, Castile soap, washboards, shredded wheat, salt, gelatine, cocoanut, buckwheat flour, malt extract, canned asparagus, etc.

Declines are made in the price of Crisco, barley feeds, and some substitute flours are easier. Cornmeal is a trifle easier also, and barley products are reflecting an easier tendency for this grain.

The sugar situation is quite unchanged, although a slight improvement was expressed by one refiner in the matter of delivery. Jobbers

are sending customers one bag of granulated and one of brown only, at a time. New flour is finding its way to market.

Canned tomatoes and corn will not be as abundant as it was thought they would be a few weeks ago, due to unfavorable weather. Estimates are still undergoing revision. The bean outlook is not so favorable, but it is expected there will be plenty for all needs. Honey is active and trade generally is very favorable.

TORONTO—A general advance of about 2c in walnuts and almonds, and 6c in filberts in the shell is provided for in quotations issued to the trade this week. Shelled nuts are holding very firm, and a heavy volume of orders is now going forward.

Higher levels are noted in new prices issued on lobsters. Sardines are also very firm at recent changes, and salmon rules with a very firm undertone. No further advice in regard to Government commandeering of salmon pack has been received. Latest figures as to amount United States Food Administration will require shows a very slight modification, hardly an appreciable factor.

A general stiffening of jam prices is in evidence. Last week it was strawberry; this week it is black currant; cheap jams are becoming an unknown quantity on the market to-day.

A sharp decline in cornmeal has become effective following easing away of corn markets in the States. This amounts to 40c for one grade and 75c for another, packed in 98s. Oatmeal has also dropped 20c for 98s. Shredded wheat biscuit, 36s, regular, is up 25c case.

Sales of spices show a substantial improvement during the past few days. It is stated that peppers are not so strong, but all other lines rule with a very firm undertone.

Coffee is in good demand, and the market strong. Supplies, though not heavy, will, it is thought, carry the trade along for some little time yet. A little more interest in teas is apparent, and greens particularly show considerable activity. Cocoa is becoming in more active demand, and the question of output is causing some more or less worry.

An advance in macaroni has been made, and other lines to go higher include sal soda, shoe polish, stove polish and toilet paper. Crisco has declined 50c case.

QUEBEC MARKETS

MONTREAL, October 2.—Many advances in the price of various lines have been made this week. There will be an increasingly probability of advances being made, restrictions limiting the sale of some lines and a number of staple articles being already very scarce. The markets are firm.

Wash Boards, Soap Salt All Up

Montreal.

WASH BOARDS, SOAP.—Advances are made for certain lines of wash boards, some of them of the zinc variety. This amounts to about 5 per cent. Canadian made Castile soap is up also 5 per cent. The cases of 60 ½-lb. bars are now \$5.45, and La France in cases of 40 14-oz. bars are quoted at \$6.40.

Line Fat Reduced; Salt Prices Up

Montreal.

SALT AND FAT.—A reduction is made in the price of Crisco, the basis being fixed now at \$10.50 per case. Table and other salt is up. The following prices prevail; in 2½-lb. bags the advance is 10c per barrel to \$6.20, and the same advance applies to 5 and 7 lb. bags, per barrel, prices respectively being \$5.65 and \$5.35. In 280-lb. barrels ordinary is selling at \$3.45; dairy \$4.25, and cheese at \$4.40.

Advances Made in Patent Medicines

Montreal.

MEDICINES—Various medicines sold through the trade have been increased in price. This applies to the following lines of "Ayer" manufacture, and the new prices are: Ayer's Hair Vigor advanced from \$8 to \$10; Cherry Pectoral (\$1 size) from \$8.75 to \$10.50; (25c size) \$2.25 to \$2.70; pills from \$2 to \$2.50; sarsaparilla \$8.75 to \$10.50. They are all subject to a 5 per cent. discount.

Fair Sugar Receipts But Demand Constant

Montreal.

SUGAR.—Refined sugars are steady and the list without change from last week. One refiner stated that there would be no possibility of overtaking the present shortage for a long time no matter how much improvement in delivery might manifest itself and allotments are all that can be looked for. Jobbers are unable to get all they require and are now giving to the trade but one bag of granulated and one of brown to each customer. Crop outlook is quite favorable in parts of the southern producing centres.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40

Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Asparagus Tips Up; Reduced Estimates

Montreal.

CANNED GOODS.—Asparagus tips are higher this week. American large white in 2½-lb. tins are now \$4.50 per dozen, an increase of 50c. White tips No. 1 are advanced from \$3.50 to \$3.70, green tips No. 1 from \$3 to \$3.30, and large green from \$3.60 to \$4.

The salmon situation has altered a little to permit the shipment to Canadian points of 25 per cent. of pinks, while the embargo on chums has been raised and supplies to the extent of 35 per cent. of orders for pinks may be filled.

Recent weather conditions have so affected the outlook that it is probable the tomato pack will permit shipment of from 75 per cent. to 80 per cent. of booked orders; corn 40 per cent. to 50 per cent., and peaches and pears 75 per cent. to 100 per cent. These estimates may later be again revised.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 82½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 "¼s"	20 00
Lobsters, ½-lb. tins, doz.	3 60

Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 3s	2 40
Tomatoes U.S. pack (2s)	1 90
Tomatoes, 2½s	2 30
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Corn, 2s, doz.	2 35
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00

Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Heavy Syrup Sales; Prices Are Held

Montreal.

SYRUPS AND MOLASSES.—Heavy demand continues to absorb a great quantity of both corn and cane syrups. There is a good supply to take care of this and prices are maintained without change. Molasses has arrived in better volume than usual, some state, and the prices on this have been firmly maintained all through. Receipts are promptly distributed to the trade.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
Cane Syrup (Crystal Diamond)—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00

Barbadoes Molasses—	
Punchoons	1 03
Barrels	1 06
Half barrels	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Prices Are Active on Firm Basis

Montreal.

RICE AND TAPIOCA.—A steady and firm price basis still rules for rice and there is a much better demand. The same applies to the trade from both city and country points. Tapioca also is steady, and active demand absorbing a lot of stock.

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

Advances in Prunes; Peaches, Pears, Peels

Montreal.

DRIED FRUITS.—Advances for various dried fruits are either being made or contemplated by the jobbing trade. It has become necessary to trade on spot stocks of some lines, and this means that a closer survey of supplies is being made than was thought necessary a while ago. Prunes are up from one half to one cent per pound, and adjustments are made in the price of apricots, peaches, pears, raisins and peels. Fair stocks are held of some lines, but the better demand from the trade will make real inroads on stocks in the next few weeks.

Apricots—		
Choice	0 26	
Slabs	0 24	
Fancy	0 30	
Apples (evaporated)	0 18	0 20
Peaches (fancy)—		
Faced	0 19	
Choice	0 18½	
Extra choice	0 19½	
12 oz., per pkge.	0 16	
Pears	0 18½	
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsels, loose, 2-crown	0 10½	0 11½
Muscatsels, loose, 3-crown, lb.	0 12½	
Muscatsels, 4-crown, lb.	0 13	
Cal. Seedless, 15 oz.	0 15½	
Cal. seedless, loose	0 14½	
Fancy seeded, 16 oz. pkgs.	0 14	
Choice seeded, 16 oz. pkgs.	0 13	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Currants, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	7 92	
Packages only	0 19	0 20
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	
Figs, Portuguese (mats)	0 13	
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 90	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
California, 40-50s	0 19	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	
60-70s	0 17	
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13½
Oregon, 30-40s	0 15½	
40-50s	3 15½	
50-60s	0 12½	

Nuts Again Advance; Supplies Very Good

Montreal.—There have been advances for various nuts again, and while supplies are still available from the States under permit the prices are likely to continue high, and advances will be made from time to time. A good demand has existed and this will probably be a feature for the coming weeks. It will be noted below that jobbers find it necessary to make advances for broken lots of nuts, the quotations given by some jobbers applying to full and unbroken packages.

Almonds (Tara), per lb.	0 28	0 30
Almonds (shelled)	0 49	0 55
Almonds (Jordan)	0 70	
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags	0 19	0 26
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	
Diamond "G"	0 21	
Jumbo	0 40	0 60
Fancys, per lb.	0 21	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	

Pecans (new Jumbo), per lb.	0 28	0 30
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Pecans (shelled)	0 20	0 29
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 75	0 82
Walnuts (Marbots), in bags		
Walnuts (Spanish)	0 30	0 33

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

Bad Bean Weather But Many Harvested

Montreal. **BEANS.**—The Quebec bean crop outlook has been very favorable until the present spell of wet set in. This has made a very unfavorable outlook for some farmers. Others were so fortunate as to have garnered their crop before the effect of the rain manifested itself. In speaking of this feature to an authority in Montreal, CANADIAN GROCER was told that probably two-thirds of the crop was safe and part of the remaining third would be alright. It is expected that there will be plenty of beans and that prices should be favorable this coming season.

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

Paste, Gelatine, Cocoanut and Malt Up

Montreal. **VARIOUS LINES.**—Advances are recorded this week for Hironnelle alimentary paste. The selling price is now \$3.20 per box of 30 pounds. Cox's powdered gelatine is up 15c per dozen to \$1.50. Loose cocoanut is higher by 2c per pound, the price in pails now being 34c. Pabst malt extract is moved higher to \$3.25 per dozen net.

Potatoes Marked Up; Squash and Tomatoes

Montreal. **VEGETABLES.**—Advances for potatoes have been made this week and prices per bag are now \$2.50 to \$2.75. Increased prices obtain also for cauliflower, tomatoes, Huber squash and vegetable marrow. Some of these changes are due to the unfavorable weather conditions and in other cases the supply is well depleted and the season nearing an end. There is much activity for all the standard roots. Corn is scarcer and cucumbers too, with higher prices for both.

Beans, new string (American) basket	2 50	
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	
Corn (sweet), doz.	0 20	0 25
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Citron	2 00	
Celery (Montreal), doz.	1 00	
Cucumbers (Montreal), doz.	0 75	
Egg plant, doz.	1 00	2 00
Gherkins, box	3 00	

Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), head		1 00
Leeks	1 00	1 50
Mint		0 20
Mushrooms, lb.		0 90
Onion, spring doz.		0 25
Onions, Can., bag (70 lbs.)		2 00
No. 1 Yellow (70 lbs.)		2 25
No. 1, Red (70 lbs.), crate		2 50
Oyster Plant		0 50
Parsnips, new, bag	2 00	3 00
Parsnips, new, doz. bunches		2 00
Parsley (Canadian)		0 20
Potatoes, Montreal new (90-lb. bag)	2 50	2 75
Potatoes (New Brunswick), bag	2 40	2 50
Pumpkins (doz.)		2 00
Romane		0 50
Rhubarb, doz.	0 25	0 35
Spinach, box		0 75
Squash (Huber), doz.		2 50
Turnips, new, per bag		1 00
Tomatoes (hothouse), lb.		0 25
Do., Red, per box		1 50
Tomatoes, Montreal (box)		2 00
Do., Rose	1 50	2 00
Vegetable Marrow (doz.)		1 00
Watercress (Can.)		0 40

Apples to be High; California Lemons \$6

Montreal. **FRUITS.**—Apple prices will rule high and this is due to the somewhat unfavorable reports from various centres. There is a fair variety in the markets now and prices are steady but with advancing tendencies. California lemons are quoted at \$5.50 to \$6 per box. Montreal melons are about done, and cantaloupes are scarcer. Blueberries are finished for the season. There is much activity in peaches, pears, plums and grapes, the latter being very prominent in dealers' sales.

