

Featuring British Columbia and London, Ont. Articles

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 5, 1919

No. 36

The Finest
Product of
the Corn

CROWN BRAND CORN PURE SYRUP

The Standard of
Quality

For
Cooking,
Pancakes,
Candy Making,
All Table Uses.



THE CANADA STARCH CO., Limited,
MONTREAL.

237

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



COWAN'S
MAPLE BUDS
CHILDREN LOVE THEM

Bordens EAGLE BRAND

A Quality Product linked with
Quality Advertising, resulting in
Quantity Sales.

A display of Borden's Eagle Brand will pay.
Here are three purposes for which you can re-
commend Eagle Brand.

For use in tea and coffee.

For use in cooking.

As an ideal infants' food.

All three uses are backed by the biggest, strongest advertis-
ing campaign in the Borden history. Cash in on it by using
window displays and other advertising matter furnished free.
Write us.



Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office:

No. 2 Arcade Bldg.

Vancouver, B.C.

Direct from the Beautiful Apple Orchards
of the Annapolis Valley

“Evangeline”

Brand

Apple Cyder

THE BEST BEVERAGE OF ALL

Delicious, Healthful, Refreshing

In Kegs of 10, 15, 20 or 30 Gallons
or in Crown Pint Bottles

CLEAR, SPARKLING LIKE CHAMPAGNE

This real apple cyder is of the very finest possible quality and is absolutely reliable as to alcoholic strength. It is manufactured and refined by the English process and retains all the delightful flavor and aroma of the Nova Scotian apples.

Annapolis Valley Cyder Co., Ltd.
Bridgetown, N.S.

Manufacturers of Pure Apple Cyder and Cyder Vinegar



CLARK'S PREPARED FOODS



The Popular
Made in Canada
**Food
Specialties**



- | | | |
|--|-------------------|---------------|
| Pork and Beans | Corned Beef | Ox Tongues |
| Beefsteak and Onions | Cambridge Sausage | |
| Boneless Pigs Feet | Potted Meats | English Brawn |
| Concentrated Soups | Tomato Ketchup | |
| Sliced Smoked Beef | Stewed Kidneys | Loaf Meats |
| Spaghetti with Tomato Sauce and Cheese, etc. | | |

Buy Canadian Goods

Keep Canadians Busy

W. Clark, Limited

Montreal

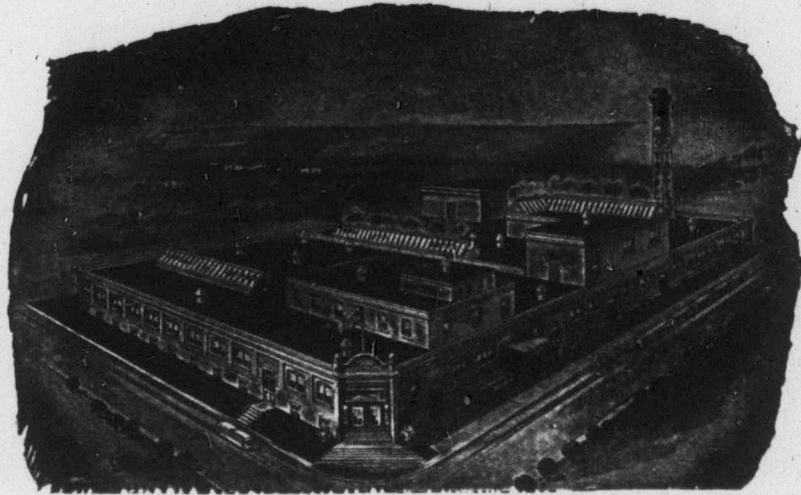


WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



Story for Week Dated Sept. 5, 1919

Being No. 50 in the Series



**Eddy Company Employees are all Happy.
A Glimpse at the Girls.**

HERE is just a peep at one of the tables in the E. B. Eddy Company's lunch room at the match factory for the nimble-fingered girls who help make the famous "Silent Fives." The Eddy Company girls are a merry bunch all the time. They do their work under excellent conditions, and are capable of earning very comfortable wages. There is a great tendency amongst Eddy Company employees to remain with the plant at Hull. Amongst the men employed by the E. B. Eddy Company are several who have seen half a century of service with the firm, while many are on their way to decades of experience. It was characteristic of the late E. B. Eddy that he thought constantly of the welfare of his employees, and the same kindly tradition has been upheld by the present Executive. As a result the excellence of Eddy Company products, and the loyalty of Eddy Company employees can always be counted on.



Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which insures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which the Special and Successful Selling Points of other famous Eddy Products will be described in forthcoming articles in this series.

It's Here At Last!

LIQUID VENEER MOP

MADE IN CANADA

The mop with a swab that comes off with a pull—that can be washed and put through a wringer like a handkerchief—a gigantic improvement over all other mops. It fairly bristles with Liquid Veneer quality.

That's it—it's the *quality* mop. When kept moistened with Liquid Veneer and used on floors, the results are so beautiful as to seem almost incredible. Floors take on a *piano finish*.

It is so superior, so full of quality that no house wife who uses the Liquid Veneer Mop will ever go back to the old, greasy oil mop with its trail of greasy, discolored floors.

5 Big Points of Superiority

- 1—The swab comes off with a pull.
- 2—The handle adjusts to any position and remains secure in position desired without tampering with nuts or bolts.
- 3—Mop has a full yarn centre and is not merely a fringe of yarn around a frame. Provides more polishing surface.
- 4—Mop is treated with Liquid Veneer, a guarantee of positively unequalled results on floors.
- 5—New swabs may be bought, saving housewife expense of buying new mop.

To Be Sold On Approval

Mr. Dealer, you may sell this mop on approval. If your customers return any, we will back you up. Retail price in Canada—\$1.75 complete, each mop packed in most beautiful lithographed metal container on the market—bright yellow with red and black type. Extra swabs, retail at \$1.00 each.

See Next Page



Champion of the World LIQUID VENEER MOP

MADE IN CANADA

You will want to be fully posted on this wonderful mop. Send for information entailing no obligation. We are making a specially attractive offer which will net 66% profit on your investment.

This beautiful, life-size demonstrating cutout FREE



This mop is to be advertised heavily this fall and steadily thereafter—a special campaign that will cover Canada thoroughly. Your customers will surely hear of the Liquid Veneer Mop.

You will be supplied with the most beautiful, lithographed cut-out that can be procured. Illustration shows cut-out that tells the story — furnished free.

Take our advice. Get all information about this Mop. Drop us a line to-day.

**MAKES YOUR FLOORS
RIVAL YOUR PIANO**
In Brightness and Cleanliness

LIQUID VENEER MOP

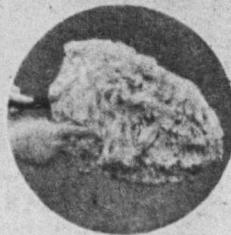
Champion of the World



SWAB PULLS OFF QUICKLY
EASY TO WASH



HANDLE ADJUSTS TO ANY POSITION



EXTRA MOPPING STRANDS IN CENTER
EXCLUSIVE FEATURE



TO TREAT SPRINKLE WITH LIQUID VENEER

**Buffalo
Specialty Co.**

347 Ellicott Street
Buffalo, N.Y.

Bridgeburg, Ont.
Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

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

Branches at

Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

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

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.**Ample capital—and the reliability that goes with it.****A record of results—and the prestige that follows it.****An energetic, result-getting organization—with satisfied clients to
prove it.****Are all at your disposal if WE represent you.****Every branch a business in itself, directed by capable, experienced
managers.****All varieties of Food Products.****If you want results get in touch with us.****Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND**

Canada Food Board License No. 6-450

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.



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service	Reliability	Integrity
---------	-------------	-----------

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

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

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

SAY YOU SAW IT IN
CANADIAN GROCER

EL ROI-TAN PERFECT CIGAR

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS
Will you cater for
those in your town?
*Ask your jobber for them or write for
samples and prices to*
SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

Remember that Laundry
Blues vary in strength, color
and bleaching properties. In-
ferior kinds leave unsightly
marks on linen.
OCEAN BLUE has a reputation for
safety and perfect results—due to expert
treatment in every stage of its manu-
facture.
You will have no complaint from even
your most particular customers if you
sell them.
OCEAN BLUE
In Squares and Bags
Order from your Wholesaler
HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.
Western Agents: For Manitoba, Saskatchewan and
Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg,
Regina, Saskatoon, Calgary and Edmonton. For
British Columbia and Yukon: Creedon & Avery,
Rooms 5 and 6, Jones Block, 407 Hastings Street
West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

We Want Agencies for
FOOD PRODUCTS
For Prince Edward Island
BEST REFERENCES
J. C. Carragher Company
Charlottetown, P.E.I.

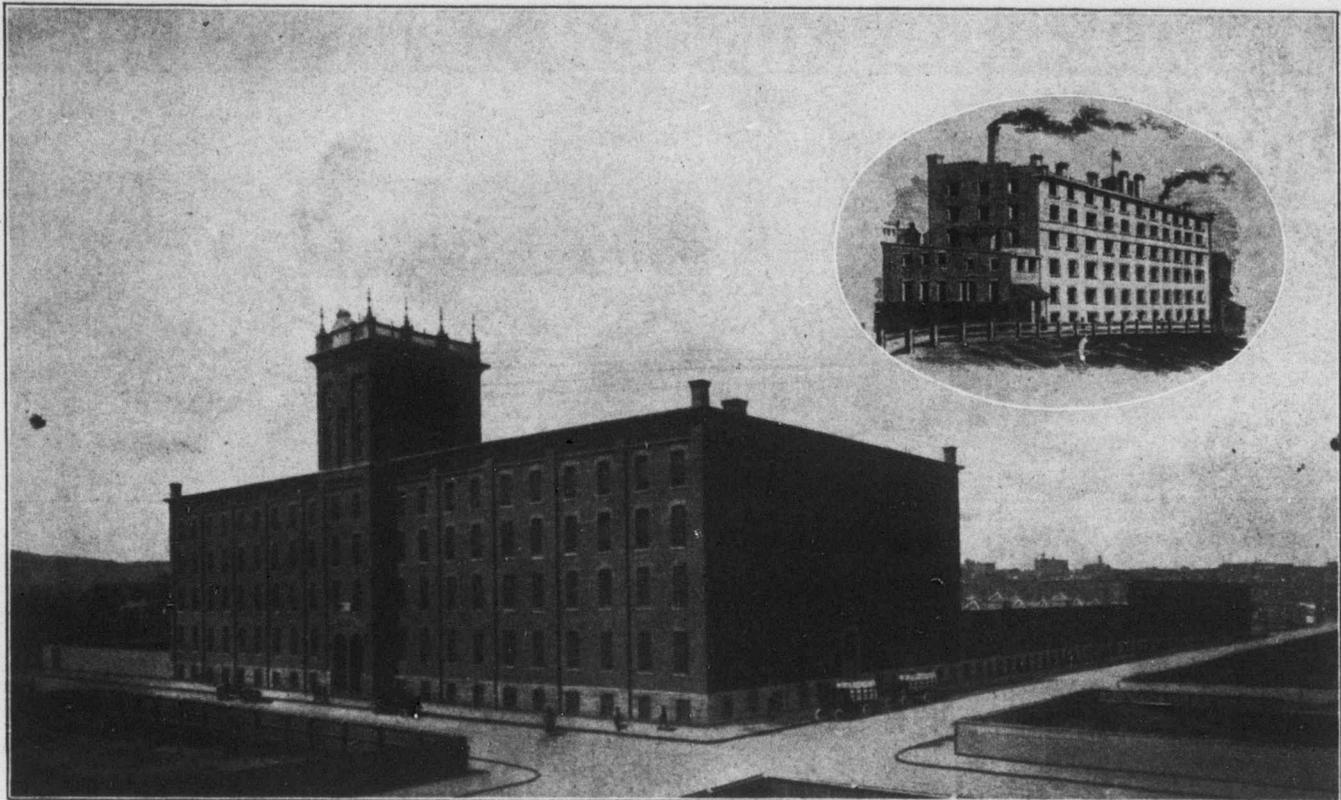
SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

LET CANADIAN GROCER
Sell It For You

COUNTRY MERCHANTS
of Nova Scotia, New Brunswick,
Prince Edward Island
Ship us your
Butter, Eggs, Potatoes, Etc.
We pay highest market prices.
SMITH BROS.
7 Upwater St. - - HALIFAX



BROOMS
BROOMS
BROOMS
BROOMS
Only the best material used.
See our traveller or write us direct.
ALTEN LOHNES
35 Queen St.
Charlottetown P.E.I.



Then and Now Macdonald Tobacco Factory

1860

Plug Smoking

Brier
Index
British Consols

1919

Plug Chewing

Prince of Wales
Crown
Black Rod (Twist)
Napoleon

SELLING AGENTS:

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

Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Sons, Hamilton.
London—D. C. Hannah, London.
Manitoba and North West—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

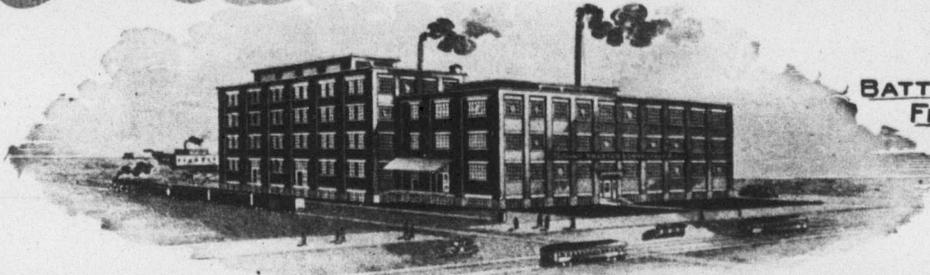
MONTREAL

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P.Q.

Important London Industries

Kellogg's TOASTED CORN FLAKES



MADE BY
BATTLE CREEK TOASTED CORN
FLAKE COMPANY, LIMITED

LONDON, ONT.

August 25, 1919.

Mr. Retailer:-

Doubtless you have read in the Daily Press an item dealing with litigation between ourselves and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, and The W. K. Kellogg Cereal Company of Toronto; the item being headed "London Firm Loses Appeal." You have probably also seen advertisements headed "The Original Kelloggs Win." These notices and advertisements are misleading and you will no doubt be glad to know the true situation.

The fact is that an action was instituted by us some time ago to restrain the manufacture by Kellogg Corn Flake Co., Michigan and Toronto, of Corn Flakes in Canada. As you know, these Companies were selling Corn Flakes, known as Dominion Corn Flakes, and were at no time attempting to sell to the trade corn flakes packed in the ORIGINAL, RED, WHITE AND GREEN package. This action was partly tried but the trial has not been concluded.

In June of this year, these Companies began an advertising campaign and the extensive use of the RED, WHITE and GREEN package which we have used from the time we began business more than twelve years ago. We immediately commenced proceedings to stop the use of this package. We applied for an interim injunction and this is the application which came before the Honorable Mr. Justice Kelly. The main argument of the defendants was based on a contention that the whole question was in issue in the former action, the continuation of the trial of which, we

***Grocers who are attending the Western Fair are
the finest and most sanitary
Only a block east of the Fair***

Important London Industries

Kellogg's TOASTED CORN FLAKES



MADE BY
BATTLE CREEK TOASTED CORN
FLAKE COMPANY, LIMITED

LONDON, ONT.

intend to press on at the earliest possible date. "THERE WAS NO APPEAL." Mr. Justice Kelly's view was that he should not grant an interim injunction, but that the action should proceed to trial as soon as possible. He, therefore, referred our application to the trial Judge, but he directed the defendants to keep an account of all sales made by them in the meantime.

You will be interested to know that Dr. John H. Kellogg was the originator of Corn Flakes. We purchased from him and paid him a large sum for the Canadian rights and are the only manufacturers in Canada of the GENUINE, ORIGINAL KELLOGG'S TOASTED CORN FLAKES packed in the ORIGINAL package. We are a thoroughly Canadian Company and in no way connected with any United States concern.

Since 1907 we have continuously manufactured, and will continue to manufacture and sell the GENUINE, ORIGINAL KELLOGG'S TOASTED CORN FLAKES because we paid for the right to do so.

Send in your business as usual and we shall be glad to continue shipping you that UNEQUALLED and UNVARYING QUALITY, so popular with the Canadian public, which is often imitated but never EQUALLED.

Thanking you for your co-operation,

We are,

Yours truly,

BATTLE CREEK TOASTED CORN FLAKE CO., LIMITED.

*cordially invited to come and inspect our factory,
food factory on the continent.*

Grounds on Dundas Street.

Important London Industries

LONDON

the home of

Matchless Ammonia Powder



When you visit London—of course you are coming to our Annual Exhibition—don't forget the welcome awaiting you at the new plant, London Junction, where MATCHLESS AMMONIA is made.

You'll want to see the various processes involved in the manufacture of this truly "Matchless" Cleanser. Even if you are not now selling Matchless Ammonia come in and see us anyway. In all probability you will be selling it some day. Most good retailers eventually stock "Matchless."



We also have a complete line of general groceries and our quotations are interesting. Two excellent lines we supply in package or bulk.



Argo Corn Starch
Liberty Gloss Starch

The Keenleyside Co.
London, Ontario

Western Distributors: THE H. L. PERRY CO., WINNIPEG

Important London Industries



Canada's Finest

You can always rest assured of "friendly customers" when you recommend "Sweetheart" Brand and "Loyal" Brand Coffee.

Carefully roasted from the choicest coffee beans these two brands are becoming more and more popular. Stock them — display them and watch your profits grow.



The new home of Sweetheart Brand Coffee, Peanut Butter, etc., may now claim to be one of the finest and best equipped plants of its kind in Canada.

Rebuilt after its recent fire with the latest added improvements it is well worth a trip of inspection. Come and see it while in London.

There's nothing adds so much zest to a "jaded" appetite as a delicious "Peanut Butter" Sandwich made with "Sweetheart" Peanut Butter. "Sweetheart" Brand has a flavor all its own. Made from the sweet hearts of carefully selected and perfectly roasted peanuts. "Sweetheart" Brand Quality and flavor is unexcelled. Always a big seller and its ever-increasing demand warrants you, Mr. Dealer, in keeping well stocked shelves of "Sweetheart" Brand. Packed in glass jars (4 sizes) or tin pails.

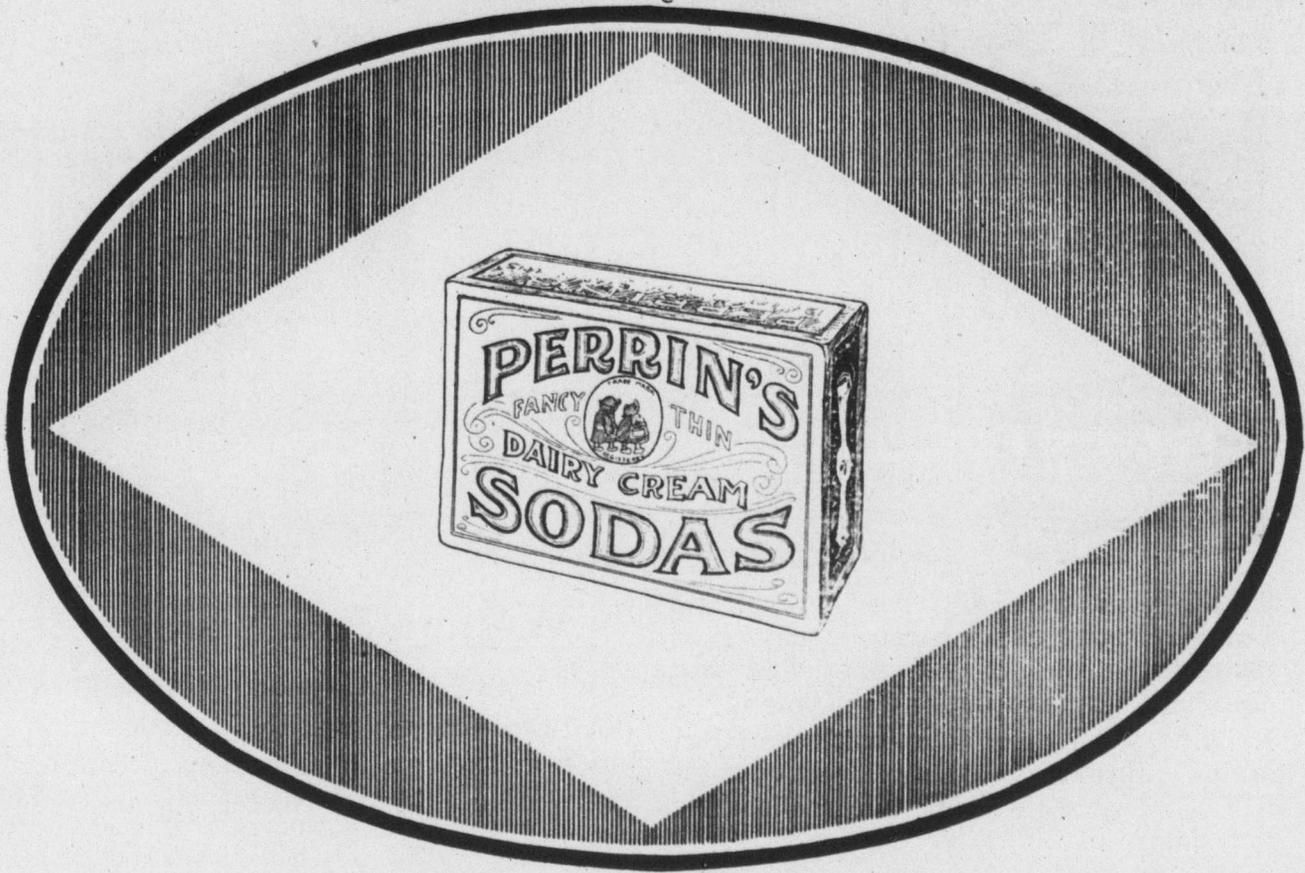
Western Fair Visitors

Don't fail to call at our booth in the **Pure Food Building** while at the London Exhibition and have a delicious cup of coffee. We will be glad to welcome all our customers.



The IXL Spice and Coffee Mills, Limited, London, Ont.

Important London Industries



Perrin's "Sodas" are always in demand.

Their exceptional quality makes them a general favorite.

Made in a most up-to-date factory where cleanliness is paramount, under ideal conditions, by biscuit makers who pride themselves on the *High Standard of Quality of Perrin's Products.*

You'll find *Perrin's* Sodas will win you satisfied customers and liberal profits.

Let your next order be *Perrin's*. Write us for full information.

D. S. Perrin & Co., Ltd.

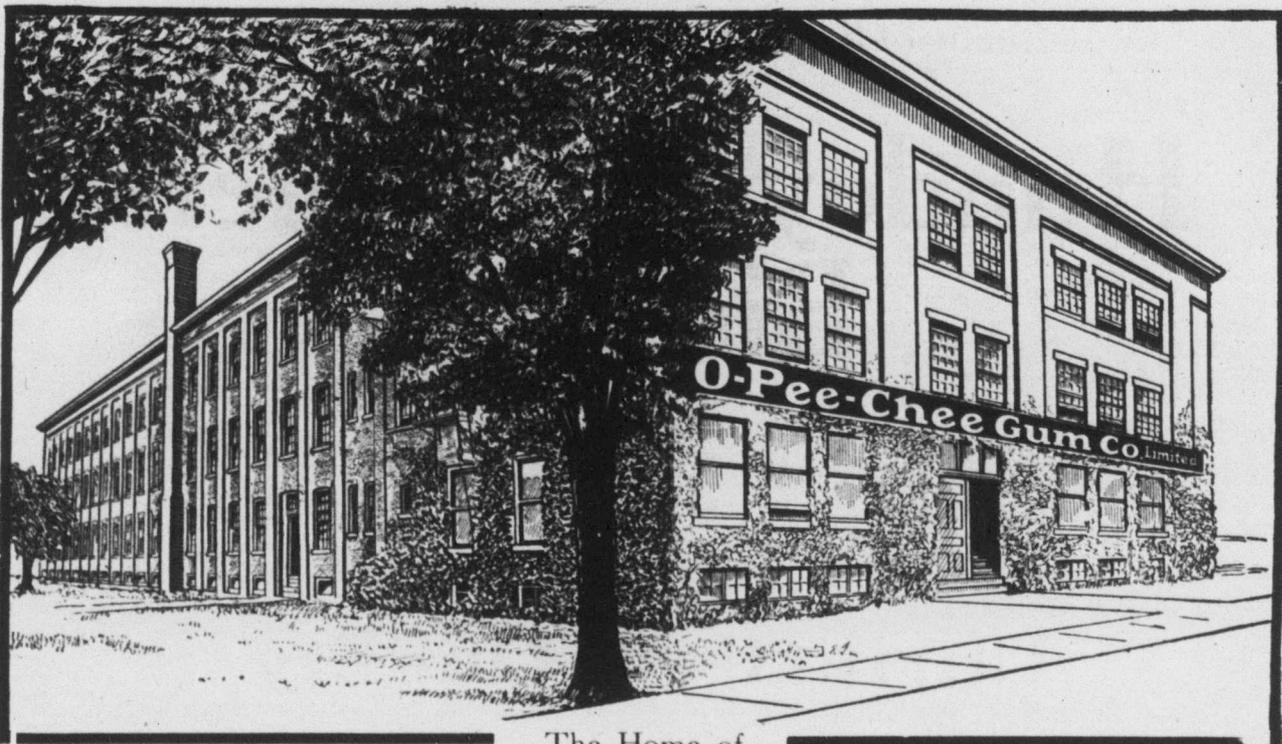
London, Ontario

Important London Industries

You Are Invited To Come To London

Come and see London's big Western Fair. The Fair is the main attraction but your interest in our city will not be confined to that alone.

We want you to see our modern factory and will be pleased to have you call on us at your convenience.



The Home of

O-PEE-CHEE CHEWING GUM
MINTEES, WINTEES, CINTEES, CLOVEES
KRACKLEY NUT

(The Delicious Pop-Corn Confection)

If you are not already handling our products, ask your jobber or write direct for price list.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

618 - 630 DUNDAS STREET

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

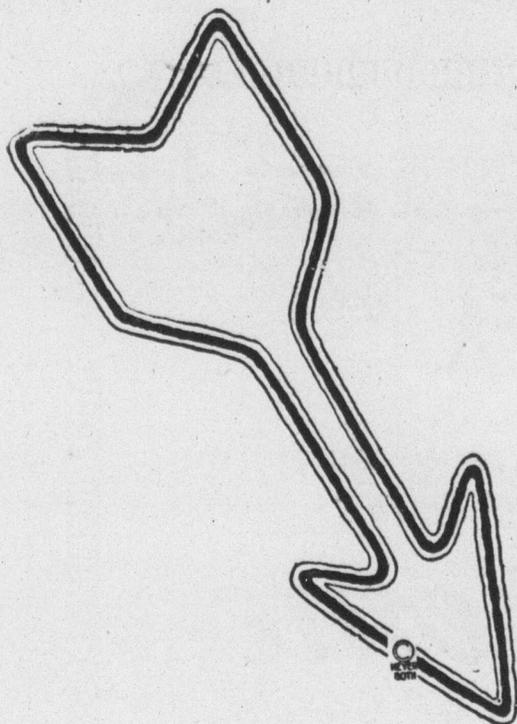
Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers

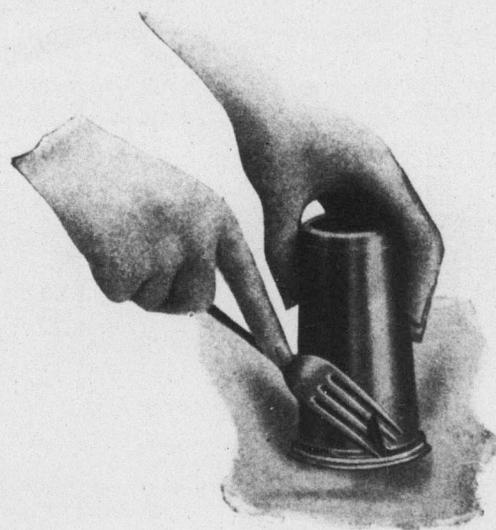
READING & LONDON
ENGLAND



These Arrows Point to
the Trade Mark of the
Famous

ANCHOR CAP

—the seal that
Experience has
proven to be the
one best method
of protection
against leaks,
moldy contents
and general con-
tamination



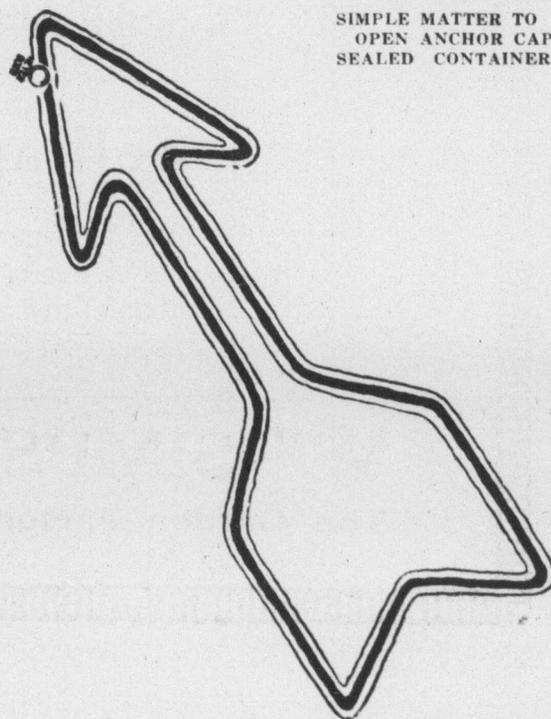
SIMPLE MATTER TO
OPEN ANCHOR CAP
SEALED CONTAINERS

—the seal that gives to the
package an attractive fin-
ished appearance that in-
creases its saleability to a
marked degree.

Your wholesaler can supply
you with Anchor-Cap-Sealed
goods.

**ANCHOR CAP AND CLOSURE
CORPORATION OF CANADA
Limited**

50 Dovercourt Rd., Toronto





*It is sure to be pure
if it is*

Lemocreme (REC) *The Cream of Curds*

The perfection of "LEMOCREME" is the reward of considerable patience, experiment, skill and care. The freshness, purity and exact condition of every ingredient have to be ensured. The mixing must be scientifically correct, whilst the boiling calls for absolute precision to preserve the flavour and fully develop the food values.

"LEMOCREME" IS *Real* LEMON-CHEESE with the old-time "home-made" smack about it.

Selling Agents Wanted

We are open to appoint as selling agents throughout Canada leading distributing firms without a competitive line. Give full particulars in first application.

W^M. SIMPSON (MANCHESTER) LTD
The Garden Factory, URMSTON MANCHESTER

Two Jeffress Sellers

Olive Butter and Maroma



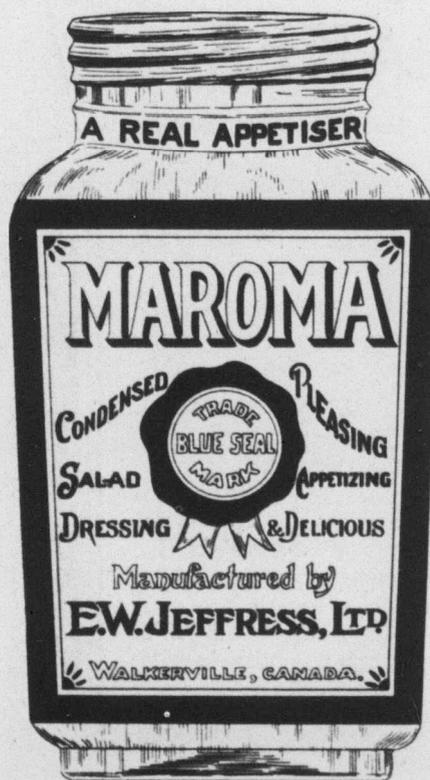
There are few products that you can recommend with such whole-hearted sincerity as Jeffress' Olive Butter and Jeffress' Maroma.

Both these lines possess customer-pleasing goodness to 'nth degree.

Olive Butter made from choice olives, spices, pimento and pure malt vinegar is particularly appetizing for sandwiches, salads, etc.

Maroma is a "different" salad dressing. Wherever a high-class French mustard is desired Maroma more than fills the bill.

Try a sample order of Olive Butter and Maroma and note the profit on your sales.



E. W. Jeffress Ltd., Walkerville, Ont.

Distributors: W. G. Patrick & Co., Limited, Toronto, Ont.

TRUTH

Copy of an open letter by W. K. Kellogg, appearing in the daily newspapers

I am firmly convinced that truth only convinces in the end.

No matter how a man or an institution may try to detract the public's mind from the main issue by a wilderness of words, his product stands or falls upon the truth or untruth of his statement.

The public always is finally convinced by truth and truth alone.

So, disregarding the claims and counter claims of the imitators, simply make this one statement that

Kellogg's

TOASTED CORN FLAKES

sold only in flavor-holding **WAX-TITE** packages is the most delicious, nutritious and crispest corn flakes on the market, and the full, carefully packed **WAXTITE** package preserves the goodness.

Kellogg's Toasted Corn Flakes is wholly different from the limp, tough, leathery, carelessly packed flakes so often substituted.

To make this so is my life's business. To find out that it is so, is your business. You are the Court of last appeal. Try—compare any other corn flakes on the market, then buy of your grocer one package of Kellogg's Toasted Corn Flakes in the **WAXTITE** wrapper—you and your family will eat every bit of it.

If this is not the best Corn Flake you ever ate, **your grocer will refund your money.** It costs nothing to find out the truth and it is very much worth your while.

Sincerely yours,

W. K. Kellogg
President,

KELLOGG TOASTED CORN FLAKE CO.

LOOK FOR THIS SIGNATURE



By "cutting" the Waxite Wrapper with a sharp knife like this, the cap can be replaced and the flakes kept fresh until all used.

Housekeepers will find the wax paper handy for many purposes.

Insure Your Profits!

Handle only sure selling money-back packet Tea



Can you beat this proposition?