Apples—		
Duchess (in bbls.), No. 1	5 50	
Do., (in bbls.), No. 2	4 50	
No. 1 Alexanders, bbl.	5 50	
No. 2 Alexanders, bbl.	5 00	
St. Lawrence (in bbls.) No. 1	6 00	
Do., No. 2	5 00	
Wealthy (in bbls.), No. 1	7 00	
Do., No. 2	6 00	
Apricots (Cal.) box	8 00	
Bananas (fancy large), bunch	4 50	
Cantaloupes (45 size), crate	6 50	
Do., (15 size), crate	3 00	
Grapes (California fancy), 4 bask	3 00	
Grapes—		
Tokays	2 50	
Malagas	2 50	
Grape fruit (fancy Jamaica)	3 25	3 75
Grape fruit (fancy Porto Rico)		
80, 96, 112		5 00
Grape fruit (fancy Porto Rico)		
54, 46		4 75
Lemons (fancy new Messina)	8 00	9 00
Lemons, California	5 50	6 00
Lemons (cholee)		7 00
Melons, Montreal, Musk (basket of 12)		16 00
Lemons (California seedless)		8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels		10 00
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates		3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets		1 25
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears		1 25
Pineapples, Cuban (crate)		6 00
Pineapples, Florida		6 00
Pears, Cal., eating, small box		4 50
Do., Barletts	4 25	4 50
Peaches—		
No. 1, Canadian—		
11-qt. baskets		1 50
6-qt. baskets		0 90

New Flour Selling; Some Feeds Easier

Montreal. **FLOUR AND FEEDS.**—An easier feeling has developed for barley feeds. This is a reflection of the easier barley markets. New crop flour is arriving

here, and while it is usual to permit this to age, it will be necessary this year to market it promptly, the supplies of old wheat flour being about absorbed. Millers are now ready to take on new business on the basis of the revised prices and new standards announced in these columns last week.

War Standard, Graham and Whole Wheat Flours—	
Car lots (on track)	11 50
Car lots (delivered), Bakers	11 65
Small lots (delivered)	11 75
Bran, per ton	37 25
Shorts	42 25
Crushed oats	61 00 70 00
Barley meal	60 00 67 00
Barley chop	60 00 67 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 03 1 05
Shorts and brand delivered in Montreal	\$2 per ton extra.

Flour Substitutes Easier; Cornmeal, Too

Montreal.
CEREALS, SUBSTITUTES.—An easier feeling prevails for some of the substitute flours and favorable prices are usually obtainable from the jobbers. There is a good movement and supplies appear to be quite ample. Cornmeal has ruled easier and slight revisions are made in oatmeal and rolled oats, the quotations given covering the range. It is understood that no further milling of white corn flour is to be permitted after the present supplies are used up. Shredded wheat advanced 25c per case to \$4.50. Buckwheat flour is scarce and higher at \$9.50 per 98-lb. sack.

Self-raising flour—	
3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Pure Gold	6 75
Cornmeal (Gold Dust)	6 40
Cornmeal (bolted)	4 25 4 50
Barley, pearl	6 50 7 00
Barley, pot, 98 lbs.	5 25 5 50
Barley (roasted)	7 50
Barley flour, 98 lbs.	5 75 6 75
Buckwheat flour, 98 lbs.	9 50
Corn flour, 98 lbs.	5 80 6 00
Corn flour (standard)	5 45
Rice flour	8 75 9 00
Oat flour	6 00
Hominy grits, 98 lbs.	6 75 8 00
Hominy, pearl, 98 lbs.	7 50 8 00
Graham flour	6 40
Oatmeal (standard-granulated and fine)	6 40 6 50
Peas, Canadian, boiling, bush.	4 80 5 50
Split peas	9 00 11 25
Rolled oats, 90-lb. bags	5 20 5 50
Rolled oats (family pack.), case	5 50 5 60 5 75 5 80
Oatmeal (packages) fine cut.	5 70
Rolled oats (small size), case	2 00 2 05 2 12½
Rolled wheat (100-lb. bbls.)	6 75 8 00
Rye flour (Can.), 98 lbs.	6 75 7 00
Do. (American), 98 lbs.	6 85
Tapioca flour, lb.	0 15

Peppers to Advance; Cassias Scarce

Montreal.
SPICES.—There is evidence of higher prices for peppers, both black and white, in the near future. The market here is very strong. Cassias are very scarce and it is not easy to procure requisite supplies of these. Better demand is experienced in some respects, the city trade being much improved. Supplies have been in good shape among the jobbers.

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

For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Movement Japan Teas; Prices Are Held

Montreal.
TEAS.—There is a better movement of Japan grades of teas in this market and buyers are not only making enquiries but are securing stock. The basis is very firm, and it is but natural that buying is carefully considered. Country dealers, having supplied themselves with good stocks last spring, will have required time to liquidate these. There is a considerably active spot market in the States, cheaper grades Formosas, Chinas and Japans figuring prominently.

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

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

ONTARIO MARKETS

TORONTO, October 2.—Macaroni has advanced and sal soda is also higher in price, given out to the trade this week. Maple butter, stove polish, shoe polish and toilet paper are other lines to advance, and a decline in Crisco has been made. New prices on lobsters are higher. Business is considered very satisfactory though the sugar outlook remains difficult, and there is no ray of hope in the salmon situation.

Sugar Allotment Announced; Supplies Small

Toronto.
SUGAR.—It is understood that allotment which will be made to wholesale grocers has been determined upon for the last four months of the year. This will be determined on the basis of sales for 1917, and wholesalers will be given sugar up to 80 per cent of this amount for a four months' period. There is no

Coffee Moves Well on Steady Basis

Montreal.
COFFEE.—The volume of trading continues satisfactory on an unchanged basis. There is naturally a somewhat better sale for this line now, and at full prices. In outside importing markets there is little new, spot trading being dull.

The sale of cocoa is improving, colder weather making for a more general use of the same. Prices are steady and unchanged.

Coffee, Roasted—	
Bogotas, lb.	0 29½ 0 33
Jamaica, lb.	0 25 0 29
Java, lb.	0 39 0 42
Maracaibo, lb.	0 28½ 0 31
Mocha, lb.	0 34 0 38
Mexican, lb.	0 23 0 27
Rio, lb.	0 24 0 28
Santos, Bourbon, lb.	0 28 0 31
Santos, lb.	0 27 0 30
Cocoa—	
Bulk cocoa (sweet)	0 25
Bulk cocoa (sweet)	

Honey Prices Hold, Sales Better

Montreal.
HONEY, MAPLE PRODUCTS.—Prices are held well on honey and the movement of large round lots the past week has served to firm the market. The price basis is unchanged but tendencies indicate that honey will be held on a firm and high price basis.

Maple syrup and sugar are unchanged but the supply is continually getting smaller, and prices are therefore unlikely to hold long on the present range.

Maple Product—	
Syrup, 13 lbs. Imp. meas., gal.	1 90 2 00
Syrup, 5-gal. tins, per gal.	1 85
8¼-lb. tins	1 35 1 45
Sugar, in blocks, per lb.	0 22 0 25
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

guarantee held out that this amount will be forthcoming, but this is the maximum that will be allowed. If the amount were to be used up in one month a grocer would be compelled to do without for the other three. It is understood that the coupon system has also been adopted, and this should work out a little more satisfactorily than the certificate plan. The price of Java sugars has been determined upon and license to export at any figure under agreed price will not be granted. Supplies locally are still light and there is not much chance of any immediate improvement as had been hoped.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated ..	10 04
Can. Sugar Refinery, extra granulated ..	9 04
Dom. Sugar Refinery, extra granulated ..	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad-

vance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1

**Macaroni Goes Up;
Crisco Goes Down**

Toronto.
MACARONI, CRISCO.—A higher level of prices has been reached on macaroni and quotations now prevailing are for 20s, \$2.20; 10s, \$1.10; 5s, 60 cents, and 1-pound packages, \$3.75 per dozen. A new price has also been given out on Crisco, which provides for a reduction of 50 cents per case. To-day's price on the new basis is \$10.50 per case.

Sal soda has registered an advance in bags of 100 pounds, being quoted at \$2.00 per bag; A & H 36s, \$2.40 per case; crystal 36s, \$2.35 per case. 2 in 1 shoe polish No. 3 size, black, tan, ox blood and white paste, \$1.30 per dozen and Black Knight stove polish at \$1.30 per dozen, are both lines which have registered new prices and higher levels. Small's maple butter at \$5.50 per case, is also higher. Toilet paper has registered an increase in price. Stonewall Jackson cigars at \$55.00 and Lord Tennyson at \$48.00 per thousand are higher.

**Profit Deals
Cancelled; Prices Firm**

Toronto.
O'CEDAR PROFIT DEALS.—It is intimated by the manufacturers that owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses they have been compelled to cancel, on and after October 1, 1918, all Profit Deals on O-Cedar Products, namely, No. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67, and 68.

Duster No. 11 and Duster Cloths No. 12 and 13 have also been cancelled as the advancing cost of material and difficulty of delivery, it is stated, makes such action necessary.

No change in prices of regular lines has been made, these ruling at following levels.

O'Cedar Products—	Per Dozen.
4 oz. Polish (bottles)	\$2 00
12 oz. Polish (bottles)	4 00
Quarts Polish (cans)	10 00
Half-Gallons Polish (cans)	16 00
Gallons Polish (cans)	24 00
No. 1 Polish Mop, round shape	12 00
No. 3 Polish Mop, triangular shape	12 00
No. 5 Dusting Mop, round shape	12 00
No. 14 Dusting Mop, triangular shape	12 00
No. 10 Duster, Red Handle, large size	6 00
Extra Mop Handles, 54 inch (9 lbs. to doz.)	1 20

**May Eliminate
Smallest Containers**

Toronto.
MOLASSES, SYRUPS.—There is some talk in the United States of the small size containers of molasses being elimin-

ated. No definite action has been taken as yet, but it is understood that everything smaller than 2½s will be eliminated. Whether orders now placed will be allowed to come through is still undecided. In the meantime, stocks are none too plentiful, sales are good, and the outlook is by no means discouraging. Syrups are moving forward very freely, the increased use of corn syrup as a substitute for sugar influencing sales materially. Range of quotations on various grades follows:

Corn Syrups—		
Barrels, Crown or Bee Hive, per lb.	0 07½	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls. ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	9 25	9 50
Cases, 2-lb. tins; 2 doz. in case	6 50	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ¼ doz.		
West Indies, 1½, 48s		6 80

**Lobsters Go Up;
Jams Are Firm**

Toronto.
CANNED GOODS.—An advance has been registered in lobster during the week. Mephisto in ¼s are being quoted at \$2.25 per dozen, and in ½s, \$3.75; Eastern, ¼s at \$2.00 per dozen and Gold Medal ¼s at \$2.10 per dozen, have also followed the upward trend. A general stiffening of jam prices is noticeable, black currant 4s now being quoted at 98 cents for all grades in some quarters; this provides for an advance on some makes. Business generally is along very satisfactory lines, and wholesalers are well satisfied with the amount of business they are handling.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Sajmon—		
Soockeye, 1s. doz.	4 00	4 50
Soockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 26

Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 76
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		1 08

**Figs Being
Offered; Prices High**

Toronto.
DRIED FRUITS.—There are some Comadre figs being offered subject to export license being obtainable, and import license being granted. Quotations to-day range about 150 per cent. higher than last year. The cheapest grade figs in mats could not retail under 20 to 25 cents per pound, it is indicated from quotations now available. Latest advices from the States indicate that the Government will very likely take over the entire prune crop, which means that supplies for Canada will be confined to any that may be rolling at the present time plus stocks on hand. Raisins are selling very freely and already some shipments are rolling to wholesalers' warehouses. The crop is turning out splendidly and a good increase in sales over previous years is looked for.

Apples, evaporated, Ontario	0 18	0 20
Do., do., Nova Scotia		0 17
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon		0 43
Orange		0 45½
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tapo, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs., 20s, case		1 80
Cal., 10 oz., 12s, case		1 40
Prunes—		
30-40s, per lb., 25s, faced		0 18
40-50s, per lb., 25s, faced	0 16½	0 19
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 11	0 13½
90-100s, per lb., 25s, faced	0 12	0 12
Crawford	2 25	2 50
Elbertas	2 00	2 25
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22
Extra fancy		0 23

Raisins—		
California bleached, lb.	0 15	
Valencia, Cal.	0 10½	0 11
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Teas Firm;

Interest in Greens

Toronto.

TEAS.—There are few new developments in the situation during the week. A greater interest is noticeable among the trade generally, this being distinctly noticeable in greens. Ceylons and Indians are also moving forward quite freely according to some sources, and altogether the tea trade is working down to a somewhat better basis than has existed for some time past.

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

Coffee Sales

Good; Firm Market

Toronto.

COFFEE.—Sales are maintained at a very satisfactory level and the market rules with a firm undertone. Present stocks are none too heavy, but the outlook is not too serious for the next couple of months it is generally conceded.

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

Improved Demand

Manifest; Prices Firm

Toronto.