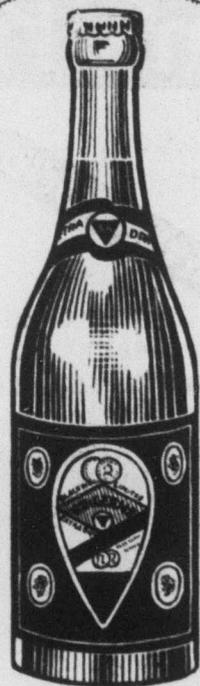
1. We furnish the capital, for, as a rule, you do not pay us for "SALADA" until it's sold.
2. We guarantee you against loss, for we will always take back any "SALADA" for any reason and refund your money.
3. We create the demand by persistent newspaper advertising.

This means that all we ask is shelf-room in your store and your service in transferring the packets to your customers, for which we pay you a fixed sum.

How does this compare with bulk tea with its indefinite returns, deterioration, labor in selling and packing, etc.?

"SALADA" TEA COMPANY

Toronto



Ginger Ale

One of Blackwoods sparkling drinks. We manufacture a full line of temperance drinks, such as:

Maltbru Bond's Export Ale
 Cream Soda Bond's Stout
 Fruit Syrups, etc.

The full line of Blackwoods Products would be a convenient source of supply for you. Flavoring Extracts, Baking Powders, Sauces, Pickles, Tea, etc.

"Here Since 1857"

Blackwoods, Limited
 WINNIPEG - MAN.

THEY STOP THE LEAKS

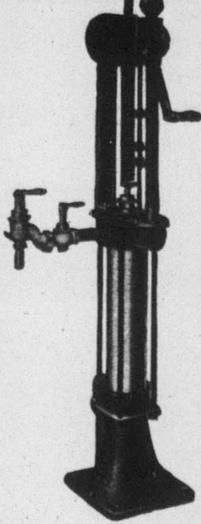
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

BOWSER Oil Storage Outfits

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

S. F. BOWSER & COMPANY, Inc.
66-68 FRAZER AVE., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP



Recommend Beecham's Pills

because this famous remedy has made good for over sixty years relieving Sick Headache, Constipation, Indigestion, Biliousness, Kidney and Liver Troubles;—it is the largest advertised of any medicine in the world and enjoys the largest sale of any medicine in the world. This all means quick turn-over and good profits for you.

The Largest Sale of any Medicine in the World

The satisfied customer is a steady customer, and steady customers mean regular profits. Get the point? Put Beecham's Pills on your push list to-day! **Free Material for your Store!** We will be pleased to send you on request Beecham's Help to Scholars, Oracles, Window Display, Decalcomania, Almanacs and Show Cards.



Harold F. Ritchie & Co., Inc.

Toronto, Ont.

Sole Agents

Canada

Low Grade Tea Risky Business

It is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

It is well to consider these facts in connection with low-grade teas. Will they satisfy your customers?

Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on low grade teas. You know from past experience that Red Rose Tea has satisfied your customers and that you will make more permanent profit by recommending it.

Red Rose Tea

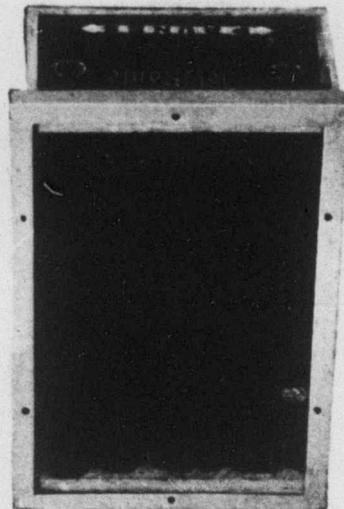
"is good tea"

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.

Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

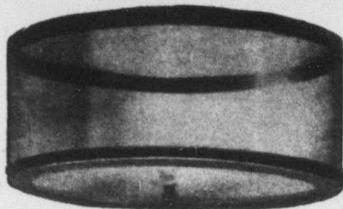


Canadian Distributors:
 Eby-Blain, Ltd., Toronto, Ont.
 Johnson & Barbour, London, Ont.
 Laporte-Martin, Ltd., Montreal, Que.
 Macpherson-Glassco & Co., Hamilton, Ont.

FIBER GLASS FOOD COVER CO., Inc.

NORTH ASHLAND AVE., CHICAGO

Our 16x7 Round Cheese Cover, shown above, illustrates complete line made, 16x7, 14x7, 12x7, 10x5, and 8x4. These 16x7 Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated. Last for years.



ALL SIZES
Covers

Fiber Glass Cheese Covers

THE NEW APPETISER

Delicious Flavour



Delicate Aroma

SAVORA

SAVORA

This deliciously appetizing preparation is made with Colman's D.S.F. Mustard and is put up in convenient sized jars—2 doz. or 4 doz. to the case.

J. & J. Colman, Ltd.

108 Cannon St., London, Eng.

The Canadian trade supplied through

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, Montreal

30 Church St., Toronto

Canadian Agents

Just Figure It For Yourself



Would it not mean much to you to have your product represented upon the Western market by a house of integrity and good repute—a house, too, that will give you real, live, aggressive service every day and all day?

That is our reputation and we live up to it. We want to show you what real Western representation can do for your line. Just ask us to send you all particulars.

Our organization has now an annual buying power of \$15,000,000.
Write or wire us your offerings.

The Consolidated Purchasing Co., Ltd.

313-319 Pacific Ave., Winnipeg, Man.

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, SEPTEMBER 5, 1919

No. 36

Salesmanship the Great Factor

Nelson, B.C., Grocer Favors Inexperienced Clerks Who Can Be Trained in Methods of Salesmanship—

"IT is easier to make a good grocer out of a salesman, than to make a good salesman out of a grocer," so states H. Amas of the Ideal Cash Grocery, Nelson.

Mr. Amas believes in salesmanship, and he believes that it can be taught, and that without any technical knowledge of the grocery business. Given some knowledge of grocers the clerk is sometimes inclined to think that he needs no training but should be permitted to amble along in the way he has been accustomed to in other stores. Mr. Amas has his own ideas, however, and is ready to put in a considerable amount of time and energy in training his clerks in these ideas. The knowledge of groceries can be learned at the same time, he contends.

"For this reason," Mr. Amas says, "practically all the staff I now have has been recruited from ones who did not know the grocery business. After I had had some experience of trying to liven up some of the 'old school' grocery clerks into up-to-the-minute merchandising, I adopted the other plan, and it has been most satisfactory in my experience."

Credit a Service, Not a Loan

Mr. Amas has his own ideas regarding a credit business also. He conducts a cash business, but realizes that it may at times operate against the interests of the store. For that reason he sometimes allows credit, so long as his customers have the right viewpoint on such accommodation. A strictly cash business is often a great inconvenience to the customer, and consequently limits the store's business.

"While none of my customers ask for credit because they need it," he says, "a number get a short weekly or fortnightly credit merely as a service, to enable them to use the phone. Up to date I have not had to render a single account. When the customer first makes arrangements to deal with us, I clearly explain to her what we propose to give and what we expect. It is merely a service—a convenience for our customers, not a loan."

The Ideal Cash Grocery advertises

Limited Credits Have Proved a Success—Turning a Stock More Than Once a Month

daily in the Nelson paper. The general policy of this advertising is to feature one article each time, or any time several articles are mentioned, they have a relation, such as picnic necessities, preserving material, etc. Never a haphazard assortment of articles that suggest a badly planned window.

Can't Bludgeon the Dealer

"I remember one incident that happened some time ago that bears out what your investigations prove," said Mr. Amas. "A tea traveller came in here a long time ago and tried to interest me in his brand of tea. I had nothing against his tea and told him so, but said that I felt compelled to refuse any man teas, as I had nearly twenty kinds in stock already. I suppose he reflected his employer's attitude, for he said: 'Mr. Amas, there'll come a time when I'll make you handle our tea.' 'Well,' said Mr. Amas, with a smile, 'there have been times when I could have handled that brand since, but I've a good memory, and I never have—nor have I ever lost a sale on that account. My recommendation means more to my customers than anything they read in the newspaper, bill boards or nailed to a fence.'"

Just at this point, one of the boys assembling an order for delivery, asked: "What salad dressing are we selling?" "_____," said Mr. Amas. Then we've these salad dressings on the shelf—all good brands. When asked about this, Mr. Amas stated: "I sell mostly '_____.' I am convinced of its reliability and while I feel that way, I can sell it readily. I could make almost all my sales on any one of them."

When you simmer the grocery business down fine, according to Mr. Amas, it will be found that the one essential factor is turnover. The merchant must be a salesman, for only so can he assure a regular and persistent turnover for his whole stock. Mr. Amas has made a specialty of watching this matter and speeding it up to the limit.

"Last month," he stated, "we turned our stock one and a half times." That is a record that is worthy of consideration by other grocers.



The Ideal Cash Grocery

AUGUST BULLETIN

CAMPING and PICNICS will be in full swing this month. REMEMBER

The Ideal Grocery

Will Deliver RIGHT AT YOUR CAMP

A splendid variety of Good Eats suitable for Camp life—

CANNED MEATS

LUNCH TONGUE

In ½ and 1 lb. tins

JELLIED VEAL

In ½, 1 and 2 lb. tins

Cambridge and Vienna Sausage

In ½ and 1 lb. tins

READY LUNCH BEEF

Place the tin in cold running water or ice box for half an hour before serving. A dainty jellied cooked Beef, tempting and appetizing.

Special 50c tin

CHICKEN BREASTS

Glass jars. \$1.00

CANNED FISH

Herrings in Tomato Sauce

Kippered Herring in Tomato

Kippered Salmon

Pilchard Salmon

All put up in ½ and 1 lb. tins

CAMP COFFEE ready instantly

KLIM

BORDEN'S CREAM in 1½ lb. and Family size

ROYAL BAKING POWDER

The Ideal Egg Substitute

The Baking Powder you have been looking for. Just in stock.

FRUITS

APPLES

Okanagan Transparents and Astrachans, 10c lb.

Local Transparents, 3 lbs. 25c

PEACHES - CANTELOPES

and WATERMELONS

RASPBERRIES

Extra Choice, 2 for 35c

APRICOTS

In our today's Express and extra fine lot of large Moss Park's

The Ideal Cash Grocery

LIMITED

PHONE 265

An effective type of advertisement used by the Ideal Cash Grocery of Nelson, B.C. The original advertisement was one column wide by twelve inches in depth.



An interesting interior view that gives a fine view of the attractive arrangement of the store.

"We have found it profitable to put in small crockery such as tea-pots, mixing bowls, etc., in connection with the grocery business. We simply display these on a display table with the prices on them and change the table every week or so."

Mr. Welsh is president of the Royal Agricultural and Industrial Society of British Columbia, and also president of the famous New Westminster lacrosse team, to whose prowess must go the credit for the fact that in Mr. Welsh's office there is displayed the much-coveted 'Minto Cup.'

OKANAGAN VALLEY SHOULD BE SEAT OF DRIED FRUIT INDUSTRY

F. Cooper, a Vernon, B.C., grocer, claims that even in very recent years a large wastage in all kinds of fruit occurs in the Okanagan Valley during the "peak" in the harvesting season. Mr. Cooper claims that prunes are grown in British Columbia that are the equal of anything shipped up from California, and looks forward to the day when some enterprising company will build an evaporating plant in the valley and serve the Canadian public with B. C. dried peaches, apricots, prunes, etc., as well as saving for use the quantities of fruit lost each year.

SOYA BEAN PRODUCT FACTORY FOR HAMILTON, ONT.

The Soy Products, Limited, a company incorporated under provincial charter, has been formed and will manufacture from the soya bean the following products: Casein, soya bean oil, a milk substitute, a chocolate substitute, cereals, and stock food. The mill will be located in Hamilton.

Apricots and Peaches Much Higher

Advances Have Taken Place on Apricots, Peaches and Prunes Over Opening Figures—First Car of Apricots Expected Shortly

IT is expected that dried apricots will be available on this market around the middle of the month, according to advices received by Stainbury Bros., the Canadian representatives of the California Prune and Apricot Association. There is a 100 per cent. delivery on apricots, but the prices are very much higher than last year, in some instances the opening price being almost double, and with increases that have taken place since the opening figures were announced by the association, present quotations on some lines are double last year's corresponding prices. The canners have bought very heavily of the crop of apricots, and there is also a very extensive European trade this year. The 7½ per cent. war tax is off, of course, but its removal is of small account, in the light of the sharp advance. Since the opening prices were set, standards have been advanced eight cents per pound, and all other varieties four cents. The opening prices, f.o.b. California, compared with last year's, are as follows:

	1919	1918
Standards	0 19	0 10½
Choice	0 25	0 14½
Extra choice	0 26	0 15½
Fancy	0 27	0 17½
Extra fancy	0 29	0 18½
Fancy Moore Parks	0 29	0 18½
Extra fancy Moore Parks	0 32	0 20½
Slabs	0 21	0 12½

Wholesalers only, who booked orders at the opening prices will receive apricots at those figures, all other business being at the advanced quotations. The first car of apricots shipped was for the Canadian market, and is due to arrive at an early date.

California prunes have already advanced two cents per pound above the opening quotations of a few weeks ago. The first car for the Canadian trade will not arrive until about October the first.

California dried peaches will only be one-third delivery. An increase of three cents per pound is now announced above the opening figures. Standard yellows are now worth 17¼ cents, and Muirs 18 cents. Choice yellows are 18½ cents and choice Muirs 18½ cents. Fancy Yellows are 19½ cents, and fancy Muirs 20½ cents. These quotations are on the basis, f.o.b. California.

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PROSPECTS CALIFORNIA OLIVES NOT SO GOOD

According to reports from Los Angeles, prospects for next winter's harvest of olives in California are not so good as they were earlier. Not long ago it looked like the yield would be 150 per cent. of normal, but later developments have shortened production, though Southern California will still have a much larger crop than last year.



An interesting display of the products of the famous Keloma Valley, B.C.

OKANAGAN VALLEY, B.C., A PROFITABLE PARADISE

Fine Fruit and Canning Industry is Rapidly Bringing This Beautiful Region to the Front

Vancouver, B.C. (Special).—In writing about the Kelowna district, Charlotte Gordon comments on the prosperity of the Okanagan Valley generally by saying: "The spirit of optimism will be readily understood when it is known that the value of the output for the city and the adjacent districts is estimated for this year at \$1,750,000.

"It is expected that by this fall a branch of the Canadian National Railway, to be known as the Kamloops-Kelowna Railway, will have reached the city.

"Some idea of the prosperity in the valley may be gained from consideration of one of the ranchers who has a forty-acre orchard of apples seven years old. The fruit inspectors have estimated his crop at 27,300 boxes, and the whole crop has been sold for \$35,000. There is also the experience of a stenographer in Kelowna, who purchased an acre of bearing orchard, Red Mackintosh apples, in the spring for \$2,000. The crop has been sold for \$1,000, half of the purchase price of the lot.

Canneries Busy

"The canneries are also busy. The two canneries in Kelowna are under the same management, and the capacity of each has been doubled this year. One

plant specializes in the canning of tomatoes, and in season 300 workers are employed as well as the regular staff of fifty. The women workers do the peeling and average \$3.40 per day, while experts make as high as \$7 per day. The cannery has a capacity of 70,000 cans a day, and expect to handle 200,000 cases. The crop this year does not promise as heavy a yield per acre as usual, but there is a much larger acreage.

"The second cannery specializes in fruits and vegetables. It has a capacity of 60,000 cans a day, and purchases an average of five tons of fruit and vegetables daily.

"There are six packing houses, with numerous branches in the adjacent districts. The manager of one packing house stated that his firm would handle about 120,000 cases, which would mean \$250,000 to the growers."

A CANADIAN GROCER representative recently called on the retailers through the Okanagan and Kootenay districts, and found that on the whole business conditions, as reflected through the grocery trade, were the very best.

OKANAGAN FRUIT PROSPECTS BRIGHT WITH HIGH PRICES

Chief Dominion Fruit Inspector R. G. L. Clarke, returned over the week-end from a ten days' trip investigating crop conditions in the Okanagan, and says that earlier predictions as to the year's production will be well maintained. The

fruit is moving out well and in good condition. In the northern section there has been some uneasiness owing to lack of rain, but on the whole the Okanagan was in a very healthy condition.

Tomatoes are just starting to come in, the first of a very heavy crop. Growers are being paid from \$16 to \$20 per acre by the canneries. The price in Vancouver would be about the same, he thought, as last year. Apples would be at least as high as a year ago, and probably higher on this market.

Mr. Clarke said that in his opinion there would be no cheap spricots from the Okanagan district sold in Vancouver. From \$2 to \$2.25 per crate, he thought, would be a fair average. The growers were being paid 7c per pound, to which must be added 35c for the crate, and 6c to 8c for packing and transportation costs.

BRITISH APPLE PRICE LIMIT

The weekly market review issued by the Department of Agriculture at Washington contains the following:

"Apple price limit in British markets is reported to be the same as last year, or about \$16.25 per barrel. Commercial crop apples, July official estimate, 24,454,000 barrels, a decrease of 3 per cent. compared with last year. New York, the leading barrel state, promised not over one-third of last year, but losses in the barrel section are nearly offset by gains in box apple section."