SPICES.—A considerable improvement in the demand is noticeable, and all lines are moving forward freely. Peppers are not as strong, it is stated, while all other lines are ruling with a very good undertone.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs—sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50

Do., 80s	0 55
Do., 64s	0 60
Mustard seed, whole	0 35
Celery seed, whole	0 75
Coriander, whole	0 25
Caraway seed, whole	0 90
Tumeric	0 30
Cream of Tartar—	
French, pure	1 00
American high test	1 10
2-oz. packages, doz.	2 00
4-oz. packages, doz.	3 50
8 oz. tins, doz.	6 75
Tartarine, barrels, lb.	0 21
Do., kegs, lb.	0 23
Do., pails, lb.	0 25
Do., 4 oz., doz.	0 90
Do., 8 oz., doz.	1 75
Do., 16 oz., doz.	3 25

Heavy Shipments of Nuts Being Made

Toronto.

NUTS.—Heavy shipments are being made this month and dealers are well satisfied with volume of business going forward. Prices on all lines are very firm, and a general advance in almonds, walnuts and filberts in the shell is noted, the first two being up two or three cents a pound and filberts about six cents.

Almonds, Tarragonas, lb.	0 28	0 30
Walnuts, Bordeaux	0 28	0 30
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 28	0 30
Pecans, lb.	0 27	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 22
Cocoanuts, 100s		7 50
Shelled—		
Almonds, lb.	0 55	0 55
Filberts, lb.	0 28	0 30
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

Beans Dull and Uninteresting

Toronto.

BEANS.—The market is without feature during the week. Stocks on hand are still heavy and buying interest seems to be lacking. Quotations have held firm and unchanged at lower levels reached in some quarters last week.

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

Sales Rices

Considered Good

Toronto.

RICES.—The demand continues along very satisfactory lines, and the comparatively high prices have apparently restricted the demand only in a small way. Stocks continue sufficiently heavy to take care of the demand, and the basis of quotations remains as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14½	0 16

Shredded Wheat Biscuits Are Up

Toronto.

PACKAGE GOODS.—An advance of 25c per case has been recorded in Shredded Wheat biscuits during the week, making to-day's prices read for 36's regular \$4.50. Triscuit is also up, new quotations being made at \$2.40 case. Other lines of package goods are firmly held and the demand for all considered normal.

Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s		5 60
Rolled oats, round, regular 18s, case		2 00
Rolled oats, square, 20s		5 60
Shredded wheat, 36s, case		4 50
Cornstarch, No 1, pound cartons		0 11½
Do., No. 2, pound cartons		0 10½
Laundry starch, in 1-lb. cartons	0 10¼	0 11½
Do., in 6-lb. tins		0 13¼
Do., in 6-lb. boxes		0 13¼
Do., in 100-lb. kegs		0 11¼

Honey Moving; Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—The demand for honey holds at very satisfactory levels, and the market is holding firm. Supplies now on hand are very good and the requirements of the trade are being taken care of satisfactorily. Maple syrup continues steady, sales being normal and prices unchanged.

Honey—		
Clover, 2½-lb. tins		0 29
5-lb. tins	0 28	0 28½
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal		2 00

Barrel Apples Appear; Box Coming

Toronto.

FRUIT.—A very fair range of barrel apples have arrived on the market and quotations named are given below. A better supply of box apples is also arriving from B.C., McIntosh reds predominating, with Jonathans expected almost daily. The outlook for grapes is uncertain, the crop suffering in quality and quantity through recent rains in California. Late varieties are an unknown quantity as yet and no Spanish are expected. Some Mexican oranges are looked for in a couple of weeks, and Floridas around the end of the month. Prospects generally are better than at this time last year. Lemons are slightly easier in view of light demand. Some imported pears are arriving and Florida grapefruit is looked for this week or early next. Range of quotations on the various lines follows:

Apples—		
Early, 11-qt. basket	0 30	0 50
Do., B.C. Crab, box	2 25	2 50
Do., Crab, 11-qt. basket	0 65	0 75
Do., B.C. McIntosh Reds, box	3 25	3 50
Do., Colverts, No. 1, bbl.		4 50
Do., Colverts, No. 2, bbl.		4 25
Do., Colverts, No. 3, bbl.		3 50

Do., Wealthy, No. 1, bbl.	5 00
Do., Wealthy, No. 2, bbl.	4 50
Do., Wealthy, No. 3, bbl.	4 00
Do., Alexanders, No. 1, bbl.	5 00
Do., Alexanders, No. 2, bbl.	4 50
Do., Alexanders, No. 3, bbl.	4 00
Do., St. Lawrence, No. 1, bbl.	5 00
Do., St. Lawrence, No. 2, bbl.	4 50
Do., St. Lawrence, No. 3, bbl.	4 00
Do., Wolf River, No. 1, bbl.	5 00
Do., Wolf River, No. 2, bbl.	4 50
Do., Wolf River, No. 3, bbl.	4 00
Bananas, per lb.	0 06
Cranberries, bbls.	12 50
Do., 1/2 bbls.	7 00
Grapes, Cal., Malagas, crate	2 60
Do., Cal., Tokays, crate	3 25
Do., Canadian, basket	0 38
Grapefruit--	
Jamaican, 64s, 80s, 96s	6 00
Oranges--	
Valencias--	
126s	10 00
150s, 176s	10 00
200s, 216s, 250s	10 50
288s	10 50
324s, 360s	6 50
Jamaicas--	
176s, 200s, 216s	7 50
Lemons, Cal., case	5 00
Do., Messina Verdellis, box	7 50
Pineapples--	
Florida, 30s, 36s, case	5 50
Peaches, Can., 6-qt. flats	0 50
Do., 6-qt. Lenos	0 75
Do., 11-qt. flats	1 15
Do., 11-qt. Lenos	1 25
Pears, Cal., Howells, box	4 75
Do., Can., 6-qt. basket	0 65
Do., do., 11-qt. basket	1 00
Plums, Can., 6-qt. basket	0 40
Do., Howells, box	5 00
Do., Can., 11-qt. basket	0 90

Onions Easier; Potatoes Scarce

Toronto. VEGETABLES.—Onions show a slight decline in price during the week. Supplies are good and interest in the trade general. Potatoes are still scarce on this market. Reports on early potatoes indicate that these show signs of rot, though quality of the later varieties is as yet unknown. Prices on sweet potatoes are lower. These are coming in fairly liberal quantities now and the quality is said to be very good. Little interest seems manifest in tomatoes, and prices are lower.

Cabbage, Can., crate	1 35
Do., do., doz.	0 75
Cantaloupes--	
Do., Can., 11-qt. basket	0 40
Do., Can., Salmon Flesh, 16-qt. basket	1 00
Carrots, doz. bdl.	0 20
Corn, doz.	0 25
Cucumbers, Can., basket	0 35
Gherkins, 6-qt. basket	1 00
Do., 11-qt. basket	1 50
Egg Plant, basket	0 35
Onions, Can. Yellow, 100-lb. bag	2 50
Do., 75-lb. bag	2 50
Do., Pickling, 11-qt. basket	1 25
Parsley, basket	0 40
Peppers, green, basket	0 75
Potatoes, New Jersey sweet, hamper	3 00
Potatoes, Canadian, bag	2 50
Tomatoes, 6-qt. basket	0 20
Do., 11-qt. basket	0 25
Turnips, basket	0 30
Vegetable Marrows, crate	0 25

Mills Now in Operation; Outlook Fair

Toronto. FLOUR.—Mills generally, both east and west, are now operating on new crop wheat, and the outlook is very fair. Lake and rail transportation is affected through scarcity of men to man the boats but all rail shipments of grain are coming along quite liberally.

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

No Difficulty Selling Feeds

Toronto. MILL FEEDS.—There is no difficulty experienced in selling feeds—the trouble lies in taking care of the demand. These are conditions facing the mills and likely to continue for some time to come unless something unforeseen develops.

MILL FEEDS—

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

Cornmeal in Sharp Decline; Supplies Fair

Toronto. CEREALS.—Cornmeal has undergone a sharp decline in some quarters, prices named to-day on golden 98's being \$5.25, and on fancy yellow 98's \$5.00. Oatmeal is also slightly easier at \$5.80 in 98's, whereas other lines show little change. Business is very good and demands of the trade being well looked after.

Single Bag Lots	
F.o.b. Toronto	
Barley, pearl, 98s	7 00
Barley, pot, 98s	5 50
Barley Flour, 98s	6 50
Buckwheat Flour, 98s	6 50
Cornmeal, Golden, 98s	5 25
Do., fancy yellow, 98s	5 00
Corn flour, white, bbl.	11 00
Do., Government standard, bbl.	10 90
Graham flour, 98s	6 00
Hominy grits, 98s	6 25
Hominy, pearl, 98s	6 25
Rolled oats, 90s	5 25
Oatmeal, 98s	5 80
Potato Flour, lb.	0 18
Oat Flour	6 20
Rolled wheat, 100-lb. bbl.	6 75
Rice Flour, per 100 lbs.	9 50
Rye Flour, 98s	7 25
Peas, split	8 50
Blue peas	0 11

Above prices give range of quotations to the retail trade.

WHOSE CLERK WAS THIS?
You have seen a fellow painting a house, smoking a cigarette and swinging the brush as though he didn't mean it and paying attention to everything but the house right before him. That's a dawdler.

The writer has for ten minutes taken him in from the window of his room in a Broadway hotel.

But don't think for a minute that the "dawdlers" all belong to the painter class. They belong to all classes, and sorry to relate, the grocery is seldom an exception.

Standing in front of a very handsome looking store on St. Catherine street, Montreal, one morning last week, we watched the placing of the fruit display on the sidewalk in front of the window.

There was dawdler among the bunch that was at work, and in putting a basket of apples on the stand a couple of fine ones fell at his feet.

You would hardly believe it, but instead of picking them up, he actually kicked them under the stand.

He was a pure type.
—Modern Merchant and Grocery World, Philadelphia.

CALIFORNIA GROCERS CO-OPERATE IN MARMALADE MANUFACTURE.

During the year a number of California fruit exchange associations purchased a controlling interest in a company successfully manufacturing and marketing orange and grapefruit marmalade. Arrangements are now being made for the exchange shippers generally to join in the movement, mutualizing the marmalade company and making it the nucleus to develop a by-product business to utilize the orange and grapefruit culls.

PROHIBIT EXPORT OF PORTUGUESE OIL.

As olive oil is considered a necessity in Portugal, and as the future crop of olives will not be equal to the local demand the Government has prohibited its exportation, excepting to the islands of Azores and Madeira and the African colonies. Sardine packers are prohibited from using olive oil of more than one degree acidity, and must pay a tax on all oil used, either domestic or foreign.

WHALE STEAK SOON TO BE ON MONTREAL MARKET

The Montreal public is soon to have an opportunity of tasting a new food—whale steak—put up in one pound tins in Victoria, B. C. This new line of canned goods has been freely bought by the jobbers, and will probably reach the dealers at \$1.95 per dozen, making it a twenty cent seller. In appearance and flavor whale meat is said to resemble boiled beef, and to be quite as nutritious as any varieties of canned fish.

DEALERS URGED TO HELP SOLVE TRANSPORTATION PROBLEM

A circular has been sent out by the Railway Board to country merchants urging them to stock all goods perishable by frost, by the first of October, such lines as pickles, mustards, catsups, etc. The dealers by carrying out this suggestion will facilitate the releasing of the rolling stock for the movement of grain later on in the month of October.

WORTH A SMALL BET

"It is proposed to raise the United State draft age to 45 years."—News Dispatch.

If, as seems Possible, the Draft age Is raised To forty-five, Maybe some of These chesty Old earthworms Who have Been annoying You to death. About their Deep regret At being Too old To get in The army Will shut up.
—Macon Daily Telegraph

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Oct. 1.—Error in transmission made price of flour \$10.30 instead of \$10.80. Siam rice advanced \$4.20 a ton on number one. Japanese beans have come down to 10 to 12c lb. New crop of local beans expected to come on at 10 cents. Potato market continues firm. Lard is firm and bacon has advanced fractionally. Fresh eggs, cartons, are now 75 cents a dozen. Oranges are \$10 to \$10.50. Business for the month was quiet in grocery circles; in fruit and produce it was fairly brisk.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1. . . .	1 90 1 95
Do., No. 2	1 75 1 89
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14 1/2 0 15
Potatoes, per ton	28 00 32 00
Do., new, per lb.	0 02 1/2 0 03
Lard, pure, in 400-lb. tierces, lb.	0 32 1/2 0 33 1/2
Lard compound	0 26 0 26 3/4
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26 1/2 0 27
Margarine	0 32 1/2 0 33 1/2
Eggs, new-laid, in cartons, doz.	0 75
Oranges, box	10 00 10 50
Lemons	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, October 1.—Crisco is down fifty cents case, sugar five cents hundred. Lard is also easier, threes now \$18.60. Flour is up to \$10.95 barrel. Siam rice firm at \$10.75 and \$11.00. Large cheese up to \$26.00 to \$27.00, \$25.00 local make. Washing powder advanced forty cents case. Shredded wheat 25 cents case higher. New table figs are here, tens five row, \$2.45. Advances on rolled oats and creamery butter expected. Storage eggs are \$14.00 case, newlaid \$14.00 to \$15.00. Life-buoy soap up 25 cents. Lemons are \$9.50 case. Local potatoes are easier at \$30.00.

CALGARY:

Beans, small, lb.	0 09 0 11
Flour, 98s, per bbl.	10 95
Rye flour, 49s, per bbl.	12 20
Cornmeal, 24s, per bbl.	12 30
Molasses, extra fancy, gal.	1 15
Rolled oats, 80s	4 80
Rice, Siam, cwt.	10 75 11 00
Rice, Japan	11 00 12 00
Rice, China, per mat, No. 1.	5 10
Do., No. 2	4 70
Tapioca, lb.	0 14
Sago, lb.	0 14

Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large.	0 26 0 27
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 60
Eggs, new-laid, case	14 00 15 00
Candied peel, lemon, lb.	0 36
Tomatoes, 2 1/2s, stand. case, spot ..	4 10 4 20
Corn, 2s, standard case	5 50
Do., new	3 35 3 60
Peas, 2s, standard case	3 60
Apples, gal., Ontario, case.	2 20 2 85
Strawberries, 2s, Ontario, case.	7 50 8 10
Do., new pack	8 50
Raspberries, 2s, Ontario, case.	8 75
Do., new pack	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 16 0 19
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	17 75
Do., halves	18 25
Potatoes, per ton	30 00
Oranges, Valencia, case	10 75
Lemons, case	9 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Oct. 1.—Regina butter makers declare there is serious discrimination against Western Canada in recent order commandeering creamery butter. Protests will be made to Ottawa. No eggs are coming in. Flour has advanced to \$5.55. Sago is 12 1/2c and tapioca 14c. Cheese is 27c and 27 1/2c. Creamery butter remains at 50c. Shredded wheat has advanced 25c case and Crisco has dropped 50c case.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	5 55
Flour, standard, 98s	0 75
Molasses, New Orleans, gal.	4 85
Rolled oats, bails	9 25
Rice, Siam, cwt.	0 12 1/2
Sago, lb.	0 14
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	10 94
Cheese, No. 1 Ontario, large.	0 27 0 27 1/2
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 47 1/2 0 48
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case.	4 75 5 00
Corn, 2s, standard case	4 85 5 20
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19 1/2
Strawberries, 2s, Ont., case.	8 50
Raspberries, 2s, Ont., case.	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case ..	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Potatoes, bushel	1 25

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Oct. 1.—Rust affecting provincial potatoes to serious extent, threa-

tens much shorter crop than anticipated. In anticipation of shortage producers are holding back supplies, comparatively few coming in and these readily command \$3.50 to \$3.75. Molasses still higher, 98c to \$1.02. American pork easier at 56c to 64c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 90 3 95
Corn flour, white, 98-lb. bag.	7 75
Do., yellow, 98-lb. bag	5 60
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	6 65
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 98 1 02
Rolled oats, bbl.	11 75
Beans, yellow-eyed	9 25 9 30
Beans, Canadian, white	8 25 8 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B., twins	0 26 0 26 1/2
Eggs, fresh, doz.	0 50 0 55
Eggs, case	0 47 0 48
Breakfast bacon	0 35 0 38
Butter, creamery, per lb.	0 46 0 48
Butter, dairy, per lb.	0 41 0 44
Butter, tub	0 40 0 42
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32 1/2
Lard, compound	0 27 0 27 1/2
American clear pork	56 00 64 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 100-lb. bags	2 85 3 00
Lemons, Cal., Messina	8 00 9 00
Oranges, Cal., case	10 00 12 00
Grapefruit, case	7 50 8 00
Bananas, per lb.	0 07
Plums, Cal., crate	3 00 4 00
Peaches, Cal., crate	3 00

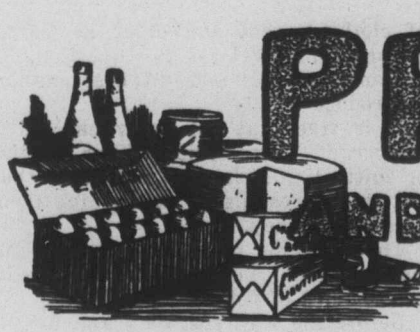
OVERSEAS SOLDIERS ENTER-TAINED

Peak, Frea & Co., Ltd., biscuit manufacturers of London, England, are entertaining each week a party of overseas soldiers.

The men are driven to their premises and after being shown round the factory are handed a tin of biscuits and a letter expressing the pleasure of the firm in entertaining them, and giving a few facts concerning the part the firm are taking in the war.

Doubtless many Canadians connected with the grocery trade have, or will, visit Peak, Frea & Co., in this manner.

Geo. W. Brown, assistant general manager for the Atlantic Sugar Refineries, Montreal, was in New York this week.



PRODUCE AND PROVISIONS

Government Commandeers Butter

Production For Next 30 Days For Government Account—Produce Men Not Affected
—Storage Stocks Will Decline—Margarine Should Sell—Consumer
Asked to Limit Use of Creamery Butter

THE output of all creameries in the provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec for the next thirty days has been commandeered by the Dominion Government. The explanation offered for this action is that Great Britain and her Allies need creamery butter and that the British Ministry of Food urgently asks Canada to increase her shipments.

Produce Men Not Affected

Under the arrangement the government is making, the produce men as a whole are not vitally interested. Outside of those dealers in Montreal who have been appointed as what might be termed "government agents" only the creameries are directly affected. No explanation as to why the Government did not step in and commandeer what they wanted from storage stock has yet been offered. This would have seemed the simplest plan and would work in better with the statement issued, which says in part: "For months Great Britain and her allies have been short of butter, and this condition bids fair to continue, as Atlantic tonnage is needed for transporting troops and supplies. Foodstuffs in Canada for export must be assembled at ocean ports to take advantage of space whenever offered."

By commandeering storage stocks, amount required would be available at ocean ports far quicker and with less trouble than under the system adopted. It is possible too that purchases could have been made on a more favorable basis than that undertaken. Everyone however, is agreed that any action found necessary to supply the needs of our Allies in foodstuffs shall be met. Criticism offered is given only in an endeavor to point out what would look to be the business way—the most direct way—of securing best results in the shortest possible time and with least confusion to regular business of the country.

Storage Stocks Will Decline

The consensus of opinion amongst dealers is that storage stocks of creamery butter will show a marked decline during

the period of operation of this new order-in-council. How great this may be it is impossible to determine as there is no former basis to work on.

However, undoubtedly sales of large dealers who store in quantities will materially increase. The reason for this is not hard to find. In the smaller centres, local creameries have been a big factor in taking care of local dealers' requirements. Now these creameries will be unable to take care of this business and retail merchants must fall back on those dealers who have storage stocks.

Dairy Butter Not a Big Factor—Margarine May Be

Government legislation does not extend to dairy butter, but this has been a comparatively small factor in the trade for some time. Prices of dairy butter have been too near on a par with creamery and the grade so indifferent that sales have largely been confined to creamery or switched over to margarine. The feeling prevails that with the restrictions on the use of creamery butter, the consumers will turn to margarine, which should mean a big increase in sales of this commodity.

Consumer Limited To Two Pounds Per Month

The consumer is asked to help things along too. The order-in-council places the Canadian consumers on a creamery butter allowance of two pounds per month. Retailers should endeavor to hold their customers down to this basis—sales can be made on margarine and in this way volume of business maintained.

Warehouses To Receive Shipments

As far as can be learned, the appointment of the various warehouses to handle shipments of butter from the creameries will be taken care of on what might be called a brokerage basis. They will very likely be allowed a fraction of a cent per pound for handling—this charge to include financing, grading and packing ready for shipment. The letter sent out by the Canada Food Board to the cream-

eries advising where shipments are to be made follows:

As provided for in order-in-council P. C. No. 2,402, the Dairy Produce Commission designates cold-storage warehouses of the under-mentioned firms at Montreal as warehouses to which all Canadian creamery butter packed in "solids," 66-pound boxes or tubs, may be shipped.

These Montreal firms will pay for all butter delivered to them immediately after grading by the Dairy Produce Commission's graders, and weighing by the official weigher, deducting only freight and cartage to warehouse from the prices mentioned in the order. They have arranged to receive and prepare the butter for export in accordance with the rules of the Dairy Produce Commission:

Olive & Dorion, 55 William street; Hodgson Bros. & Rowson, 69 William street; Lovell & Christmas, Ltd., 112 King street; The A. A. Ayer Co., Ltd., 610 St. Paul street west; James Alexander, Ltd., 672-694 St. Paul street west; The William Davies Co., Ltd., Mill street; Matthews-Blackwell, Ltd., Mill street; Swift-Canadian Co., Ltd., 500 Craig street west; La Societe Co-operative Agricole des Fromagers de Quebec, 61-63 William street; James Dalrymple & Sons, 660 St. Paul street west; J. A. Vaillancourt, Ltd., 618 St. Paul street west; Gunn, Langlois Co., Ltd., 105 St. Paul street west; W. Champagne, 173 St. Paul street west; Z. Limoges, 26 William street; Whyte Packing Co., 33 William street; George Hodge & Son, 120 King street, all of Montreal.

The commission reserves the right to make changes in the above list as may be deemed necessary from time to time.

Text Of The Order

The text of the order-in-council, one of the most important food orders issued, is as follows:

His Excellency the Governor-General in Council, on the recommendation of the Minister of Agriculture, and on the recommendation of the Canada Food Board, pursuant to urgent requests from the British Ministry of Food for in-

creased shipments of butter, owing to the scarcity in Great Britain, permitting of only two ounces of butter or oleomargarine to each person a week, is pleased under and by virtue of the powers conferred by the War Measures Act of 1914, or otherwise vested in the Governor-General-in-Council, to make the following regulations, and the same are hereby made and enacted accordingly:

(1) Manufacturers of creamery butter shall deliver all such butter made in the Provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec between the 30th of September and the 9th of November, 1918, both days inclusive, to a cold-storage warehouse at Montreal designated by the Dairy Produce Commission at the following prices:

Prices Set

Grade No. 1, 46½ cents per pound; grade No. 2, 46 cents per pound; grade No. 3, 45 cents per pound, delivered at warehouse, Montreal, freight and cartage paid.

(2) No person shall sell to the Dairy Produce Commission any creamery butter manufactured before the 30th of September, 1918, at a price in excess of the following:

Grade No. 1, 43½ cents per pound; grade No. 2, 43 cents per pound, delivered at warehouse, Montreal, freight and cartage paid.

Weekly Returns

(3) Every manufacturer of creamery butter in the Provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec shall make weekly returns to the Canada Food Board showing the quantity of butter manufactured by them, the names of persons to whom sold, and the quantities and prices of each sale during the week, and the quantity on hand at the end of the week.

Month's Supply The Limit

(4) No person, except a dealer licensed by the Canada Food Board to deal in butter, shall hold or have in his possession, or under his control at any one time, creamery butter more than is sufficient for his ordinary requirements for a period not exceeding thirty days.

(5) No person shall sell to any person, except to a dealer licensed by the Canada Food Board to deal in, more creamery butter than is sufficient for his ordinary requirements for a period not exceeding thirty days.

In this and the last preceding section "thirty days" requirements shall not exceed two pounds of butter for each member of the household.