Owes Business

W. A. McBride, of Okanagan Grocery, Vernon, B.C., Strong Advocate of Newspaper Advertising

VERNON, B.C.—Special—"Does it pay the average grocer to advertise in his town paper?" is a question that is often given much thought by the retailer in groceries. W. A. McBride, of the Okanagan Grocery, Vernon, B.C., advertises weekly in the local newspaper, and has found to his own gratification that it does pay, and pays in returns well worth the while. Direct results, in many instances, Mr. McBride states, have come as a result of his weekly insertion in the Vernon newspaper. He is convinced that the thrifty housewife does read the newspaper advertisements and seeks to profit by them. The Vernon newspaper is only a weekly, but the people of the town subscribe to it, almost to the extent of one to every household, and its clientele of readers pretty well covers the town and surrounding districts.

Brings New Business

"That weekly insertion brings me a great deal of new business," Mr. McBride told CANADIAN GROCER. "I would not discontinue the newspaper advertising for anything," he added, "because I think it well worth while." On numerous occasions Mr. McBride has had ample proof that to this advertisement he owes a good portion of trade. In this regard one particular instance stands out clearly in his mind. One week the Okanagan Grocery advertised a shipment of sweet potatoes for sale on the following Saturday. They were due to arrive from the coast, but did not get to Vernon in time for the Saturday announced. The number of 'phone calls for sweet potatoes was tremendous, and impressed more than anything else, on the mind of Mr. Mc-

Fruit Jars

If you are likely to require Kerr Fruit Jars this season now is a good time to buy because stocks are complete in all the popular selling jars.



Keep All the Food

The Kerr Jars, as shown above, in our opinion are bound to be one of the most popular selling jars for the simple reason no clamps are needed, while the renewal caps cost less.

Kerr's Wide Mouth, as illustrated, sell at—
 Pint size, per dozen \$1.75
 Quart size, per dozen \$2.50
 Half-Gallon size, per dozen \$3.50

Kerr's Automatic, the second jar illustrated, has all the features of the wide mouth but being narrower top cost less—
 Pint size, per dozen \$1.50
 Quart size, per dozen \$2.25
 Half-Gallon, per dozen \$3.25

Caps, including lid and screw band for this jar, will also fit the old style Mason Jars.
 Five per dozen 45¢

Economy Fruit Jars—
 Pint size, per dozen \$1.75
 Quart size, per dozen \$2.50
 Half-Gallon, per dozen \$3.50

Economy Caps, per dozen 40¢

Improved Gem Jars—
 Pint size, per dozen \$1.50
 Quart size, per dozen \$2.25
 Half-Gallon, per dozen \$3.25

Footed Seal Jars with glass top and wire clamp—
 Pint size, per dozen \$1.45
 Quart size, per dozen \$2.15
 Half-Gallon size, per dozen \$3.15

Honey Jars with screw top—
 12 oz. size, per dozen 90¢
 16 oz. size, per dozen 95¢
 Sweet Jelly Glass, per dozen 85¢

Five Stars Flour—We guarantee this Flour to give satisfaction.
 5-lb. Bags \$5.00
 25-lb. Bags \$25.00
 40-lb. Bags \$40.00
 50-lb. Bags \$50.00

Washington Prepared Coffee is usually the best.
 Per tin 35¢ and 45¢

NOTICE
 In view of the fact that August 4th and 5th have been decided on in Vernon for the celebration of peace, our store will be open all day next Saturday, July 13th.

Fancy Biscuits—Every one of these is dainty and delicious.
 Chocolate Eclair, per lb. 40¢
 Chocolate Fingers, per lb. 40¢
 Chocolate-Cream Bars, per lb. 40¢
 Royal Albert, per lb. 40¢
 Columbian, per lb. 40¢
 Tipary, per lb. 40¢
 Malt Cream, per lb. 40¢
 Coconut Rings, per lb. 40¢
 Chocolate Opera Cream, per lb. 40¢
 Chocolate Truist, per lb. 40¢
 Water Ice, assorted, per lb. 40¢
 Animal Biscuits, per lb. 40¢

Friday and Saturday Specials

Golden West Laundry Soap is as good as Royal Crown. All Laundry Soaps during the past few days have advanced from 50¢ to 75¢ a case. On Friday and Saturday we will sell Golden West, 5 cakes in a carton, for 25¢

Dustbane, a sanitary sweeping compound, cleans floors, brightens carpets, absorbs green limes dust. Large size tin containing 2 1/2 quarts, regular 40¢, on sale Friday and Saturday at per tin 35¢

Patent Flour in bulk. The one-pound package sells at 15¢. Our price for bulk on Friday and Saturday: per pound 10¢

Marsh's Grape Juice, per bottle 50¢
Raspberry Vinegar, per bottle 50¢
Loganberry Juice, per bottle 50¢
Raspberry Cordial, per bottle 50¢
Orangeade, per bottle 50¢
Grape Cordial, per bottle 50¢

The OKANAGAN GROCERY
 QUALITY—VALUE—SERVICE
 Phone 33 and 355.

to Advertising

A Good Way of Introducing New Goods—Keeping a Store Pleasant in Summer.

Bride, the value of advertising. The explanations that Mr. McBride had to make to disappointed customers were more than enough to convince him that he was making no mistake in utilizing to the best possible advantage the advertising columns of the Vernon weekly.

Aids in Introducing New Lines

Mr. McBride believes also that every retail grocer, desirous of developing his trade, should as much as he really can afford, use his town paper for bringing before his buying public what he has to sell. Advertising in the grocery business is particularly valuable in introducing new lines, or letting the people know of fresh stocks of fruits and vegetables, imported or otherwise. Mr. McBride changes his advertising copy weekly, making every effect to keep it reasonable.

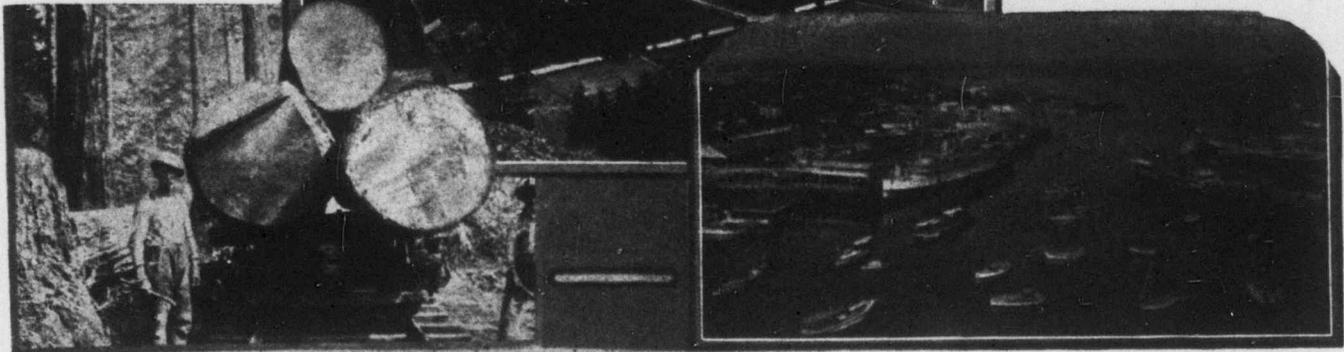
Keeping the Store Comfortable in Summer

An admirable feature of the Okanagan store is the smart, clean appearance of the whole place. Every modern contrivance for the promotion of the very best service possible is there. In the summer season when it is very hot in the Okanagan Valley, the store is kept delightfully cool with large electric fans, and by the same method is kept clear of flies. All the windows are enclosed in netting also, as the housewife is very quick to make remarks about fly infested places. The entire store is one to attract attention, and continuous care and vigilance is necessary to keep it spic and span. "Business is splendid," remarked Mr. McBride, and with eight clerks serving as fast as they could go, one could not help but feel there was something in the statement.

A suggestion of the enormous wealth in the British Columbia forests, resources that are as yet almost untouched.



A view in the fertile fruit country around Victoria, B.C., giving a fine idea of the delightful character of the country. Below a view in Vancouver Harbor.



The Passing of a Great Industry

Canada Protected Her Salmon, Americans Caught Them—
Reckless Taking of Salmon at the Mouth of the Fraser Has
Destroyed the Great Fraser River Industry

WHETHER touched with the rosy tints of the setting sun, or dimly seen through the mist of early dawn, the fishing fleet, as it lay at the mouth of the Fraser in days gone by, was a picture which once seen could never be forgotten. It used to be one of the best sights for the tourist to go to Steveston, or some of the other canneries along the lower Fraser and see the "Silver Hoards" shovelled into wiggling, slithering piles on the cannery floors, from the hundreds of small boats that tended the nets; then see the crews seize each slippery sockeye and in the twinkling of an eye have it prepared for the cans, or later still, see the "iron chink" do the trick in a fraction of the time. In later years the tourists have been disappointed—the year had been a lean one, or the catch had been made elsewhere—but in every case the canner has been optimistic and has promised that "the big runs will come again—there was a big run three years ago," etc., and "they run big every five years," and so on—and they have hoped on. Now come the doleful tidings from no less an authority than the Hon. Wm. Sloan, British Columbia Minister of Fisheries, that "The Fraser River has been fished out."

"Once the greatest producing river in the world," says Mr. Sloan, "the Fraser river is now barren because the Ameri-

can authorities and interests have been, and are, too utterly blind and selfish to take preventive action."

In a damning indictment of the short-sighted policy pursued by the American legislators, Mr. Sloan insists that while Canada was enacting legislation designed to protect the salmon on their way to spawning grounds, which lie well up the Fraser River, Washington State and Federal officials turned deaf ears to the urgings from Canada that some measure of protection should be enacted.

"The result has been," says Mr. Sloan, "that the salmon never reached the Fraser, for traps and seines took them in American waters. Detailed reports which I have from every fishing section of the province show conclusively that the sockeye season is about over. The pack of sockeye in Fraser River canneries last year was only 19,600 cases and the American canners' pack 50,700. This year the Fraser pack, with only a few canneries operating, will not exceed 7,000 cases, with Washington about 20,000, if it reaches that amount. Not a single cannery on the Fraser has a pack of 1,000 cases, and the season is about over. The sockeye that ran to the Fraser this year were hatched in 1915. The catch that year totalled 155,700 cases, of which 91,200 were taken by our canneries and 64,500 by the Puget Sound plants. A more forceful illustration of

the depletion of the sockeye run to the Fraser could not be given.

Warnings Ignored

"Year after year," says Mr. Sloan, "the reports of my department have given warning that too many sockeye were being taken from the Fraser runs, that the spawning beds of the Fraser were barren of parent fish, that too many fish were being caught. Our warnings were heeded by Ottawa and ignored by the State of Washington. The Dominion took action to afford the fish greater measures of protection, but the United States and the State of Washington authorities could not be induced to meet the situation, and afford the fish that pass through their waters to reach the Fraser to spawn, any adequate measures of protection.

"At the last session of the Legislature of the State of Washington, this past winter, American state and fishery authorities recommended legislation to meet conditions on the Fraser, and even though their recommendations were totally inadequate, in my opinion, the Legislature of the State of Washington took no action.

Hands Are Tied

"Canada's hands are tied. The depletion of the Fraser is an economic crime, and the responsibility lies with the State of Washington. Reports made by my assistants show that the Fraser River basin is as well suited as formerly for the production of great runs of salmon, and that the spawning beds have not been lessened or injured in any way."

Where Victoria, B.C., Stands Supreme

The Home of the Largest Telescope in the World. The Gateway for a Nation's Shipping Lies at Her Feet

By N. deB. LUGRIN, Victoria, B.C.

LIKE a great silver bubble the dome of the Victoria Observatory gleams above the clustered trees of Little Saanich Mountain. One can see it from nearly any part of the city of Victoria, and its presence there proclaims several facts which make Victoria unique among cities.

It was only after two years diligent travel over every part of the Dominion that scientific men decided that Victoria should be the home of the largest telescope in the world. The climatic conditions of the south end of Vancouver Island are superior to those of any place on the North American Continent, and this is especially noticeable, atmospherically, for the lack of extremes in temperature means a delightful equability, a freedom from fog, and very fine "seeing" qualities.

But, while from the great telescope itself one obtains a view at night that brings the heavens from fifty to one thousand miles nearer the sight; in the day time from the summit of Little Saanich Mountain one looks down over a panorama of earthly loveliness which is unsurpassed. There are miles and miles of farm land and fruit lands, with the wheat, the oats and the corn, the ranks of cherry and apple trees, the long rows of plants in the berry fields, all making

a picture of impressionist color—great splashes of gold and bronze and red, and a dozen shades of green—while beyond the fertile land there is the silver of the curving beaches, and the line of white that marks the fringe of the tide. Beyond again spreads the dazzling blue of the sea and, still beyond, the Olympic Mountains show their soft purple foothills, and thrust their snow-peaks into the sky itself.

Then, where the mountains end on the mainland, and the hills of Vancouver Island rise out of the sea, is the entrance to the Strait of Juan de Fuca, the Gateway to the Orient, through which the ships pass in a steady, stately procession, fore-runners of the mighty fleets in building which are to carry the commerce of the world on the greatest of the world's oceans.

And Victoria is the first and last port of call for all ships passing in and out of the Straits of Juan de Fuca. The largest drydock in the world is in process of construction at Esquimalt, two miles from Victoria, which is Great Britain's naval base on the Pacific.

From the above facts it will readily be seen that the future of Victoria as one of the world's most important commercial ports, is well assured.

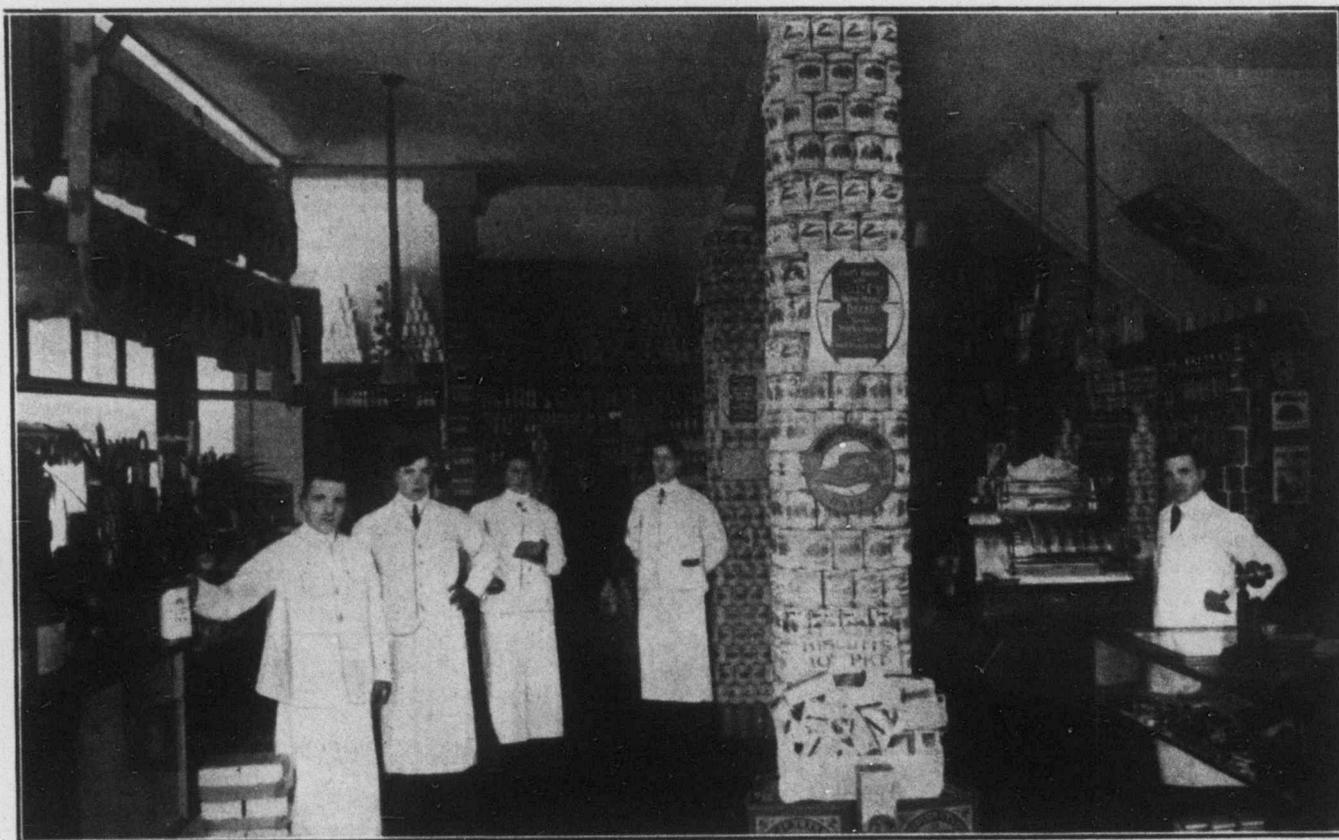
CO-OPERATIVE STORE OPENS IN VICTORIA, B.C.