Cancel Purchases

It is understood that Montreal merchants have agreed, at the request of the Canada Food Board, to cancel all purchases made from dealers at points west of Montreal from and including Friday, September 27, and have sent the following telegram to the persons from whom butter has been purchased:

"Because of commandeering order and the request of the Canada Food Board that a sufficient quantity of butter be

left in the west to provide for necessary requirements, you may cancel sale made to us if you so desire."

U.S. HEAVYWEIGHT BEEF GOES TO FIGHTING FORCE.

At a meeting of the Food Purchase Board, which is comprised of a representative from the Navy, one from the Army, one from the Federal Trades Commission, and one from the Food Administration, the following motion was made and unanimously adopted:

"It is requested that the Food Administration preempt for and allot to the Army, Navy, and fighting forces of our allies a sufficient quantity of beef weighing 575 pounds up to 850 pounds to fill their demands. If there be not enough beef of these weights procurable, then the Food Administration is requested to allot, after giving notice to the War Department and the Navy Department, lighter beef of proper quality sufficient to meet such deficiency, keeping the weights of the allotted beef as near as possible to the minimum mentioned above—this lighter-weight beef to be distributed pro rata between the Army, the Navy, and the Allied fighting forces on the basis of their total demands.

Diverted from Civil Use.

"During such time, however, as a shortage of heavyweight beef may exist, the Food Administration is requested to take the necessary steps to prevent any such heavyweight beef from being diverted to the civilian population either within the United States or abroad. The quality of all allotted beef to be passed upon by the inspectors for the Army and Navy in accordance with specifications and instructions issued to them by their respective departments."

This brings to an end the differences between the naval authorities and the meat packers over the Navy's specifications for beef which the packers sought to have modified. The specifications called for carcasses of a minimum weight of 575 pounds, and the packers sought to have this lowered to 475 pounds.

Best for the Fighters.

The attitude of the supply department of the Navy and of the Quartermaster's Department of the Army was that the best quality beef should be conserved for the fighting forces of the United States and their Allies, and that none of this heavyweight beef be diverted to the civilian population, either here or abroad while a shortage of this kind of beef exists, the purpose of conservation, as repeatedly outlined by the Food Administration, being that such sacrifices as are necessary should be borne by the non-combatants for the benefit of the fighting forces.

WHY FISH IS SO HIGH

One frequently hears the question, "Why is fish so high?"

Many people who accept the increased cost of meats, vegetables and other food,

of clothing, rent and other necessities as matters of fact ask this question.

Sometimes they add—"It costs nothing to produce fish."

It is true that fish grow unaided in the ocean. There is no cost for planting or cultivating fish. Nature does that. But to harvest fish, i.e., to catch them, does cost money.

The following table shows briefly and eloquently the chief reasons for the increased cost of fish:

Before the war, cost of vessel \$10,000 to \$15,000; now, \$20,000 to \$30,000.

Before the war, cost of sails \$700 to \$800; now, \$1,600 to \$1,700.

Before the war, cost of gear, \$3.50 per tub; now, \$11 to \$12 per tub.

Before the war, cost of ice \$2 to \$3 per cwt.; now, \$4 per cwt.

Before the war, cost of provisions \$200 per trip; now, \$400 per trip.

These figures are based on the expenses of a large fishing schooner. They show that not only the cost of the vessel but her everyday expenses for gear, ice and food have doubled.

It costs the fisherman more to fish. It also costs him more to support his family ashore, at least twice as much as before the war. Here in a nutshell is the answer to the question: "Why is fish so high?"—New England Fish Exchange.

PREVENTING WASTE IN FISH

By salting whatever fish they have unsold each week, fish dealers may greatly aid the Food Administration, declares William K. Beardsley, former manager of the New England Fish Exchange.

"One of the greatest sources of unnecessary waste in the fish business and a very important fact in the retail price of fish is the disposal of the retail dealers' surplus stock," he says.

"The retailer buys as much fish as he thinks he can sell. Frequently, however, he over-estimates and Saturday finds him with considerable unsold fish on hand. Usually such fish is allowed to become unfit for food. This throughout the whole country amounts to a prodigious quantity.

"In selling his fish, the retailer usually charges a margin to cover the cost of fish allowed to spoil.

"By simply splitting the fish, placing them in a hogshead or tub, sprinkling them with salt, and setting them away, this fish can be saved for food purposes. The salted fish make their own brine and will keep indefinitely. The dealer will be protected against loss, and will not have to figure on a large wastage. Every pound of fish landed will thus be made available for food."

EGG STOCKS

Egg Storage Stocks in Ontario (including Toronto), September 1, 1918

	Sept. 1, 1918.	Sept. 1, 1917.
	Cases	Cases
Fresh	3,884	6,700
Storage	116,000	129,970
	119,884	136,670

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

BUTTER is the centre of interest during the week. Government action in commandeering the production of creamery butter in the provinces from Alberta to Quebec, inclusive, came as a surprise, and the trade has hardly had an opportunity to determine what the effects may be. The consumer is also asked to limit the amount he will use.

Creamery butter used will have to be taken from storage stocks, which will mean a reduction in holdings. The demand on dealers having stocks will very likely show a marked increase from outside sources, which have been in the habit of getting a large proportion of their supplies from the local creameries. Margarine sales are very likely to show a marked improvement, too. Prices on this commodity advanced 1c per pound during the week, this change becoming effective prior to Government announcement.

Cheese is again in the limelight in an advance of 2c per pound in prices being paid by the Dairy Produce Commission. This will make the f.o.b. Montreal basis 25c per pound, and quotations to the retailer may be expected to show a similar increase in another couple of weeks.

Poultry receipts show a marked improvement, and dealers are getting ready to store. Prices as a whole are somewhat easier, and the demand continues along very satisfactory levels.

Live hogs were down 25c early in the week, and a drop of another 25c is aimed at. The run showed a decided increase over figures for previous three weeks, and improvement is looked for from now on.

Live Hogs \$20; Dressed Lower

Montreal.

PROVISIONS.—The hog market is easier with liveweight hogs at the abattoirs selling at \$19.75 to \$20 per cwt. The situation is decidedly unsettled; the buyers still trying to pull the market down as they have been striving to do for a couple of weeks. Dressed hogs are selling at \$27.50 to \$28.50. There is a good supply and the demand has improved with colder weather conditions prevailing. The announcement of a decline in the prices for bacon by the British Food Ministry will have its effect here, doubtless, in a lowering of prices. There is a steady but unchanged situation on cured and cooked meats and bacon is in active demand. It would not be surprising to find an easing condition on pork products within the next short while.

Hogs, Dressed—

Abattoir killed, small	27 50	28 50
Do., heavy, 225-275 lbs.	26 00	
Hogs, live	19 75	

Hams—

Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33

Backs—

Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

Bacon—

Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½

Dry Salt Meats—

Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—

Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48

Barrel Pork—

Canadian short cut (bbl.)	\$58 00
Clear fat backs (bbl.)	60 00
Short cut clear pork (bbl.)	58 00
Heavy mess pork (bbl.)	55 00
Bean pork (bbl.)	54 00

Lard Market Firm on Recent Advance

Montreal.

LARD.—The advance of last week has not materially affected the sale of this item and there is a steady improvement in sales. Supplies against this demand are ample at present and the undertone is quite firm.

Lard, pure—

Tierces, 400 lbs., per lb.	0 31¾
Tubs, 60 lbs.	0 32¼
Pails	0 32½
Bricks, 1 lb., per lb.	0 33¾

Market Firm;

Sales Good

Montreal.

SHORTENING.—As with lard, sales are maintained on a good basis with prices also firm but unchanged from those of last week. There is enough to meet requirements of the trade from all points.

Shortening—

Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

Margarine Firm; Demand Better

Montreal.

MARGARINE.—A very firm market obtains here for this butter substitute and there will continue to be an improvement in sales. This applies to city and country business as well. Stocks are in very good shape and the retail trade will be less inclined to carry the small stocks that have served to suffice their summer's needs. Best grades are selling at 34c.

Margarine—

Prints, according to quality, lb.	0 30	0 32	0 34
Tubs, according to quality, lb.	0 29	0 31	0 33

Creamery Butter 50c; Dairy Grade Up

Montreal.

BUTTER.—Another advance of two cents has brought creamery butter to 50c per pound. The advance also applies to dairy butter, prints selling wholesale at 42c and solids at 41c. Just when the advancing market will rest is a question now of absorbing interest in the trade. It is evident that the Dairy Produce Commission is not anxious to let it be known what butter has gone overseas, and in view of this there has been much speculation as to the situation regarding the actual amount that has been absorbed all around. As showing the strong position of the market elsewhere it might be cited that early this week best creamery butter sold in New York in wholesale jobbing way at 63c. The announcement just made from Ottawa to the effect that all creamery butter will be commandeered until after November 9th for shipment to Great Britain will probably have the immediate effect of again advancing markets, but it is expected that there will be less inclination to sharp and considerable advances, owing to the fact that stocks in hand will not now be exported.

Butter—

Creamery prints (fresh made)	0 50
Creamery solids (fresh made)	0 49
Dairy prints, choice	0 42
Dairy, in tubs, choice	0 41

Large Cheese 24c; Good Movement

Montreal.

CHEESE.—Large size cheese is on a 24c basis now, this being half a cent advance over prevailing quotations for several weeks past. There is a better demand for cheese than usually obtains in the early fall season and the consumptive demand is thought to be better through the activity in munition plants, many workers using cheese as an important part of the noon-day lunch. Higher prices are being paid by the buyers at country points and this has had

the effect of making a firmer local price basis. The price at buying points averaged around 22½c per pound. Comparative receipts here for the period of May 1, 1917, to Sept. 29, 1917, show 1,436,766 packages as against 1,391,888 packages to Sept. 28 this year.

Cheese—	
Large, per lb.	0 24
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Eggs Decidedly Firm; Using Storage Stock

Montreal.

EGGS.—At the advances of last week sales are steadily maintained. There was no actual change from the revised prices published in CANADIAN GROCER last week. In view of the fact that receipts are so small, due to unfavorable weather conditions and moulting of flocks, dealers have had to tap their storage stocks and these are really supplying most of the present demand. It is also stated that supplies of new-laid coming to hand are not in the best condition. Another factor has been that of the reported sale by Ontario and Western buyers of large lots for export account. With consumptive selling markets so favorable there is little to indicate any but a rising market.

Eggs—	
New laids	0 60
Selects	0 53
No. 1	0 49
No. 2	0 47

Plenty Poultry Coming of Fair Grade

Montreal.

POULTRY.—There is much more poultry coming to hand than for a long time and the only complaint dealers have to make is that its condition might be greatly improved. It appears that farmers in many districts are anxious to market their flocks early, rather than to hold them over. Markets are without change and with consumption continuing heavy there will not be as great probability of prices being reduced, with the increase in receipts large, as there would otherwise be.

Ducks	
Brome Lake	0 45-0 47
Young Domestic	0 28-0 32
Broilers, 3 to 4 lbs., pair	0 28-0 29
Turkeys (old toms), lb.	0 28-0 38
Turkeys (young)	0 40
Geese	0 30
Old fowls	0 26-0 28

Labrador Salmon Higher; Sea Trout

Montreal.

FISH.—Some surprise was occasioned because of an advance this week in the price of Labrador salmon and sea trout. Better demand has been responsible for this, for it is stated that production has been up to normal. There is not as much fish as some would like to see and this

scarcity is attributable to recent severe storms and also to the greater care fishermen have been exercising in fishing near the submarine zones. Codfish markets are not so strong as they were and there is a probability of a reaction in prices.

The shell oyster season opens this week with prices high. The crop is expected to be just fair. It is stated that the capacity to produce shell oysters is very limited, but that there are many acres of suitable producing grounds.

Lake fish are in better supply and in good shape, but prices are high. Shrimps and scallops are not plentiful and are selling at high figures.

SMOKED FISH.

Haddies (fresh cured)	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	0 15	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbis.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	6 00	
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	
Salmon (B.C. Red)	26 00	
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbis.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	
Green Cod (large bbl.)	22 00	
Mackerel, No. 1, per bbl.	32 00	
Mackerel (½ bbl.)	16 50	
Codfish (skinless), 100-lb. box	16 00	
Codfish, 2-lb. blocks (24-lb. case)	0 18	
Codfish (skinless), blks. "Ivory" Brand, lb.	0 16	
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box	2 50	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbis.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 18	0 18
Cod, dry (bundles)	16 00	

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	0 60	
Prawns, lb.	0 40	
Shrimps, lb.	0 38	
Scallops, per gallon	4 00	
Oysters—		
Ordinary, No. 1, gal.	2 75	
Cape Cod shell oysters, bbl.	16 00	
5 gal. (wine) cans	13 75	
1 gal. (wine) cans	2 60	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	9 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	4 00	
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 12	0 12
Dorset	0 15	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	0 45	
Pike	0 12	0 13
B.C. Salmon	0 25	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 09	0 09

Western Halibut	0 24	0 25
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)	0 25	0 25
Flounders	0 07	0 10
Perch	0 09	0 09
Bullheads	0 12	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	0 15	0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	0 25

Live Hogs Decline; Meats Firm

Toronto.

PROVISIONS.—A decline of 25c early in the week in the price of live hogs with the expectation of a further drop of at least 25c features the situation this week. Monday showed a very good run—in fact a heavy one when compared with the shipments of the past two or three weeks. The basis of \$19.25 per cwt. fed and watered is being quoted—\$19.00 may be reached.

Hams and backs are still a scarce article. Breakfast bacon shows a little firmer tone and roast hams and roast shoulders are both up a couple of cents per pound. The demand for the various items on the list is along very satisfactory lines and the trade generally being pretty well taken care of. Range of quotations for the week follows:

Hams—		
Medium	0 38 0 39	
Large, per lb.	0 34 0 35	
Backs—		
Plain	0 45 0 47	
Trimmed, with rib in	0 47	
Boneless, per lb.	0 50 0 52	
Bacon—		
Breakfast, per lb.	0 41 0 46	
Roll, per lb.	0 35 0 36	
Wiltshire (smoked sides), lb.	0 37½ 0 40	
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 32	
Do., aver. 70-100, lb.	0 29½	
Fat backs	0 32½ 0 34	
Cooked Meats—		
Hams, boiled, per lb.	0 53 0 55	
Hams, roast, without dressing, per lb.	0 53 0 55	
Shoulders, roast, without dress- ing, per lb.	0 50 0 52	
Barrel Pork—		
Mess pork 200 lbs.	50 00 54 00	
Short cut backs, bbl., 100 lbs.	58 00 60 00	
Pickled rolls, bbl., 200 lbs.	56 00 61 00	
Hogs—		
Dressed, 70-100 lbs. weight	29 00	
Live, off cars	19 50	
Live, fed and watered	19 25	
Live, f.o.b.	18 50	

Orders Coming Along Freely; Firm

Toronto.

LARD.—The volume of business being handled shows a heavy increase, and dealers intimate that supplies are none too great. The prices during the week show no change but the undertone is decidedly firm.

Lard, pure, tierces, 400 lbs., lb.	\$0 31	\$0 32½
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.		

Shortening Very Firm; Good Demand

Toronto.

SHORTENING.—The market rules

with a very firm undertone and the feeling prevails that any change in price made will be in an upward direction, though sharp advances are not looked for. Supplies are very fair and the trading interest good.

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

Margarine Goes Up 1c Pound

Toronto.

MARGARINE.—Higher prices have been named in some quarters on margarine, the No. 1 prints now being quoted at from 33 to 34c per pound. This provides for a 1c jump and will, it is thought, be general within another few days. Importations continue to come through from the States in fair volume and as yet the trade is unwilling to commit themselves on what the future may have in store for them. In taking over 60 per cent. of the storage stocks of the butter in the United States the government automatically throws the demand over on to butter substitutes, and whether this will increase in volume to such an extent that the ingredients will be held for their own consumption is still a matter of conjecture. The Canadian government in commandeering make of creamery butter for next 30 days have also taken a step which will influence sales of margarine to a great extent.

Margarine—

1-lb. prints, No. 1	\$0 32	\$0 34
Do., No. 2	0 30	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb.	less than prints.	

Government Takes Creamery Butter

Toronto.

BUTTER.—Interest in the trade during the week centres in the government action in commandeering the make of creamery butter during the next thirty days. The demand will turn largely to dairy butter and margarine, it is thought. Latest government reports indicate a heavy surplus of butter in storage but this will very likely be materially reduced under the present arrangement before the month is up. Nominally quotations range as follows:

Creamery prints (fresh made)	0 48	0 50
Creamery solids (fresh made)	0 47	0 49
Dairy prints, fresh separator, lb.	0 43	0 45
Dairy prints, No. 1, lb.	0 41	0 43

Eggs Very Firm; Production Smaller

Toronto.

EGGS.—Fresh eggs are not coming along very freely and dealers are working on storage stocks. This provides a very firm undertone to the market, though quotations remain steadily at figures ruling during the past week. Storage eggs are quoted at 50c to 51c per dozen.

Eggs—

New-laid, in cartons, doz.	0 58	0 59
Do., No. 1, doz.	0 50	0 52
Do., splits and No. 2, doz.	0 43	0 45
Do., storage, doz.	0 50	0 51
Do., splits and No. 2, doz.	0 43	0 45

Cheese Prices Make Advance

Toronto.

CHEESE.—The Dairy Produce Commission announces that all cheese purchases from the factories after Monday, September 30 will be paid for at twenty-five cents per pound for No. 1 grade f.o.b. Montreal, being an advance of two cents per pound over the price paid since the beginning of the present season. No change in prices to the trade has yet been made but another week or two will see this change effective. A splendid demand is in evidence for this product. As a matter of fact some sources indicate that they are unable to secure sufficient from the factories to take care of the orders they have on hand. Prices have held firm and there is no indication of any change being made.

Cheese—

New, large	0 23 1/2	0 24
Stilton (new)	0 26	0 27
Twins, 1/4c lb. higher than large cheese.	Triplets 1/2c lb. higher than large cheese.	

Poultry Supplies Better; Lower Prices

Toronto.

POULTRY.—Lower prices have again been reached on some lines of poultry. In the case of spring chickens this amounts to about 2c per pound. The receipts during the week have shown up much better than for a long period past, and if the present volume continues, storage will be in full swing within the next week or ten days. The range of quotations which are being paid and quoted to the retail trade are as follows:

	Prices paid by commission men at Toronto:	
	Live	Dressed
Ducks	\$0 16-50	\$.....
Ducklings	0 20-	.....
Turkeys	0 25-0 28	.....
Roosters	0 18-0 20	.....
Hens, over 4 lbs.	0 26-0 28	.....
Hens, under 4 lbs.	0 20-0 22	.....
Chickens, Spring, 2 lbs. or over	0 26-0 28	.....
Squabs, dozen	4 50	.....
Prices quoted to retail trade:		
		Dressed
Hens, light	.....	0 33
Do., heavy	0 35	0 37
Chickens, spring	0 37	0 39
Ducklings	0 30	0 33
Turkeys	0 36	0 40

GOOD SUPPLIES OF FISH EXPECTED

Toronto.

FISH.—Dealers are figuring on a good supply of fresh fish this week. It is also noticeable that a wider range of frozen stock is being offered. In the fresh sea fish steak cod has advanced 1 1/2c per pound. Lake herring are also higher in some quarters, being quoted at from 12 to 12 1/2c dressed. Lake trout are up 1c per pound, being quoted at from 16 to 17c. Finnan Haddie are quoted at 15c per pound. The complete range now available along with prices prevailing on same are as follows:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Do., Scrod, lb.	0 08	0 08 1/2
Flounders, lb.	0 10	0 11
Flukes	0 15	.....
Gaspereau, lb.	0 08	0 08 1/2

Halibut, medium, lb.	0 22 1/2	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large	0 21 1/2	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10 1/2	0 11
Do., Scrod, lb.	0 08	0 08 1/2
Herring, lb.	0 08 1/2	0 09
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 15	0 15 1/2
Tomcods, lb.	0 05	0 05 1/2

FRESH LAKE FISH		
Herring, dressed, lb.	0 11	0 12 1/2
Trout, lb.	0 16	0 17
Whitefish, lb.	0 16	0 17

SMOKED FISH		
Ciscos, lb.	.....	0 18
Haddies, box	.....	2 50
Do., fillets, lb.	.....	0 18
Do., Finnan, lb.	.....	0 14
Herring, Kippered, box	.....	2 75
Shrimps, can	.....	1 75

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

FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06 1/2
Pike, round, lb.	0 09	0 09 1/2
Tulibeas, lb.	0 09	0 09 1/2
Whitefish, lb.	0 15	0 15 1/2
Bloaters, 50 Count, box	.....	2 25
Haddies, Chicken, lb.	.....	0 12
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	.....	0 15
Herring, Kippered, lox	1 75	2 25

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

B. C. MAY BE LARGE FACTOR

(Continued from page 56)

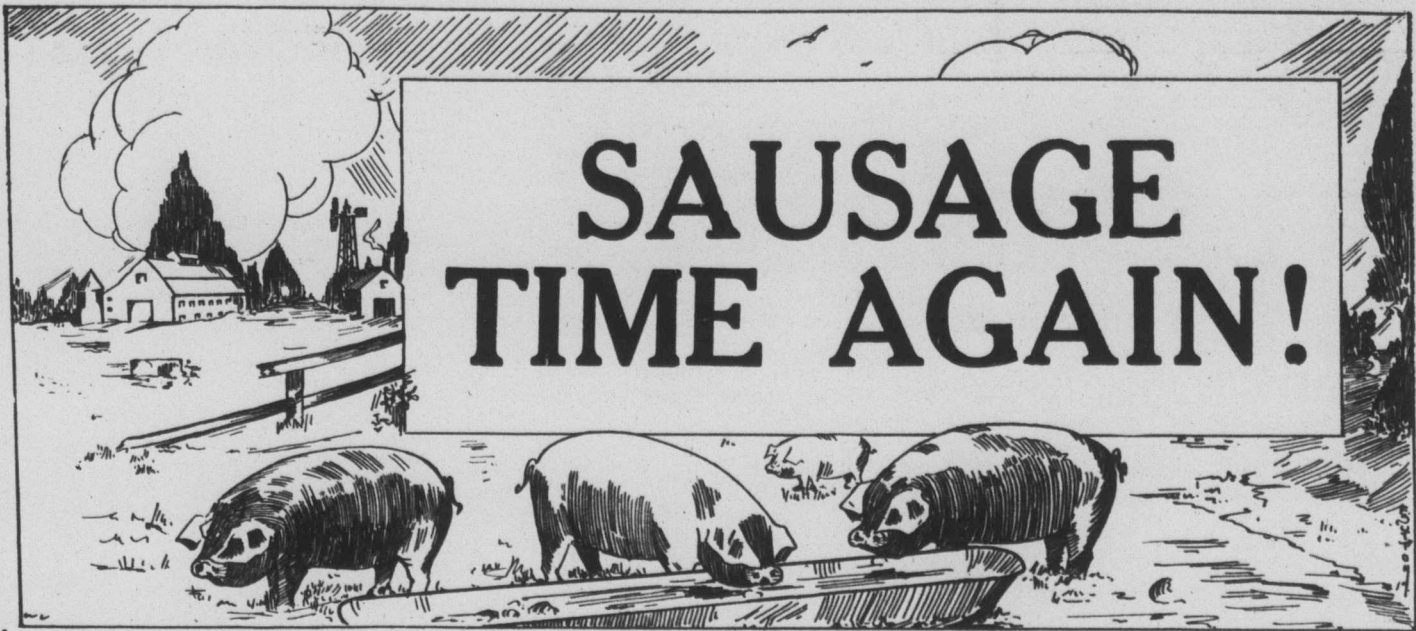
Increased Pack of Herring and Pilchards

Speaking of canned herring, he stated that last year was the first year that these had been canned to any extent, quite a few thousand cases having been put up for export trade. The canners were preparing to increase their pack to take care of the big demand for export, and to take the place of salmon in Canada and the United States.

Another line being packed extensively this year was pilchards, which belong to the sardine family. Those being caught in the Pacific were of large size, and delicious. They were packed, he said, in No. 1 tall salmon cans, and the price compared with other fish was very low. He believed they should become very popular with Canadians.

LARGE STORAGE PLANT IN NEW-FOUNDLAND

The Reid-Newfoundland Company has taken the lead in the erection of a large cold storage plant in St. Johns, Newfoundland, with a present capacity of 12,000,000 lbs. of fish, and that it was the intention to increase that capacity to 50,000,000 lbs., making one of the finest in the world.