Vancouver, B.C. (Special).—A company is now operating a grocery store in Victoria under the title of "The Farmers' Co-operative Association, Inc.," the store being situated at 1417 Broad Street, Victoria. The manager, however, assured a representative of CANADIAN GROCER that while the general public were served, the idea primarily was to operate as a service to their members, and a general trade was neither looked for nor desired. We understand the main purposes of the association are the distribution of farmers' products and the purchasing of their supplies. The shareholders, it is suggested, will receive profits from the concern in proportion, not to the amount of shares held, but to the amount of goods purchased.

NOTHING THAT SAVORS OF O.B.U. FOR VANCOUVER RETAIL CLERKS

President A. P. Glen, Retail Clerks' International Protective Association, informs "The Province" that his organization has decided to retain its affiliation with the international and has voted to withdraw its delegates from the Trades and Labor Council.

The organization also went on record as favoring a minimum wage for men of \$25 per week and intend to petition the Government to introduce legislation dealing with this question.



Interior of the Morrow & Deane store, Vancouver, B.C.

THE SOUL OF ADVERTISING

There have been myriads of explanations of advertising, varying all the way from Webster's concise statement "to make known by public notice" to ponderous tomes dealing with all phases of the subject. There have been probably as many explanations, and as many arguments as to what constitutes good advertising.

There is in advertising enough scope to justify a wide variety of opinion on this point. It is doubtful, however, if anyone has come closer to the heart of the matter than the terse phrase credited to Bert Moses, an expert on the subject. Have something to say—say it—and stop. It would be possible to decorate that statement with a considerable number of extra words, but it would be impossible thereby to add one iota to the force and truth of the idea.

If your store happens to be a little to one side of the centre of the town, even the most optimistic person can hardly expect that more than half the inhabitants will pass it by. And if the storekeeper has a pessimistic strain in him, he may torture himself by thinking of the hundreds of people who use other streets or who walk on the other side of the street because his side is sunny, or who escape the lure of his windows with an umbrella, because it is raining. A cheerless nature could think up a plentiful supply of other difficulties, but let these suffice.

Now, it may be that J. L. Wyckoff did not arrive at his conclusions by any such pessimistic reasoning as the above, but certain it is that he adopted his method of going after business, because he fully realized that though he dressed attractive windows, and kept a bright and pleasing store, the bulk of the people would never know about it unless he told them. Therefore, being a good merchant, he set out to do just that.

The Newspaper or the Dodger

There are two accepted methods of advertising with the printed word, and each method has its disciples, who are willing to champion it to any lengths. There is the advertising by dodgers, and the direct newspaper appeal. Mr. Wyckoff has tried both methods and has satisfied himself that, in his experience, at least the latter method is the best. This isn't any haphazard decision either, but one based on very close figuring of costs and results.

Some time ago, for instance, he adopted the policy of sending out dodgers advertising the goods he wished to sell. He sent out 1,500, distributing them as best he could to cover the territory that his store was most likely to influence. They achieved some results, unquestionably, but it was results drawn from a fairly circumscribed area, and brought in comparatively little new business. His old customers showed some slight inter-



Putting System Into

The Respective Merits of the Newspaper and the Dodger—Is it Always Possible to Decide What is Waste Advertising?—The Wider Field and its Advantages

est in the hand-bills in some instances. But they did not bring new people to the store.

Making Up for Lost Trade Opportunities

Mr. Wyckoff, during the course of the war, had built up a sale in boxes for the trenches that had developed into a very large item of business that drew from a larger area than would naturally be served by his store. It meant a big item of trade, and a considerable profit, and when peace was signed the business simply petered out. There were customers who had been introduced to the store by its service in handling this business, who were at least potential customers, but lacking the incentive to visit the store the natural tendency was to deal with stores nearer at hand. Mr. Wyckoff realized this, and realized that something must be done toward meeting this condition. It was this fact that led him to give some real thought to the question of dodgers.

60,000 Circulation or 1,500

He figured that with 1,500 dodgers, and the natural wastage of such methods of advertising, that he could only hope to cover a section of the city, more or less, immediately adjoining his store, to go farther afield would mean either a too great dilution of his efforts, or a wholly unwarranted expense. Then it was that he began considering the newspapers. He had used one newspaper in the past more or less irregularly, but he figured that by discontinuing the use of dodgers and concentrating on a regular newspaper campaign he could use both papers once a week, with larger space, without any extra cost, and instead of reaching 1,500 people, he would be able to reach 60,000. Granting that there was a good deal of overlapping circulation, and waste from one cause and another, it looked to be a better way of investing the money. If it did nothing else, it would serve to keep his name before the people who had occasionally visited his store to get boxes for the trenches. It was possible to keep in touch with these people in this way, where under no other system would it have been possible. It is very difficult at any time to check up the effects of such a campaign and to gauge the results obtained. But when under such system, business begins to go ahead in a most surprisingly satisfactory manner, there can be little doubt that the advertising is proving effective.

No Limits to the Selling Field

Now there are a lot of people who favor dodger advertising, as opposed to newspaper, because of the waste circulation they find in the latter method. They urge, that with the dodger you can reach the very people you want to reach, whereas with newspaper advertising, you are largely shooting over your field. This idea was suggested to Mr. Wyckoff and he admitted that he had harbored

42 Point Cheltenham Condensed		
24 Point Cheltenham Condensed U+L		
18 Pt. Cheltenham Condensed U+L		36 pt.
18 Pt. Cheltenham Condensed U+L		36 pt.
17 Pt. Cheltenham Condensed U+L		36 pt.
14 Pt. Cheltenham Condensed U+L		
24 Pt. Cheltenham Condensed U+L		
8 Pt. Gothic U+L		
8 Pt. Gothic Caps		
42 Pt. Post Bold - U+L		
8 Pt. Gothic Caps		

The layout of the "Once a Month Sale" ad. as it went to the printers.

Store Advertising

Systematizing the Store's Advertising—What to Advertise, Avoiding Haphazard Methods—Getting Results From the Printers—By Definite Layout of Advertising Copy

some such idea himself some time ago, but had pretty well disabused himself of that impression. An instance or so of results from localities that were apparently far beyond the reach of his store, convinced him, that it was somewhat difficult to say just where the effectiveness of a store's advertising began and ended. One day, for instance, he received an order from a small place some distance from London. "I do not

know whether you do outside business," stated the writer, "but I noticed your advertisement, and the prices interested me, and I am enclosing a money order to cover the accompanying list of goods wanted." With the growing persistence of this advertising, these letters have become common occurrences, and the business derived from this source produces a nice little revenue. Yet this is a source of business that very few merchants would consider within the scope of their store.

On another occasion a large manufacturer in Quebec wrote him: "Our man, on your territory," he stated, "does not call on the retail trade, but I have been reading your advertisements, and judge from them, that you must be able to do a good business. We would be glad to supply you direct if you so wish, and at a favorable price." The product of this company was immediately stocked, and at a far more advantageous rate than would have been possible had it been purchased in any other way. Several times has it been possible, through the influence of the stores advertising, to get goods on a very satisfactory basis.

Using Grey in Advertising

While the store's advertising has proved more than satisfactory, it is to be remembered that it is not haphazard advertising. It has obtained results, because a very liberal amount of grey matter has been used in making it effective. Using advertising space in any way may have some value, but using space and using it wisely are two very different things, and the profit varies accordingly.

Timeliness the Essential

There are a number of points in Mr. Wyckoff's system of advertising that are worthy of very careful attention. First there is the matter of the goods to be advertised. There is a certain timeliness about goods that cannot very well be disregarded in calling them to the public attention. "The seasonable nature of the goods is always the first consideration," says Mr. Wyckoff. And, in so saying, he states one of the fundamental points of successful advertising. This is always the first consideration in the matter of advertising, to feature the goods that by their very nature will appeal to the readers.

Keeping an Advertising Record

There are many goods, however, which have no particular seasonal characteristics. What then, is the procedure in

A MORAL IN FIGURES

The Avery Company, a prominent firm of manufacturers in Peoria, Illinois, were anxious to know how many of the dealers handling their line believed in advertising. They sent out a form letter to 100 retailers requesting information. They received 91 replies.

Eighty-one of the dealers stated that they advertised more or less regularly. The total amount of their expenditure on advertising was \$11,746.76, or approximately \$140 each. These eighty-one dealers sold of their line during the year goods to a total of \$848,508.71, which meant an average sale of \$10,475, on which the advertising expense was 1.38 per cent. The ten dealers who did not advertise, sold only \$8,000, or some \$800 each.

In other words the ten non-advertisers combined failed to equal the achievement of one merchant who advertised.

advertising such goods. Mr. Wyckoff believes that in such instances, it is purely and simply a matter of what goods the merchant is most eager to move. Now that depends largely on how his stock is moving, and it is a dangerous matter to judge this in a haphazard way; by so doing many things may be overlooked. Mr. Wyckoff has adopted a system of keeping a pad for goods to be advertised. Every time he goes to his store room for supplies he takes a glimpse around too see how things are moving. If he finds that stocks of soap are rather heavy, why he makes a note on his advertising pad, to say something about soap this week. Every time he or his clerks re-arrange a shelf or change a display, the chances are that their attention is called to some line whose sale might well be encouraged. It is not left to chance, it is all jotted down, just when the suggestion is fresh in mind. So when the time comes to arrange the advertising for the week there is no uncertainty as to just what should appear in the space; no feverish running about to try and decide upon something; there are two definite sources of inspiration. First, the specially seasonable lines, and second, the goods on the advertising record pad. That system does a great deal toward assuring that the advertising is always working for the store.

Getting the Appearance That Counts

But many a well thought out advertising campaign, has been spoiled by the poor appearance of the finished advertisement. Mr. Wyckoff takes no chances. "To get the kind of results you want," he states, you have to give the printers time, and you have to see a proof, to know that the layout is just what you want.

The store uses small ads on Mondays, Wednesdays and Fridays, calling attention to some one or two lines. They are used more to keep the firm name before the selling public than for their selling

Continued on page 73



Once-a-Month Sale

Friday Saturday Monday
Fresh Creamery Butter, 52c
Right From the Churn, lb.

1 gallon can Apples, peeled and served at the table, 25c
1-gallon can Apples 17c
Peaches, a can 25c
2 pounds Raisins 25c
Tapioca, a pound 25c
1 pound Prunes 25c

Granulated, made from ripe, business Choice grapes, at special prices
25c, 45c, 55c
Pure Jam—strawberry, raspberry and orange marmalade, 15c per pound box, at 25c

24-Pound Bag Best Flour \$1.49

Magic Baking Powder, 1/2 pound can 25c
Cocoa, one pound 25c
2 packages Italian 25c
Oven Baked Baking Soda, 1/2 pound 25c
Cocoa Search 25c
2 packages 25c

Feather Strip Coconut 25c
4 coconuts, 10c
Large can good Salmon 25c
2 packages for 25c
1-pound bag Flour 25c
12-pound bag Flour 75c

9 Pounds Granulated Sugar 98c

4 1-2 lbs. Nice Bright Yellow Sugar, 50c

Our Teas Are Giving Splendid Satisfaction
Special Blend at 25c
5c, 3 pounds \$1.05
English Breakfast, 75c
No. 2, 2 pounds \$1.05
Imperial Blend, 85c
3 pounds \$1.25
Japan, extra value at 25c
3 pounds \$1.05

Very choice California Lemons, a dozen 25c
Crisp Apples, 1/2 lb. can, 25c
1/2 lb. can, 25c
1/2 lb. can, 25c
Soda Biscuits, a pound 25c

Cooking Figs, 1/2 lb. 25c
4-1/2 lb. can pure Raspberry and pure Strawberry Jam to go at 25c
2 packages 25c
Dutch Bitter, a quart 25c
All Garden Seeds 25c
Lima Beans, pound 25c
Hull's Peas, a Custard Powder, 2 packages 25c
Maltine, 2 boxes 25c

Two in One Shoe Polish Black, red and white for 25c four pounds 25c
Black Cat Shoe Polish a bottle 25c
Liquid Vaseol, the 25c size, at 25c the 10c size at 25c
Lefebvre Soap, 2 for the Ivory Soap, 2 for the Fairy Soap, 2 for the Castle Soap, a cake
Old Dutch, a can 25c
Instant Delight Soap, 2 pounds 25c
Laundry Starch 25c

Orona

Housekeepers who have used it say, it is the best article they ever used for cleaning varnished and painted woodwork, bathtubs and kitchen utensils, and especially aluminum. Large 25c can for 25c

Libby's Pork and Beans We consider these the best pork and beans packed. Keep a few cans in the house; you'll find them convenient to have. The large 25c can is at just 25c

Bulk Pickles—We put 'em up in tight containers.
Sweet Mustard, pint 25c
Sweet Gherkins, pint 25c
Sweet Mixed, pint 25c

Pure Cocoa—You'll enjoy the delicate rich taste of its flavor. A pound 25c
Nestlé's Coffee—Rich and luscious, ground especially to your order, a pound 25c

Your phone orders will receive careful attention. Kindly let us have your order on Friday, if possible. Last delivery on Saturday close at 2 p.m. Orders received after that hour will be delivered on Monday. As the prices quoted for this sale are exceptionally low we can only deliver orders amounting to \$5 and over. Please do not ask us to deliver small parcels, as we do not like to refuse you.

PHONE 224

Wyckoff's

DUNDAS STREET, AT RIDGUT.

The ad. as it appeared following the instructions.

Making a Name in Special Line

Specializing on One or Two Important Lines Has Been Found to be of Immense Value to the John Diprose Store, London, Ont.—Has Been a Large Factor in Building Trade in All Lines

THERE are ways and ways of building a business, and all of them are good, but probably the quickest and most effective way is to specialize in some one or more lines, and by so doing develop a reputation for having the very best goods in these lines. Such is the opinion of John Diprose, Dundas St., London, Ont. He is confident in the wisdom of this judgment, because he has tried it and found it a success.

Getting the Public Attention

"The best way to keep yourself before the public," he says, "is through a n established reputation in some few lines of goods. When you have cultivated a certain trade, so that people say, 'If you want good tea and coffee go to Diprose,' then you have developed a business asset that it is difficult to overestimate. The prime factor in successful merchandising is to get people where you can sell them. If they don't come to your store, your selling campaign is made that much the more difficult, but if you can lead them to believe they can get some one article at your store better than anywhere else, then they will certainly come, and the confidence in one line will to a greater or less degree establish a confidence in the merchant that will make a general selling campaign all the easier.

Of course, it is possible, Mr. Diprose admits, for a store to develop a reputation for satisfactory service and for quality goods, and there is no question of the value of such a reputation, but a general reputation of that character, however high, has not, he believes, the pulling power of a reputation for some two or three lines.

Must Specialize to Get Attention

After all in these days, goods are largely standardized. Package goods have come so much to the fore that the average housekeeper knows perfectly well that she can get as good breakfast foods and jams and sugar and baking powder at the small store of small proportions, as she can get at the best store. But there are certain lines on which it is yet possible to make a repu-

tation for extra quality, and Mr. Diprose has found that to do so is a very wise move.

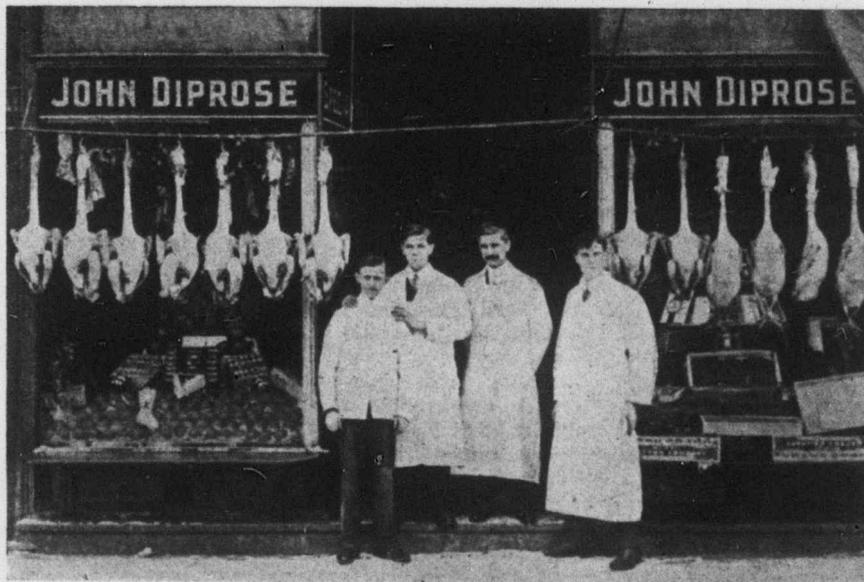
Coffee a Good Trade Getter

The first line he specialized in was coffee. He got the best available, and discovered a good blend that pleased his

thing of the kind would have been fatal, as it is much easier to lose a reputation than to gain one.

Specializing Also in Fruit and Vegetables

Some time ago Mr. Diprose decided to branch out further into fancy vegetables and fruits. Varieties in fruit and vegetables were to be had anywhere. They were always procurable at the Diprose store. There was always tomatoes and lettuce, even on the coldest winter days. Supplies were assured from a greenhouse not far from London. Then the imported vegetables, as soon as they appeared, were sure to be stocked by the store. It did not take people long to find this out and to look to the store for anything of that nature.