SAUSAGE TIME AGAIN!

Taste the Good Taste Yourself!

*Realise the goodness that has won for "Jersey Farm Sausage" such wide popularity.
Then cash in on this big Advertising Campaign.*

SAUSAGE season is just opening up!

Already the demand for "Jersey Farm Sausage" is in full swing.

Our advertising in the street cars has "put the name across."

Now a tremendous advertising campaign is being launched in the newspapers. Not a flash-in-the-pan campaign but big space in the big Toronto papers—day in and day out, right on through the sausage-selling season.

It's going to create a bigger demand for "Jersey Farm Sausage" than we have ever known before.

But we're not asking you to handle "Jersey Farm Sausage"—not even a 5-lb. carton—until you have proved their merit yourself.

Try them. Taste the good taste. Enjoy their appetizing goodness. Prove for yourself that it is more than mere selling and advertising that has made "Jersey Farm Sausage" so popular in Toronto's biggest hotels, clubs and cafes—as well as in thousands of Toronto's homes.

Then sell them—cash in on our big advertising campaign. We know "Jersey Farm Sausage" will appeal to you—we wouldn't have you sell them unless they did.

Phone Adelaide 3470-1 and the "Jersey Farm Sausage" man will call next trip.

MACIVER BROS. COMPANY

Keating St., Toronto



**Give Davies Pure Lard a prominent place
in your store—and watch the result**

YOU will find it creates a "rolling snowball" demand—a demand that grows bigger all the time.

It's just *pure lard*—nothing but extra-fine purified pork fat, scientifically processed and rendered, with nothing added and with every undesirable characteristic taken away.

The result—a pure, white, smooth lard of even texture—a lard which never fails to give the utmost satisfaction wherever it is used.

This is a product it will pay you to sell, because, being a quality line it not only establishes a good reputation for the dealer, but ensures a constant run of *repeat orders* gratifying alike to the merchant and to us.

If you haven't tried *Davies Pure Lard* we suggest you order a trial shipment right away—either through our Traveller when he calls—or by mail.

For family use Davies Pure Lard is put up in 1 lb. Sanitary Cartons and 3 lb., 5 lb. and 10 lb. Blue and Gold Pails

THE DAVIES COMPANY LIMITED

MONTREAL

TORONTO

HAMILTON

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

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



Your customers will appreciate a sensible and delicious meat substitute like

“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.



Pronounce It
“Real Egg”

An aptly named egg substitute that gives as good baking results as fresh eggs at a fraction of the cost.

An egg substitute you can heartily recommend.

In four different sizes as shown.

Send for a trial order.

RELEG CO. Regd.
Quebec, Canada

RICE FLOUR

THE QUALITY
SUBSTITUTE

Mount Royal Milling
& Mfg. Co., Limited
Montreal, Que. Victoria, B.C.

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



Brunswick Brand Lines have Popularized Canadian Sea Foods Everywhere

“Deliciously different” best describes the appetizing goodness of every Brunswick Brand Product. Ideally located fishing grounds enable us to secure the very choicest of the season’s catch.

Every precaution is taken in the processing and packing to make Brunswick Brand Sea Foods leading in their respective classes. That their quality is keenly appreciated everywhere can be judged from the daily increasing demand.

See what “Connors” lines you are short, Mr. Dealer, and order from this list:

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

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



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

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who **EVER** got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited HAMILTON, ONTARIO

TORONTO—114 York St., Near King
MONTREAL D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory, Leamington, Ont. Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

- | | |
|--------------|------------------------------|
| Halifax | John Tobin & Co. |
| St. John | Baird & Peters |
| Quebec | J. B. Renaud & Co. |
| Ottawa | Provost & Allard. |
| Winnipeg | The Codville Co., Ltd. |
| Edmonton | The A. Macdonald Co. |
| Lethbridge | The A. Macdonald Co. |
| Calgary | Simington Co., Ltd. |
| Fernie, B.C. | Western Canada Wholesale Co. |
| Moose Jaw | The Codville Co., Ltd. |
| Saskatoon | The Codville Co., Ltd. |
| Vancouver | Kelly, Douglas & Co. |
| Victoria | Kelly, Douglas & Co. |

Only Half Quantity Needed

SHIRRIFF'S True Vanilla is true—pure—aged for a year, from the finest vanilla beans the world over—those grown in Mexico. Only half quantity need be used as compared with ordinary "vanilla extracts."

Shirriff's True Vanilla

as a result of these sincerity features represents a hundred per cent. quality; it is also full strength; it is



**50%
Stronger Than
Government
Requirements**

You can sell Shirriff's True Vanilla, the most delicious, strongest extract. Put your faith in Shirriff's. Write us.

**Imperial Extract Co.
Toronto**

Canada Food Board License No. 14-91

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

BAKING POWDER
ROYAL BAKING POWDER

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

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

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

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.
CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

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

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.). \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68

5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

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

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

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

(Unsweetened Chocolate)

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

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

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

6c. LINES

Toronto Prices

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

10c LINES

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

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

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

Because your customer never knew she got it.

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

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



**"MADE
IN
CANADA"**

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

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

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

**DAYTON
Automatic Scale**

Made in many varieties to suit different purposes.

Illustration shows Dayton Computing Scale No. 251, with Reflector

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

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

DAYTON AUTOMATIC SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-President and General Manager

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

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

The Story of War Under the Earth

coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase

of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD.

are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, \$2.00 per Year.

Now on Sale at all News Dealers

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

"THISTLE BRAND" TUNNY FISH (REGISTERED)

Packed and guaranteed only by

THE THISTLE CANNING & CURING CO., ST. MARY'S BAY, N.S.

ATLANTIC "TUNNY FISH" are as much superior to Pacific Coast
Tuna as Atlantic Salmon.

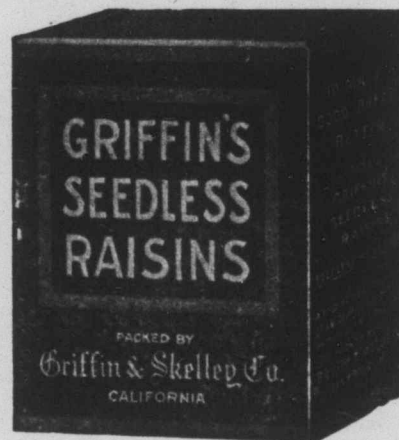
RICH—PALATABLE—NUTRITIOUS

Packed in Half Pound Tins Only. *Full Weight.* Cases Four Dozen Each.

SOLE AGENTS:

Arthur P. Tippet & Co., Montreal

All the Goodness of California's sunshine
is contained in a package of



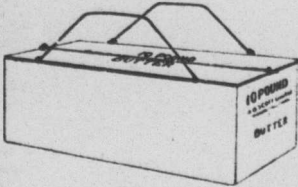
Griffin's Seedless Raisins

Recommend them to your customers

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a con-
tainer as farmers, motor-
ists and visitors to the
country will thoroughly ap-
prove of.
Can be had in the following
sizes: 3, 5, 10, 20, 30 and
45 lb. sizes.
You can win good extra
business and extra profits
by showing a little display
of these Butter Boxes in
your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable prepara-
tion for Cleaning and Polishing Cutlery,
etc.

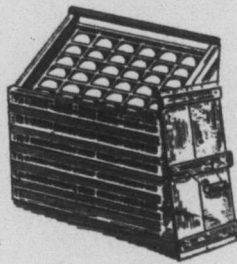
John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

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

We always have a few carloads of
2's and 2 1/2's

CANNING SHOOKS ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited
OTTAWA, ONTARIO

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES DEL MONTE BRAND
Size—
2 1/2-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can
YUBA BRAND
2 1/2-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

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

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

CONDENSED COFFEE
Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25
CARNATION MILK PRODUCTS CO., LTD.
All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

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

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

Cooked Tripe—1s. \$2.45; 2s. \$4.45.
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.
Stewed Kidney—1s. \$4.45; 2s. \$8.95.
Mince Collops—1/2s. \$1.95; 1s. \$3.75;
2s. \$6.95.
Sausage Meat—1s. \$4.2s. \$7.75.
Corn Beef Hash — 1/2s. \$1.95; 1s.
\$3.70; 2s. \$5.45.
Beef Steak and Onions—1/2s. \$2.90;
1s. \$4.45; 2s. \$8.45.
Jellied Hocks—2s. \$9.95; 6s. \$29.80;
Irish Stew—1s. \$3.45; 2s. \$6.75.
Cambridge Sausage—1s. \$4.45; 2s.
\$8.45.
Boneless Chicken — 1/2s. \$5.90; 1s.
\$8.95.
Boneless Turkey — 1/2s. \$5.90; 1s.
\$8.95.
Ox Tongue—1/2s. \$3.85; 1s. \$7.95;
1 1/2s. \$12.45; 2s. \$15.95; 2 1/2s.
\$17.50; 3 1/2s. \$27; 6s. \$45.
Lunch Tongue—1/2s. \$3.45; 1s. \$6.75;
2s. \$15.50.
Tongue Lunch—1s. \$6.75.
Beef Suet—1s. \$4.90; 2s. \$8.50.
Mince Meat (Tins)—1s. \$2.95; 2s.
\$4.45; 5s. \$12.95.
Mince Meat (Bulk)—5s. 23c; 10s.
22c; 25s. 21c; 50s. 20c; 85s. 20c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s. \$1.75; 2s. \$2.55; 3s. \$3.85.
With Plain Sauce—Ind., \$1; 1s.
\$1.65; 2s. \$2.40; 3s. \$3.40.
Chateau Brand Concentrated Soups
—Celery, 1s. \$1.25; Consommé,
1s. \$1.25; Green Peas, 1s. \$1.25;
Julienne, 1s. \$1.25; Mulligatawny,
1s. \$1.25; Mutton Broth, 1s. \$1.25;
Ox Tail, 1s. \$1.25; Pea, 1s. \$1.25;
Scotch Broth, 1s. \$1.25; Veget-
table, 1s. \$1.25; Chicken, 1s.
\$1.65; Mock Turtle, 1s. \$1.65; To-
mato, 1s. \$1.65; Vermicelli To-
mato, 1s. \$1.35; Assorted, 1s.
\$1.35; Soups and Bouilli, 1s.
\$12.50.
Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s.
\$1.25; 1 1/2s. \$1.90; 2s. \$2.30; 3s.
flats, \$2.95; 3s. talls, \$3.35; 6s.
\$12; 12s. \$20.
Plain Sauce, Pink Label—Ind.,
85c; 1s. \$1.15; 1 1/2s. \$1.65; 2s.
\$1.95; 3s (flats), \$2.50; 3s (talls),
\$2.95; 6s. \$10; 12s. \$18.
Chili Sauce (red and gold label)—
Ind., 95c; 1s. \$1.25; 1 1/2s. \$1.90;
2s. \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and To-
mato Sauce—2s. \$2.25.
Sliced Smoked Beef—1/2s. \$2.35; 1s.
\$3.45; 4s. \$24.
Canadian Boiled Dinner—1s. \$2.45;
2s. \$5.95.
Army Rations—Beef and Vegetables,
1s. \$3.45; 2s. \$5.95.
Spaghetti with Tomato Sauce with
Cheese—1/2s. \$1.85; 1s. \$2.50; 2s.
\$4.30.
Tongue, Ham and Veal Pates—1/2s.
\$2.25.
Ham and Veal Pates—1/2s. \$2.25.
Smoked Vienna Style Sausage—1/2s.
\$2.45.
Pate De Foie—1/4s. 75c; 1/2s. \$1.40.
Plum Pudding—1/2s. \$2.45.
Potted Beef Ham—1/4s. 75c; 1/2s.
\$1.40.
Beef—1/4s. 75c; 1/2s. \$1.40.
Potted Tongue—1/4s. 75c; 1/2s. \$1.40.
Potted Game (Venison)—1/4s. 75c.
Potted Veal—1/4s. 75c; 1/2s. \$1.40.
Potted Meats (Assorted)—1/4s. 80c;
1/2s. \$1.45.
Deville Beef Ham—1/4s. 75c; 1/2s.
\$1.40. Beef—1/4s. 75c; 1/2s. \$1.40.
Deville Tongue—1/4s. 75c; 1/2s.
\$1.40. Veal—1/4s. 75c; 1/2s. \$1.40.
Deville Meats (Assorted)—1/4s. 80c.
1/2s. \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottle.
\$10; 10 oz., \$5.
Ox Tongue — 1 1/2s. \$14.50; 2s.
\$17.50.
Lunch Tongue—1s. \$9.95.
Sliced Smoked Beef — 1/4s. \$1.75;
1/2s. \$2.85; 1s. \$4.15.
Mincemeat—1s. \$3.45.
Potted Chicken—1/4s. \$2.85.
Ham—1/4s. \$2.35.
Tongue—1/4s. \$2.35.
Venison—1/4s. \$2.35.
Chicken Breast—1/2s. \$9.95.
Tomato Ketchup—8s. \$2.25; 12s.
\$2.80; 16s. \$3.50.
Peanut Butter—1/4s. \$1.45; 1/2s.
\$1.95; 1s. \$2.45; in pails, 5s. 35c;
12s. 31c; 24s. 30c; 50s. 30c.

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

H.P. SAUCE

Stands Alone

Strikingly advertised, H.P. is known throughout the world as the most appetizing sauce — a blend of Oriental fruits and spices and Pure Malt Vinegar.

Wherever sold, it attracts a ready custom, and gives impetus to trade.



When you say "Gold Dust," does anyone ever ask, "What is it?"



MADE IN CANADA



Let the GOLD DUST TWINS do your work.

THE H.K. FAIRBANK COMPANY LIMITED MONTREAL

Furnivall's

FINE FRUIT

PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, H. J. Sykes, 735 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Suggest Furnivall's with the certain assurance that Furnivall quality will satisfy the most critical.

Ask your wholesaler to supply you with the New Season's Pack.

FURNIVALL-NEW, Limited
Hamilton, Canada

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

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST,

and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,
143-153 University Avenue, Toronto.

Send $\frac{mc}{us}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{enclosed}{to\ be\ remitted}$

(Signed)

C.G.

SMOKED FISH

With these snappy days a nice

Haddie, Bloater or Kipper

would just suit the taste and incidentally the pocket-book of any customer.

We are ready for business now with a full line of Smoked, Dried and Frozen Fish.

'Phone Fish Dept. M6568

WHITE & CO., LTD.

Front and Church Streets
TORONTO

Canada Food Board License No. 277

New Cranberries
Sweet Potatoes
Cuban Grape Fruit
Canadian Onions
California Oranges
Verdelli Lemons
Local Fruits
Peaches, Grapes,
Plums and Pears

We solicit your orders for any of the above lines, knowing that we can give you satisfaction.

McBRIDE BROS.

35 Church Street, Toronto

CANADIAN FRUITS

PEACHES ELBERTAS

Fine Quality on Now. Crop Short, will soon be over. We have cars arriving daily. Order Now.

Also

Pears, Plums, Grapes,
Tomatoes and all other Vegetables.

Foreign Fruits
Oranges, Lemons,
Grape Fruit and Bananas

The House of Quality.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

GRAPES

This will be the last week for Niagara fruit. We expect to receive some of the season's best. California Tokays, in crates — delicious table fruit.

PEARS

Oregon Howells in boxes. Beautiful color. Finest eating quality. Domestic Howells and other preserving varieties.

APPLES

The season is here when you will need to provide for your winter supply. We have secured some of the best orchards in Ontario.

Will also have supplies of Nova Scotia in barrels, and B. C. and Washington apples in boxes. Get in touch with us now. This is the time to buy.

Oranges, Lemons, Grape Fruit—fresh arrivals. Extra fancy quality.

SWEET POTATOES, CRANBERRIES

Now seasonable.

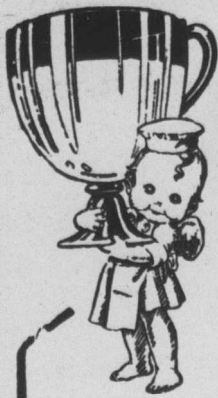
DOMESTIC VEGETABLES

We buy or sell in carload quantities. Mail us list of your offerings or your requirements. Get our prices.

DUNCANS LIMITED

NORTH BAY, ONT.

Food Control License No. 151.



Custard that compels custom

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

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

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

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

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

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



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Purity

TABLE SALT



In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT.



BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



JARS AND BUTTER CROCKS

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

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

BARRELS

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

Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

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

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

GOVERNMENT RESERVATION SALMON AND TOMATOES, 1918 PACK

Latest prices issued by the U.S. Food Administration show the following modifications in recent Government Reservation of salmon, 1918 pack. The figures now given out show the following percentages:

80 per cent. Tall and Flat Alaska Reds, No. 1. 60 per cent. Tall and Flat Pinks, No. 1. 60 per cent. Tall and Flat Alaska Chums, No. 1. 100 per cent. all sizes Puget Sound, A Sockeyes.

All Medium Reds, Cohoes, and silversides are released except such quantities as are already designated to be held by the Government.

Tomatoes—the Government reserves 45 per cent. of the total 1918 pack of all grades. Delivery should be of standard grade. If packer does not have sufficient quantity of standard, he should make adjustment with buyer before tendering other grades.

These figures will illustrate what the Food Administration in the United States is doing to take care of the requirements of the army and navy. In regard to salmon the Dominion Government has taken almost the same action in regard to the 1918 pack, and whereas definite information is not available, it is expected that the biggest portion of this year's pack will go through Government hands. As far as can be learned, no action has been taken in reference to tomatoes. However, the Dominion Government follows the U.S. Government in many regulations, and their actions taking 45 per cent. of the Tomato pack may indicate some similar action here.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

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

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal
Telephones: Uptown 4620-4621. Night Up, 1980

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

**FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER**

C. A. MANN & CO.

LONDON, Ontario
"Canada Food Board License No. 7-078"

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

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

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1843, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

EXPERIENCED GROCERY CLERK WANTED for general store in Saskatchewan. State salary and experience in first letter. Matthewson Bros., Strassburg, Sask.

I WILL BUY OR SELL ON YOUR BEHALF any goods suitable for good class grocers in England. Write me. Wilson, Dryland House, Buxton, England.

WANTED—FIFTY-GALLON BOWSER OIL tank. State lowest cash price. Box 758, Lindsay, Ontario.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

AN EXPERIENCED MAN TO TAKE CARE of horse and do delivering and outside work around General Store and to fill in time in store. Apply with reference, stating experience and salary expected. Lewis Bros., Richmond, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

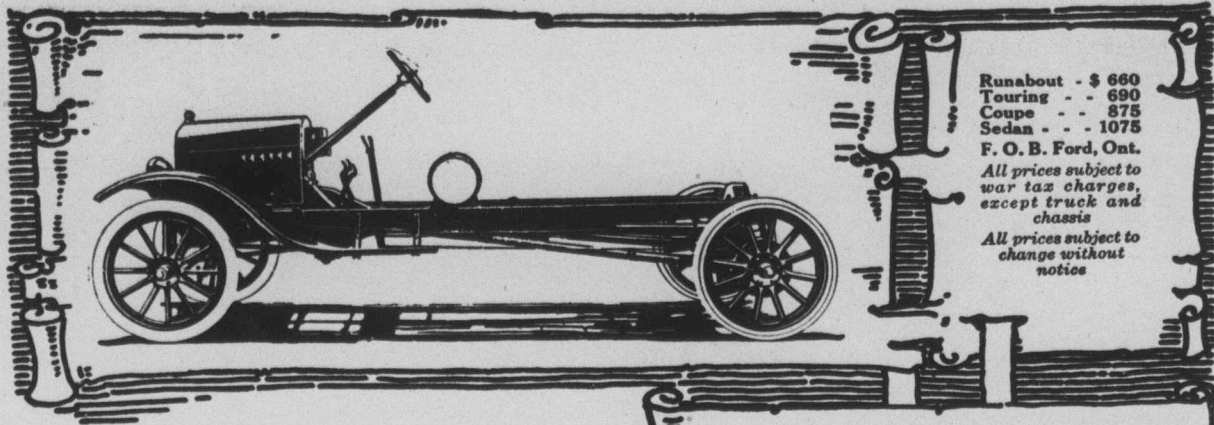
ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **CANADIAN GROCER** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in **CANADIAN GROCER**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

FOR SALE—GROCERY AND MEAT BUSINESS in Western Ontario City, centrally situated. Established over thirty-five years ago; both country and city trade, turnover about \$20,000 yearly. Stock about \$2,000. Ill health reason for selling; must go south for winter. Apply Box 442, Canadian Grocer, Toronto.

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.





Runabout - \$ 660
 Touring - - 690
 Coupe - - 875
 Sedan - - 1075

F. O. B. Ford, Ont.

All prices subject to war tax charges, except truck and chassis

All prices subject to change without notice

More Satisfied Customers and Increased Profits

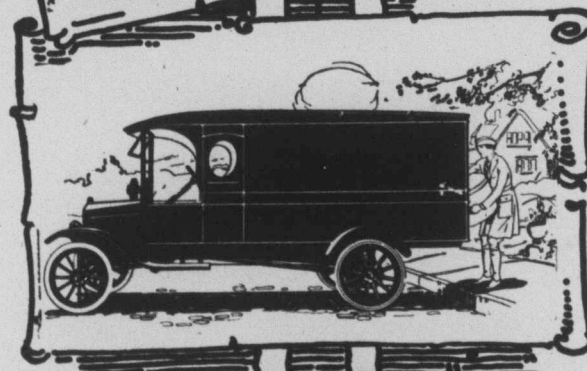
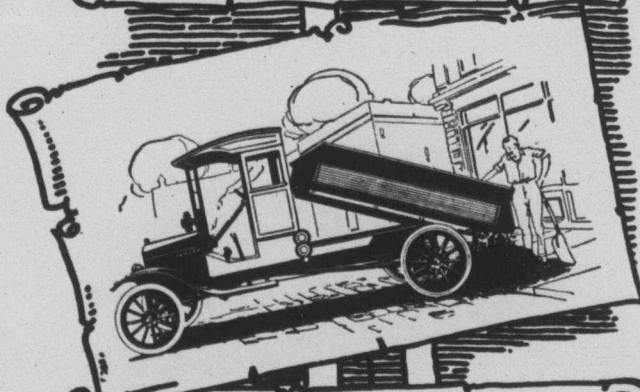
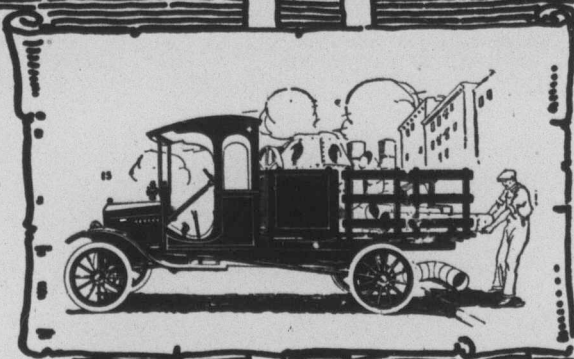
MANY storekeepers extend their business by taking advantage of the uses to which a motor truck can be put.

Those who use the horse and wagon for delivery are restricted to a limited area. But the merchant who owns a truck can cover many times the area possible by horse and wagon. He is able to increase his list of customers without interfering with the service he renders nearby customers. A rural delivery route can be added or lengthened. His loads can be increased. His service is improved while his costs are reduced.

The Ford One-Ton Truck Chassis fitted with a stake, express, or closed body will fill every requirement of the merchant. The Ford Truck is of service in all weathers.

Price (chassis only) \$750

F. O. B. Ford, Ontario



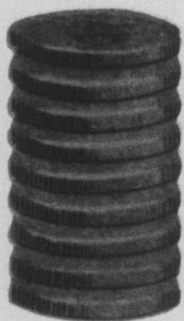
FORD MOTOR COMPANY OF CANADA, LIMITED
 FORD . . . ONTARIO

It is easy to figure
out the profits on

Coca-Cola

By way of illustration we direct your attention to the comparative sizes of Selling Price, Cost and Profit shown below—an example of one day's business in bottled Coca-Cola.

Don't you think such a line is worth connecting with?



SELLING
PRICE—



COST—



PROFIT—



Everybody knows Coca-Cola and everybody wants it because it is "the most refreshing drink in the world."

WILL YOU HAVE IT—WHEN THEY
CALL?

The Coca-Cola Company.

WINNIPEG