The John Diprose store, Dundas Street, London. Mr. Diprose is the second figure from the right.

customers, and he made with this a strong bid for business. He featured his coffee as a special, putting it up under his own name, and every week or so had special sales in this line. People came and bought the coffee and found it good—told others, who also came and bought—the special sales grew in magnitude. The amount of coffee packaged for the sale day that was thought to be more than ample, was all used before noon, and clerks were busy all the afternoon grinding coffee and packaging it for customers. An electric coffee grinder was then installed, and the work was in that way greatly simplified. For a long time past now it has not been necessary to adopt the special sale idea. The store has developed a reputation for selling good coffee, and the reputation has stuck.

The same plan was adopted in regard to tea with equal success.

Now there was no particular knack in this business. Mr. Diprose had no source of supply that was not open to everyone. He knew good coffee and tea and he bought what was good, and he told people about it. Anyone could have done the same. It was simply a matter of laying the emphasis where it would do the most good, and by playing fair with the customer in taking every precaution to see that the quality of the goods were never allowed to run down. Any-

An Opening For Sales Talks

Having such goods also gave an opening for calling up customers, whom it was known would be interested, and it was found to be an easy way to interest customers who had dropped into the store for some minor needs. It was, in fact, the special inducement that this store had over this.

Now, of course, any store depending on the sale of such lines for its livelihood, would have pretty lean picking. But granted that business in these lines can be increased fourfold, and that seems a modest enough estimate, for certainly the business of the John Diprose store in these lines increased more than this. But that is only a small part of the advantage that such a policy may have for the store. Every purchaser of coffee or vegetables is a purchaser of all other grocery lines. And if she thinks she can get one line of goods better at one store than at any other, there is a strong probability that she will reason that its other service is just as good, and consequently there is a very large possibility that the store will draw all her patronage. In this way the policy of specialization has, in the instance in question, at least, very clearly justified itself.

Cash and Carry Makes Business Success

London, Ont., Store Finds That Adoption of This System Has Enabled Them to Build Business on a Sound Foundation—Appealing to the Farm Trade Through Price and Location

LOCATION has a good deal to do with the character of a business. A business located in the market square naturally makes an appeal to the trade of the farmers who trade in that market. It is not altogether surprising, therefore, that on certain days the store of Frank Smith, located on the market square at London, Ont., should be so crowded that it is not stretching the truth very much to state that you have practically to fight your way in. This store has, partially by reason of its location, become a trading centre for the farming community.

Started With Credit Business

Mr. Smith opened up some five or six years ago, and for a while things did not look too rosy. He was doing a credit business, and somehow or other, according to Mr. Smith, it did not work out too well. His losses were fairly heavy, the more so as many of the customers were not city folk, and it was not easy to keep tab on them as it otherwise would have been. Then, too, it meant heavy outlay of capital, and that in turn meant that he had to take time from the wholesalers, and had to buy on those terms. Altogether it looked, in Mr. Smith's own statement, as though things were not going too well.

Appealing to Farm Trade

Then it occurred to him that his great appeal, owing to the nature of his location, was to the farmer trade, and that the farmer was used to a cash business, he brought his goods in and sold them, and he had the actual money to spend. If they sold for cash why shouldn't he? The upshot of it was that he adopted the cash and carry system. Now, whatever the experience of others in such a change may have been, with Mr. Smith it was more than satisfactory. He sold for cash, and that meant that he could buy for cash, and that in turn meant that he could buy far more satisfactorily and could undersell his own former prices. That, he found, was what interested the farmer trade. They had the cash so they didn't mind paying cash, and they were going to take the goods home anyway, so delivery meant nothing to them. It was the price that counted, and in that way then Mr. Mr. Smith has built his business, and a brisk business it is.

Pass the store almost any day and you will see bags of sugar and flour in ton quantities, each with its ticket, with some farmer's name on it. That's the sort of business it is.

But while this business has developed enormously it is not the only line in which development has been noted. The



A Busy Scene at the Corner of Dundas and Richmond Streets, London, Ont.

people of London coming to market have passed the store and seen the crowds and the sight has had the effect of convincing them that where so many people deal it must be profitable to deal also. Moreover, Mr. Smith has been able to get from his farmer customers unusually satisfactory supplies of butter, eggs, cheese and fruit, and his city customers have been quick to discover this.

One Rule For All

When asked how the cash and carry system had worked with the city trade, Mr. Smith stated that it had worked satisfactorily, and the reason he gave for this was that the store showed absolutely no favoritism. It was a hard and fast rule. If they wanted goods delivered there was a merchants' delivery that would call for them and deliver 200 pounds for the sum of 10c, but the charge was paid by the customer. There

was absolutely no variation from the rule. Customers in one way and another assured themselves of this fact, and once having done so, all argument over the matter ceased. It is only showing favoritism to certain customers, Mr. Smith believes, that causes trouble with a cash and carry system. If it is absolutely maintained the store will have no trouble. Mr. Smith illustrated the store's attitude by saying: "If the lady next door to my home, who knows I drive a car should ask me to bring something to her, I would have to refuse. I would gladly accommodate such people, but to do so would undermine the whole system, and one such instance might be enough to spoil the whole system. We have made an absolutely hard and fast rule and have stuck to it, and by doing so have found that we can conduct our business on this system without any difficulty."

Quotations on Nuts Still Advancing

Market Situation is Very Strong and Record Figures Will Prevail This Fall and Winter on All Nuts

THE market situation in nuts continues to be one of advancing prices. All advices received by importers point to extremely high quotations on nuts this fall and winter. Almonds and French walnuts cost approximately five cents per pound more to import now than they did ten days or a fortnight ago. Shelled French walnuts are up 50 francs per cwt., f.o.b. France, and almonds are 25 shillings higher per cwt., meaning a jump of about five cents per pound. Spanish peanuts are rapidly advancing and have

reached record figures. Number one Spanish peanuts are quoted at 21 cents, Virginia, which means that they would have to sell at 25 cents to the retail trade. Brazils in the shell are quoted very firm in New York, at 25 and 26 cents for October and November delivery. Unshelled filberts are a fair offering, but are costing 44 cents per pound, laid down in Toronto. Shelled Brazils are quoted at 80 cents per pound in New York. Here they are selling to the trade at 88 cents. Shelled filberts to the retail are from 50 to 55 cents per pound.

Know Your Costs and Expenses!

Familiar Equation of Two Plus Two Works Whether You Can "See It" or Not

By HENRY JOHNSON, JR.

I MET an exclusive fruit and vegetable retailer a short time since who said he could not follow my reasoning in regard to needful margins, expenses and net profits. He felt that with the rapid turnover in his line and the very limited capital required, grocery figures were not applicable. So I waited until evening, then visited his store and got some details. I learned from him, among other things, that on his business of about \$2,600 in June he had run behind \$300. He did not know whether to look for a thief or not. I took the figures away to study, and then wrote him:

Dear Smith:—Your figures of expense and turnover, as I recall them, were, for June, as follows:

Sales, per week	\$650.00
Rent, per week	\$35.00
Man, per week	23.00
Boy, per week	13.50
Yourself, per week	20.00
Paper, Bags, etc.	10.00
	<hr/>
	\$101.50

Or, as you put it, in round numbers, \$100 per week. That figures out just about 15.4 per cent. expense, and on that basis, you lost \$300 in June; yet, as you pointed out, you are in business where \$500 in stock will make a big showing.

Get Facts For a Basis

Take the \$400 expense and \$300 loss

and you have \$700 to charge against your sales of \$2,600. Divide the \$700 by \$2,600 and you will have approximately 27 per cent.—in fact, \$702 would give you exactly 27 per cent. This outcome should seem to demonstrate the correctness of those with whom I have talked who have made a careful, scientific study of their perishable department and have arrived at the conclusion that they must have a margin, on the average, of 30 per cent. or they cannot make any money, net, on this line. The fact that you lost \$300 seems to indicate that, on the average, you did not mark up your goods sufficiently—or there was a big leak somewhere. It is possible that there is some pilfering, but pilfering to the extent of \$10 per day would be big enough to be noticed, and we should not look to such an explanation until we are sure our figures are more nearly in line.

Look at it another way. You said you "could not follow my reasoning" on necessary margins, inasmuch as the perishable business must be run on a sort of gamble—following the lead of the fellow who sells for 85 cents and \$1 gross on a box of oranges or lemons and making wider margins where possible. But that is the way with all retail business; and does not the outcome show that my reasoning is about right? For I said the average grocery expense is 16 2-3 per cent., allowance for shrink on oranges and lemons, 3 1-3 per cent., to-

tal burden 20 per cent. and needful net profit 5 per cent. Then a study of your figures shows that you are within 1 1-3 per cent. of the average grocer's, notwithstanding that for your location you have a very low rental.

Study Your Average Sales

One thing probably would help a lot. That is to study your register to ascertain what is your average sale. Divide the number of "rings," less the "paid out" and "no sale" items, into the money received to see how many sales you must make for \$100 of receipts. Suppose you find that the average is 20 cents. That would mean that in your average day of \$100 sales, you have 500 transactions. An error, or a leak, of one cent on each sale, or overweight or liberal count to the amount of one cent on the average, would mean a leakage of \$5.00 per day. A gain of 1 cent would mean winning an extra \$5 per day. The difference is nearly \$300 per month.

I think your trouble is threefold. You do not mark your goods high enough on the average. There is a leakage you have not traced—it may be shrinkage, not pilferage. You give too liberal treatment to your customers in weight and count. Just a "little thing," like an extra paper bag at ½ cent counts when you are making 20 to 30 cent sales. On the other hand, being a trifle liberal and "accommodating" in such little matters



An Interior View of One of Vancouver's Fine Stores—"The McTaggart Grocery."

is one of the sure ways to get better margins, for customers will disregard a little extra price if they feel friendly because they like the service in your store.

Here is another thought:

You say you turn your stock twice a week on the average—but do you? Test it this way: If it is marked up at the rate of 30 per cent. on the average, which means 43 per cent. on cost, the gross spread on \$650 of sales will be \$195. The replacement value, therefore, of your weekly stock will be \$455. Thus two complete turns of your stock each week will show an average investment of not more than \$227.50. That is to say, your average inventory at any time must not exceed \$227.50 for that size of business. Careful examination, I think, will reveal that you have more stock than that, and, therefore, are not turning it twice each week.

You Cannot Know Too Much About Your Business

If any of these figures does not fit into actual conditions, something you told me is badly guessed at. You cannot afford to take any chance guessing.

A man cannot know his business from too many angles. Accurate knowledge of every angle is needful if you are to know where you are headed.

Now, if you really could make 30 per cent. gross on that business of yours, just as it stands to-day, it is easy to see that you could sustain a big shrinkage and yet clean up \$3,000 a year net velvet!

A few days after, I got this reply:

It was indeed kind of you to take such an interest in me, and I greatly appreciate it.

I studied over your letter and the conclusion I came to was that I was not getting a sufficient margin of profit considering the fact that I was paying more to get a better quality than the average. Since the first of the month I have my stock marked a little higher, am doing the same volume of business, and already I have a little margin in the bank on the right side. So you see wherein the fault lay.

Woolworth and Rapid Turns

Woolworth borrowed big sums during his business career, but he kept his debts bunched in big lots. His first capital was borrowed, but he did not add to that debt any bills at the jobbers' houses. It is told that he used to buy a box of soap for \$3.50 to sell for 5 cents the cake. His capital being small, he would have the box set aside, take out 50 cakes pay down his \$1.75, and carry the soap to his store. When that was nearly sold out, he came back for the other 50 cakes.

This was not because the wholesaler would not have let him have the entire box. It was just his way of keeping a tight rein on his affairs. Can we get a better example to follow than that of the man who thus began and who ended up—well, you know!

Verily, many nickels make a mickle—and "the last shall be first!"

The Blind Still Lead the Blind

It seems incredible, but an eastern wholesale grocer issued—last spring—an alleged "ready reckoner" to enable grocers to know what percentage they could make on goods at various increases over cost—and the percentage is stated on the cost!

Probably it is wrong to call this an example of the blind leading the blind. Undoubtedly it should be stigmatized as an example of deliberate deceit through purposeful misleading. Because it is a safe gamble that the wholesaler himself knows better than to follow out such a method in his own business. Thus, he is trying to make dupes of his customers—maybe a sound reason why so many jobbers fear the encroachments of the packers into the food business.

I think that if the wholesale grocer is

eliminated, he will have himself to blame. I do not think that the jobber who gives his customers a really square, sincere deal is in any danger. But the kind of jobber who will issue such a "guide" as I have described above, deserves elimination!

"What is sauce for the goose is sauce for the gander" is the only honest basis on which to market goods.

WESTERN CANADA FLOUR MILL CO. DECLARE DIVIDEND

The directors of the Western Canada Flour Mills Company, Limited, have declared the regular quarterly dividend of 2 per cent. on the common, together with a bonus of 2 per cent., both payable September 15th to shareholders of record Sept. 4th.

Uncle Sam as a Merchant

Goes Into Retail Business and Sells Through Post Office and Over Counter—Some Illustrations of Prices Asked

THE recent move on the part of the United States Government to sell surplus stocks of army supplies through the agency of the Post Office Department, has not, as far as can be learned, met with a very enthusiastic response. Possibly as a result of this fact, the Government now announces its intention of opening retail stores for the sale of household commodities included in the surplus stocks of the war department. Such stores, it is stated, will be established Sept. 25. The stores will be located in depot centres, and other large cities, and they will accept and fill mail orders.

Continued purchases by the department of certain necessities so that these stores may be continued indefinitely as a part of the Government campaign against the high cost of living is understood to be under consideration.

The list of commodities released by the war department is too long to reproduce. Some of the commodities asked, however, with their prices, are as follows:

Bacon, six 12-pound cans to case, \$4.15 per can, plus 21 cents postage.
 Beef, corned, 48 No. 1 cans to case, 29 cents per can, plus 5 cents postage.
 Beef, corned, 24 No. 2 cans to case, 55 cents, plus 7 cents postage.
 Beef, corned, 12 6-pound cans to case, \$1.75, plus 11 cents postage.
 Beef, roast, 48 No. 1 cans to case, 29 cents per can, plus 5 cents postage.
 Beans, baked, 48 No. 1 cans to case, 6 cents per can, plus 5 cents postage.
 Beans, baked, 24 No. 2 cans to case, 6 cents per can, plus 6 cents postage.
 Beans, baked, 24 No. 3 cans to case, 9 cents per can, plus 7 cents postage.
 Beans, stringless, 24 No. 2 cans to case, 9 cents per can, plus 10 cents postage.
 Beans, stringless, 12 No. 10 cans, 40 cents per can, plus 10 cents postage.
 Corn, sweet, 24 No. 2 cans to case, 9 cents per can, plus 6 cents postage.
 Baking powder, 24 1-pound cans to case, 9 cents per can, plus 6 cents postage.
 Baking powder, eight 5-pound cans to case, 45 cents per can, plus 11 cents postage.
 Barley, pearl, 100-pound bags, \$2.63 per bag, plus \$1.05 postage.

Beans, dry, 100-pound bags, \$6.49 per bag, plus \$1.05 postage.

Cherries, canned, 24 small cans to case, 21 cents per can, plus 7 cents postage.

Cinnamon, 48 ¼-pound cans to case, 7 cents per can, plus 5 cents postage.

Cloves, 48 ¼-pound cans to case, 14 cents per can, plus 5 cents postage.

Cocoa, breakfast, 24 ½-pound cans to case, 13 cents per can, plus 4 cents postage.

Corn meal, white, 100-pound bags, \$3.50 per bag, plus \$1.05 postage.

Corn meal, yellow, 100-pound bags, \$5.79 per bag, plus \$1.05 postage.

Corn meal, yellow, 30 2-pound cans to case, 7 cents per can, plus 7 cents postage.

Cornstarch, 40 to case, 4 cents per can, plus 5 cents postage.

Crackers, assorted, 48 to case, 6 cents per can, plus 5 cents postage.

Crackers, ginger, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Crackers, graham, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Crackers, soda, 48 No. 1 tins to case, 6 cents per tin, plus 5 cents postage.

Farina, 48 No. 1 tins to case, 14 cents per tin, plus 5 cents postage.

Flavoring extract, vanilla, 24 8-ounce bottles, 33 cents, plus 6 cents postage.

Flour, corn, 100-pound bags, \$5.24 per bag, plus \$1.05 postage.

Flour, edible, cornstarch, 100-pound bags, \$4 per bag, plus \$1.05 postage.

Flour, graham, 100-pound bags, \$3.80 per bag, plus \$1.05 postage.

Flour, issue, 100-pound bag, \$6, plus \$1.05 postage.

Flour, oatmeal, 100-pound bags, \$4 per bag, plus \$1.05 postage.*

Flour, rice, 100-pound bags, \$6 per bag, plus \$1.05 postage.

Flour, rye, 98-pound bags, \$3.75 per bag, plus \$1.03 postage.

Gelatin, 144 to case, 9 cents per can, plus 4 cents postage.

Ginger, 48 ¼-pound cans to case, 7 cents per can, plus 5 cents postage.

Hominy, coarse, 100-pound sacks, \$6.49 per sack, plus \$1.05 postage.

Hominy, fine, 24 No. 2 cartons to case, 4 cents per carton, plus 6 cents postage.

Hominy, lye, 24 No. 2 cartons to case, 6 cents per carton, plus 7 cents postage.

Macaroni, bulk, 25 pounds to case, \$2.06 per case, plus 37 cents postage.

Macaroni, 24 to case, 7 cents per can, plus 6 cents postage.

Milk, condensed, sweetened, 48 No. 1 cans to case, 13 cents per can, plus 5 cents postage.

The Prices We Quote Are Always in Line

WE specialize on Ceylon Desiccated
Cocoanut, importing direct from
our own mills at Colombo.

We are now able to quote this season's
Chinese Preserved Ginger.

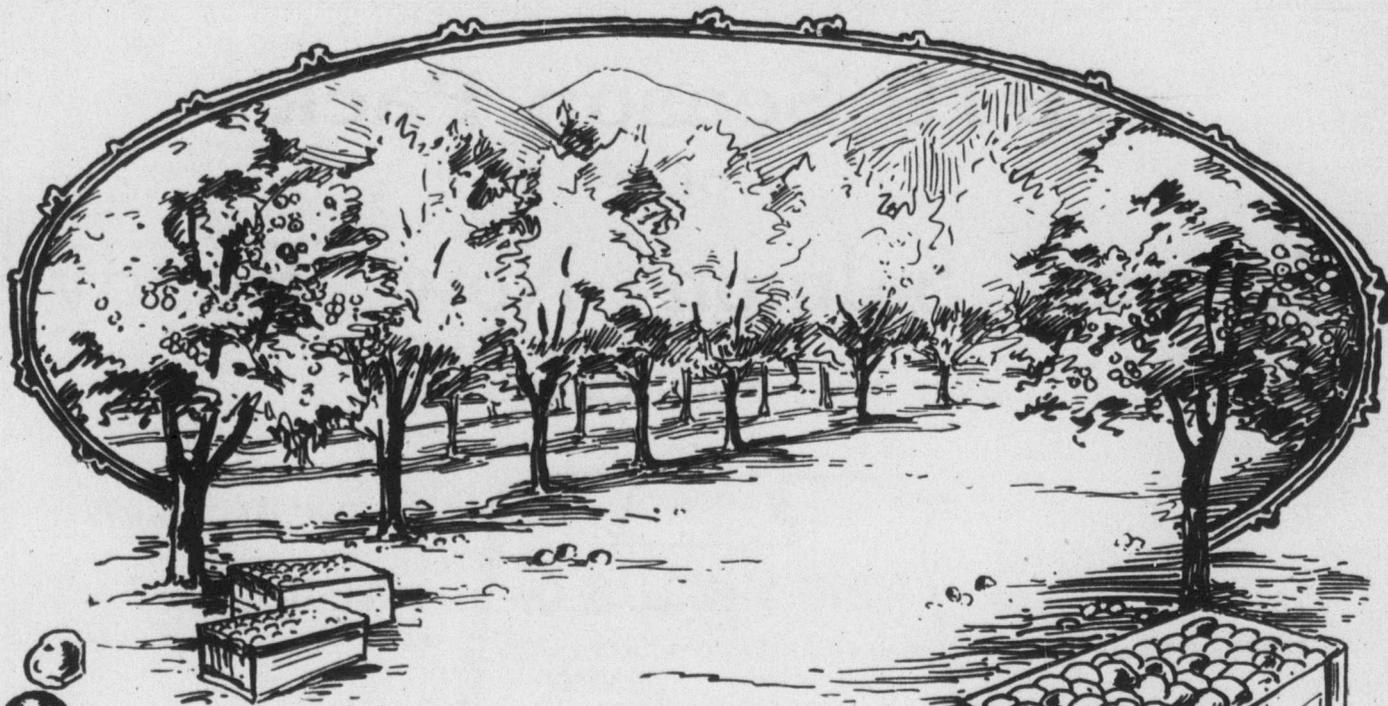
Wet--In casks and jars. Dry--In tins and cases

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for your requirements. We can sup-
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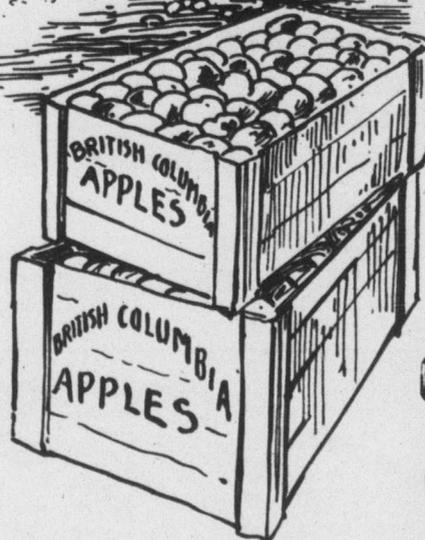
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Apples that look good—eat good—keep well and sell well.

Apples that only British Columbia could produce. Its soil, its climate and its wonderful natural orchard locations combine to put British Columbia's apples in the front rank at the fruit shows and markets of the world.

And we pack these apples just right. They come to you in the way you'd want them to come—sound, clean and tempting looking. Place your order now and get prompt delivery.

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.

We are educating your customers to buy them by the box.

British Columbia Fruit Growers Association

UNIVERSITY OF B.C.

VANCOUVER, B.C.



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Cover your requirements now

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(Small) Red Sockeye

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BRAND
BISCUITS**



YOUR JOBBER CAN SUPPLY YOU
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The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

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Made in B.C. from B.C. Oats

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Handling the "B & K" (Extra Cream) line will enable you to build up a more profitable Cereal trade. They win new customers and hold old ones.

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



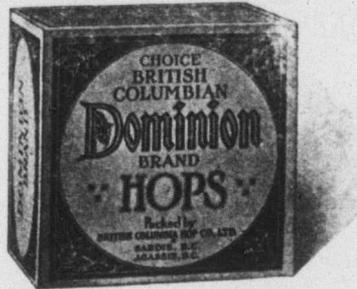
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In Quarter and Half Pound
Full and Short Weight Packages

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Ranches located at
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Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
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THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are
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We need the Grocers'
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DOMINION CANNERS LTD.

This space, small though it
is, is capable of producing
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Our Motto is "SERVICE"

We cannot offer to sell you goods cheaper than
any other firm is in a position to do, but we CAN
give actual facts to prove that it is

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Send in your mail order to

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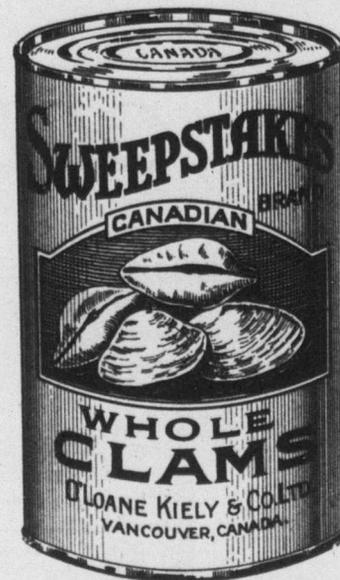
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SEATTLE SAN FRANCISCO LONDON, ENGLAND

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FOOD PRODUCTS**



CANNED FISH

Salmon, Pilchards, Herring, Clams,
Fish Paste.

PICKLED FISH

Herring—Scotch cure — Norway
cure, split—round.

Pilchards—Salmon, Salt and Mild
cured.

DRIED FISH

Herring, Pilchards, Codfish,
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We are

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O.K.	Sockeye	Salmon
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All commercial
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Oriental Produce—including Beans, Peas, Seeds, Rice, Tapioca, Spice, Peanuts, Walnuts, Oil,
Dried Egg products, Albumen, etc.

“A Little Better Than the Best”

Gosse-Millerd's

OCEAN PRODUCTS

Every tin contains a
Sea Food of highest
Quality.

Processing and
packing perfected
through years of ex-
perience.



Into every can bearing the Gosse-Millerd label goes as high a quality fish as the Pacific Ocean contains. The pick of the season's catches processed and put up in a way that guarantees customer satisfaction.

Order a Supply.

Gosse-Millerd Packing Co., Limited

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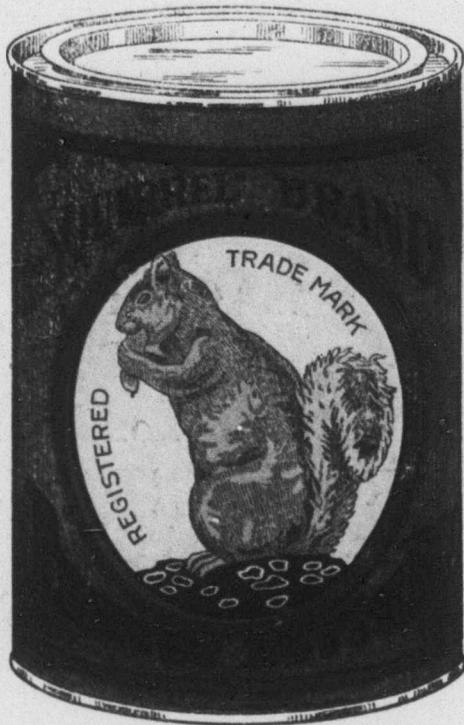
Western: DONALD H. BAIN CO., Winnipeg, Man.

Eastern: ROSE & LAFLAMME, LTD., Montreal, Que.

Maritime Provinces: THOMAS FLANAGAN, Halifax, N.S.

You Can Conscientiously Recommend Peanut Butter

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“SQUIRREL”
BRAND

IS

THE BEST

*A Product of Absolute Purity---Containing
those Food Values so essential to Child Life*

Nutritious---Appetizing

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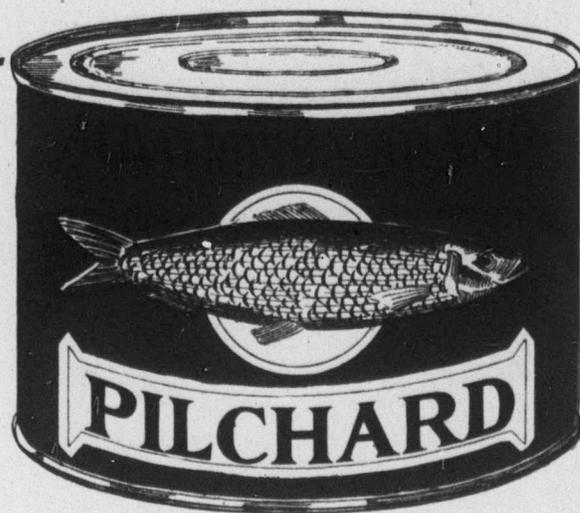
Oakes & Wyman, Halifax, N.S.	-	-	-	-	Nova Scotia
Baird & Peters, St. John, N.B.	-	-	-	-	New Brunswick
A. G. Snowdon, Coristine Bldg., Montreal	-	-	-	-	Quebec
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CANADA NUT COMPANY, LIMITED
VANCOUVER, B.C.

—A Parable

saying: "A certain grocer discovered a blown tin of peaches and foolishly he said in his heart, 'All canned goods are rotten.'

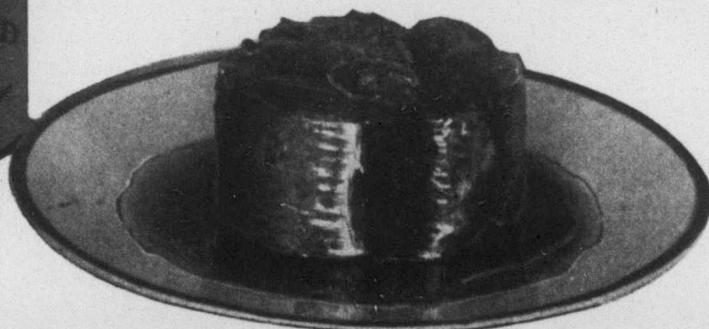
"And it came to pass that a certain other grocer opened a can of pilchards and behold he found likewise, scales and fins and roe and tails and in fact the entire bag of tricks, and he marvelled greatly, but being a man of much wisdom, instead of condemning all pilchards, he said, 'Verily, these are not ALBATROSS PILCHARDS, for in



ALBATROSS Brand PILCHARDS

YOU FIND THAT EACH FISH IS
 SCALED — NO SCALES
 TRIMMED — NO FINS nor TAILS
 CLEANED—NOROE nor ENTRAILS"

As a Practical Business Man, Mr. Grocer, you will appreciate that it costs us more money to give so much attention to each fish but the improved product well repays the extra labour and expense



Every Morsel Edible and Delicious

PIONEER PILCHARD PACKERS
Clayoquot Sound Canning Co., Limited

J. L. BECKWITH, AGENT
 VICTORIA, B. C.



Packed Amid the Gardens While the
Bloom is on the Fruit



King-Beach



Pure

Jams and Marmalades

Fruits that grow in sun-kissed valleys where they are gathered with the dew fresh upon them—fruits that old Mother Nature herself might take an honest pride in producing—fruits carefully “picked over” to exclude anything but the very finest—of such are the “K-B” Jams and Marmalades made.

Dealers who appreciate the advantages of selling high quality goods at an attractive profit should never be without a stock of the “K-B” Trade-Marked Jams and Marmalades.

The King-Beach Mfg. Co., Ltd.

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Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver.

What Lines of Merchandise do you Require?

Whatever your needs may be in this direction we feel sure that our prices will interest you.

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Our strategic location in Vancouver, the gateway to the Orient—our buying power—the wide field we cover—these are the factors that make our house the surest and most satisfactory connection between your business and the Oriental markets.

Among our importations are:—

Pepper—ginger—cloves—nutmegs—Cassia—ago—cocoa beans—egg albumen.
Isinglass—senna—quinine—camphor—eucalyptol—alum
PEANUTS BEANS



We pay special attention to Local Products and Spot Goods. Canned Salmon, Canned Herring, Canned Pilchards, Rice, Preserved Ginger, Peanut Oil, Joss Sticks
AUSTRALIAN CURRANTS

Write or Wire for Prices. It means money for you.

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ORIGINALS

Large stocks of Spot Teas, and shipments always afloat to select from.

BLENDED TEAS

Indian, Ceylon and Java Teas, skilfully selected and blended. Repacked in 50-lb. and 25-lb. laminated wood tea boxes.

Tasting samples and quotations on application.

Blender and Packer of



In 3-lb., 1-lb. and 1-2-lb. Packets.

One quality only; THE BEST

If not carried by your Jobber write for Freight Prepaid Prices.

BONDED and DUTY-PAID WAREHOUSE, Water Street, VANCOUVER, B.C.

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THE **SIGN OF QUALITY**

WALLACE'S
CANNED SALMON
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CANNED PILCHARDS

Caught and
packed by the

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at their six canneries at
the fishing grounds

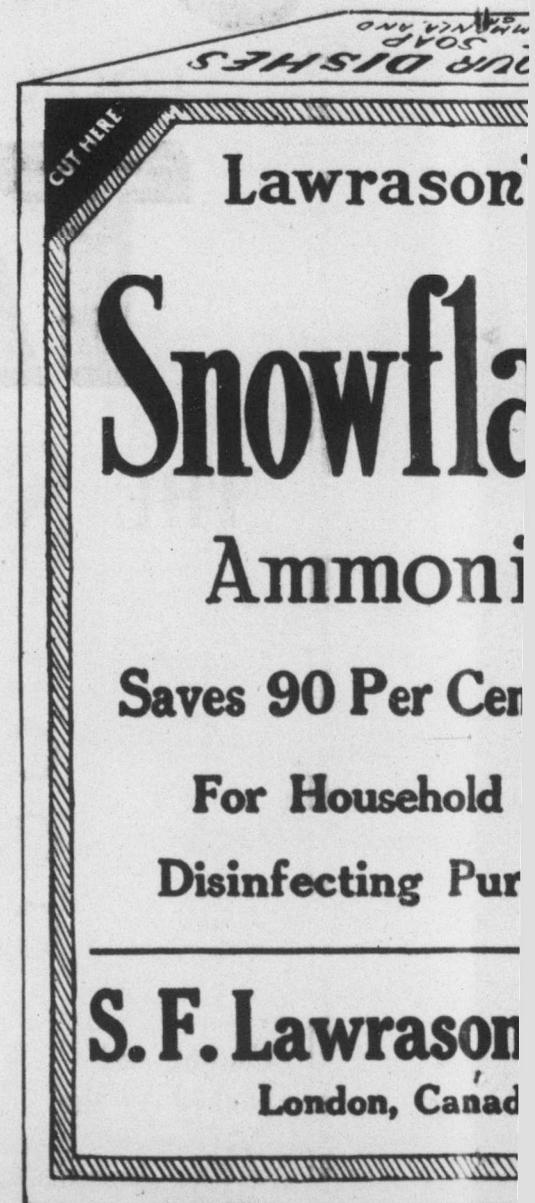
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Quality Hold

Raw materials are still suffering from the reaction of war time. Prices are still away in advance of pre-war days.

Snowflake has withstood market fluctuations. It has remained full-strength ammonia.

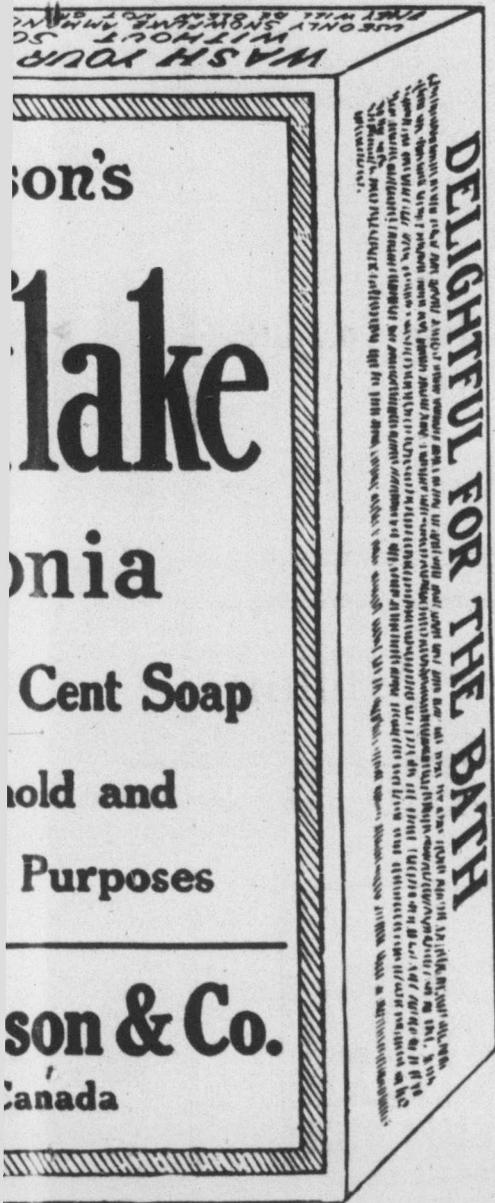
But poor grade ammonias are injuring the business we created.



Push Snowflake at every opportunity. It means
ORDER THROUGH YOUR

S. F. LAWRASON & CO.

lds Business



Retain your ammonia business by offering nothing but Snowflake.

The customers who have insisted on Snowflake are the ones that are still using it. Not once has it fallen down on our claim of: "Saves Soap, Softens Water, Cuts Grease."

Create trade by frequent displays. Snowflake trade remains with you.

means larger profits, more satisfied customers.
 YOUR WHOLESALE

LONDON, CANADA



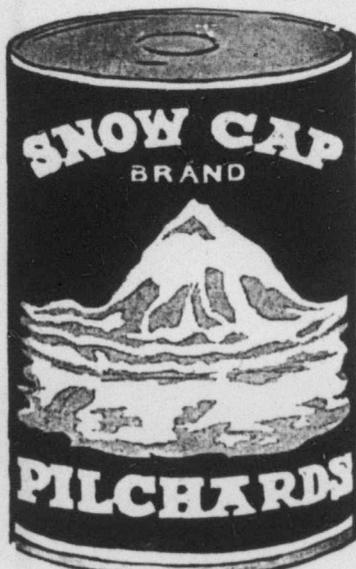
A Quality Product Made in a Clean Plant

Hamsterley Farm Jam is a line that you need have no hesitation in recommending to your best customers. It is made from the choicest B.C. Fruit in a spotlessly clean Factory.

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Victoria, B.C.

Agents for Alberta and Saskatchewan
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SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY
The Nootka
Packing Co., Ltd.

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

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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



**“I TELL YOU---
I KNOW WHAT
I WANT”!**

**YOU DON'T HAVE TO ARGUE WITH
Macdonald's Catalog**

**IF YOU NEED IT---IT'S THERE
IF YOU DON'T---**

IT WON'T TAKE UP YOUR TIME

The hardest question facing the retail grocer to-day is, what prices are going to stay up, and what prices are coming down, and how soon, and the way for him to buy groceries, and the way we have always urged you to do, is by comparison.

Give your business to the wholesale house which quotes the lowest price for the same quality goods. **If you will follow this out and compare our prices with those charged by other houses, you will find that you must in your own interest mail your orders to A. MACDONALD & CO.**

Prices on certain lines, as you know, are fixed by the manufacturers, and these we are forced to sell on an even basis with competitors, **but on all lines not so controlled we can save you big money.**

You do not know what you are losing, or what you can save, unless you adopt the comparison system in buying. **Don't place an order without consulting our Price Lists and Price Circulars. It will pay you, and result in our securing your business.**

Read Our Price Lists

Note All Our Quotations

SAVE MONEY

By Mailing Your Orders to

A. MACDONALD & CO.

Wholesale Grocers

VANCOUVER, B.C.

BRANCH
Nelson, B.C.

BRANCH
Fernie, B.C.

Knowledge---Enthusiasm

GOOD BUTTER and GOOD SUGAR
Produce

7-lb. Tins
of Candy
Satisfaction



7-lb. Tins
of Candy
Satisfaction

GOOD CANDY IS WHOLESOME FOOD

“Red Seal” BUT-A-PATS are Good Candy

Worth Featuring In Your Fish Department

Watson's *The Brand of Excellence*

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks.

Pickled: Scotch Cured Herring, in Barrels, half-barrels or pails; Frozen Herring.



**Watson's Fish Paste
In 4 oz. Glass Jars**

BLOATER ANCHOVY SARDINE SALMON

Watson's Fish and Fish Pastes are always of highest quality. Your customers are sure to like them both—and—THEY ARE GOOD MONEY-MAKERS.

**Watson Bros. Fishing & Packing Co., Limited
VANCOUVER**



Two Sellers From Vancouver

WAFFLE TABLE SYRUP

Just as good as pure Maple Syrup and costs 100% less.

NUTRO PEANUT BUTTER

"The Best Spread There is for Bread."
A delicious and wholesome peanut butter.
In 1, 5, 15 and 55-lb. tins.



Your Jobber can supply you

Made by **Kelly Confection Company, Limited**
VANCOUVER, B.C.

WALNUTS, BEANS, RICE PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal.

Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO.

WINNIPEG

Saskatoon
Edmonton
Vancouver

Regina
Calgary
London, Eng.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

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

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

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

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

B.C. Market?
We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

FOR REPRESENTATION in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO. We cover the RETAIL TRADE



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



She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arab Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

An Old Established Broker *in a New Territory*

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

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

Winnipeg
Regina
Saskatoon
Calgary
Edmonton

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

OUR ORGANIZATION

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

Mr. Ross Richardson, formerly Sales Manager Tees & Persse,

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

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

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

Our experience is ready
Our men are ready.
Are you ready?
Are you getting results?
Are you taking advantage of Western
Canada's prosperity?
Are you getting individual attention?
—Service?

Write us. We are at your service.

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

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

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PUBLISHED EVERY FRIDAY

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

WHO IS RESPONSIBLE ?

WHILE it agrees with President Wilson that profiteers should be promptly and energetically dealt with, the *New York Journal of Commerce* declare that "But he leaves the impression that the oppressive price level is mainly, if not solely, the work of manufacturers and distributors, and he fails to apportion to the lessened productive energy of labor its due share of the blame. It would have been well had the President recognized, once and for all, that the world is on a permanently higher price level which it is beyond his power, or that of any authority, legislative or executive, radically and promptly to change."

CANADIAN GROCER has persistently challenged the contention that manufacturers and distributors were the large element in raising prices to their present figures, a contention that has been urged with such little knowledge, and such profound enthusiasm by the daily press. The viewpoint of the *Journal of Commerce*, is worth consideration.

A FAIR HEARING UNLIKELY

THE *Toronto Star* in commenting on a letter from T. Edison White, vice-president of Armour & Co., that appeared in a Toronto paper, has this to say:

"The packers must face the fact that there is a tremendous public prejudice against them, and it may be that they must consider something more than the price of meat and live animals. The people are irritated by the high prices, of course, but also by a feeling that the control of the means of life is in the hands of a few men in Chicago. These men may be very efficient, and may be even as benevolent as they claim, but the people do not relish that kind of despotism."

There is unquestionably a tremendous prejudice against the packers, but we can hardly agree that it is the mere matter of size that has been the cause, else why has the oil and steel industry escaped condemnation?

As a matter of fact, the prejudice has been built up by newspaper propaganda, a propaganda that has played on the public ignorance of the vital facts of business to make those facts appear damaging. The quotation above is another evidence that this great industry can not expect a fair hearing.

THE EXHIBITION NUMBER

NEXT week's issue will be in a large measure devoted to the Canadian National Exhibition. This Exhibition has grown to such a size and is of such importance that it can well claim the name National.

The displays of food products probably bulked larger in the exhibits than any other line—every year sees a larger gathering of exhibits of these products, and this year stands well ahead of any other. There were thousands upon thousands of grocers from all parts of the Dominion who came to the fair largely with the idea of seeing these exhibits and getting ideas that would be helpful to them in their business. They got new ideas of display, a wider knowledge of the goods, and a new viewpoint on the possible selling arguments. There were, naturally, a multitude of merchants who were not able to take advantage of the opportunity. They will, however, find illustrated in the Exhibition pages of next week's issue a large number of the exhibits—and will, in a measure, be able to get from them many of the advantages derived by those who were able to visit the Exhibition in person.

A NEWS despatch states that on a certain day last week nine tons of catalogues of a large mail order house arrived by express at Seaforth, Ont., to be distributed in the town and vicinity. The catalogues are mailed at the post office on a local zone rate, to which the strict letter of the law does not entitle them. The post office does this heavy work at a merely nominal charge, and at an actual loss, and nobody profits but the mail order house.

CURRENT NEWS OF THE WEEK

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

MARITIME

The large building at Lower Woods Harbor, Yarmouth, N.S., owned by C. C. Nickerson and used by him as a lobster cannery was totally destroyed by fire recently. The origin of the fire is not known. The building contained, in addition to the cannery equipment, a quantity of lobster gear and nets, all of which was totally destroyed, making the loss a serious one.

Damage totaling \$15,000 was done to W. & C. H. Mitchell's fish warehouse and adjoining property through fire recently. The fire originated among some boxes of celluloid, which have been on the wharf for several months, having been landed from the steamer *Julienne*. Some boys were playing near the boxes with matches.

QUEBEC

Mrs. Johnston, of the Oceanic Oyster Co., has returned to Montreal after spending three months in Vancouver and vicinity.

ONTARIO

Joseph Carroll has purchased the store of H. A. Wanamaker, Lindsay, Ontario, known as the "Campbell Grocery." Mr. Carroll's tobacco and cigar business will be conducted in the William Street store that connects with the grocery.

John C. McCartney died at the Hamilton City Hospital recently after a lengthy illness, aged 53 years. Mr. McCartney was born at Dunnville, Ont., and for many years was manager of the Dominion Cannery factories, located at Delhi, Niagara-on-the-Lake and Grimsby.

Geo. Robinson, Athens, Ont., has sold his residence and store on Elgin Street to P. Y. Hollingsworth, who will take possession about November and take over the agency of the Leeds Farmers' Co-operative store. Mr. Robinson will assist and take charge of the stock buying and shipping business.

Fire, which visited the west end mountain at Hamilton, Ont., recently, did damage estimated at \$4,000. The fire originated in the barn of Frank Blowey, grocer, Upper James Street, and completely gutted the barn, destroying a Gray-Dort automobile. His loss was \$2,300.

Fire, which started recently from an unknown cause, completely gutted the store of W. E. Cornwall, a grocer of 369 Wellesley Street, Toronto. The fire, as far as can be ascertained, started in the rear of the store, and the highly inflammable stock was an easy prey for the flames. The damage is estimated at \$700, of which \$600 is for stock and \$100 represents damage to the building.

Thomas McKay Robertson, one of Kingston's, Ontario, best known citizens, died at his late home on Union Street yesterday morning of pneumonia, aged 69 years. Deceased was born and lived here all his life, and for many years conducted the wholesale and retail crockery business on Princess Street. He is survived by his wife, one son and one daughter.

BUSINESS CHANGES

ONTARIO

Arthur H. Wealing, Orillia, has sold out.

W. P. Leeder, grocer, Toronto, has sold out.

R. J. Nicholson, grocer, of Alvinston, has returned to Wyoming.

Mrs. M. McKey, Toronto, has been succeeded by A. H. Ward.

Albert L. Raymond, Toronto, has been succeeded by G. M. Shields.

Purvis & Co., Bolton, have sold out. Barry & Kellough, Meaford, have been succeeded by Kellough Bros.

McDaid & Beck, grocers, Port Arthur, have dissolved partnership, Mr. McDaid continuing the business.

SERG. McMECHAN RETURNS

Has Been Overseas Nearly Four Years. Goes on the Road for the White Swan Spice and Cereals, Ltd.

Sergt. J. McMechan of the 42nd Battalion Royal Highlanders of Canada returned home recently from overseas after nearly four years' service, half of which was spent in the trenches in the heavy fighting of 1916-17.

Mr. McMechan has now commenced travelling for the White Swan Spices and Cereals, Ltd., Toronto, in Southern and Western Ontario. He has a thorough knowledge of the grocery business, as he worked all his life in it before enlisting. On his doctor's advice he has sought work outside, as he was badly wounded through the lung and had his arm and shoulder paralyzed. We are glad to say, however, that he is now improving rapidly with the outdoor life.

With Mr. McMechan's knowledge of the grocery business and his long service overseas, he will unquestionably be well received by the merchants in his territory. Mr. McMechan's home address is 105 Concord Avenue, Toronto.

STRATFORD MERCHANTS ASSOCIATION ELECT OFFICERS

At the annual meeting of the Merchants Association, Stratford, Ont., P. J. Kelly was elected president. The other officers are: Vice-presidents, N. F. Pabb, H. Kalbfleisch; treasurer, W. J. McCully; secretary, W. White; execu-

tive, A. J. Flanigan, A. Knechtel, A. C. Barnsdale, E. A. Robertson, W. C. Orr and H. J. Near. The association has an extensive program in contemplation for the year, among the items to be dealt with being the establishing of a special prize for some department of the fall fair.

PROPOSES TO DO AWAY WITH HAMILTON MARKET

Ald. Thos. O'Heir, of Hamilton, Ont., has given notice that at the next meeting of the city council he intends giving notice of motion of the submission of a by-law to the people in January for the abolition of Hamilton market.

"I believe," he said, "if such a by-law was presented and everybody permitted to vote on it, irrespective of whether or not they were property owners, it would carry by a big majority."

"It is much too valuable a location to be tied up as a public market," said the alderman. "It would make an ideal site for a departmental store or office buildings."

ASK CHARTER FOR GANANOQUE CO-OPERATIVE SOCIETY

The board of divisional directors of the Gananoque Co-operative Society, Gananoque, Ont., which has for some weeks past been busily engaged in the disposal of stock to the working men of the town, has practically doubled the amount of stock sales necessary to permit the incorporation of the society and has made due application for letters patent granting to them a charter of incorporation. This is expected shortly, and as soon as this detail is completed a permit to engage in business will be issued to them at once.

NEW MONTREAL BROKERAGE FIRM

Capt. Drew, who has been overseas for four years, has entered into the brokerage business in Montreal with Mr. Silcox. The new firm will be known as Silcox and Drew, brokers and commission merchants, their address being St. Nicholas Street, Montreal.

WHAT ABOUT THIS?

"There is one thing I have often felt like complaining about," says H. Amas, of the Ideal Cash Grocery, Nelson, B.C. "It is this: All the hams and bacons that I buy are wrapped in one and sometimes two wrappings of paper which I am paying for at the same rate as ham and bacon. I can't sell the paper like I buy it. Does anyone else take any exception to this practice?"

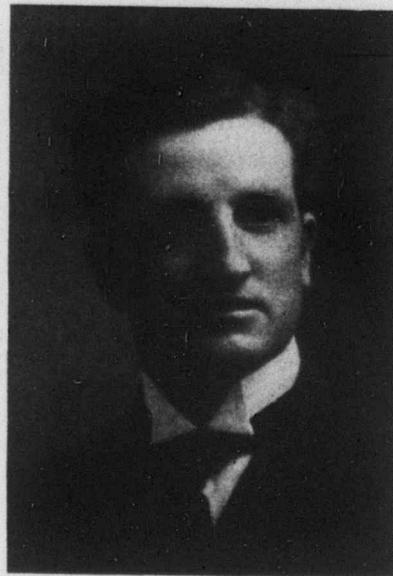
OPPENHEIMER BROS. REORGANIZE New Firm Names in Various Western Cities

An important reorganization in the Oppenheimer Bros., Ltd., grocery brokerage business in Western Canada has just taken place. Oppenheimer Bros. and Richardson is the name of the new firm in Winnipeg where the head office will be located. In Regina and Saskatoon the name will be Oppenheimer and Gibbs. In Calgary and Edmonton, Oppenheimer Bros. and Green, in Vancouver and Prince Rupert, Oppenheimer Bros., Ltd., and in New York City, Oppenheimer Bros. and Grath. This makes a total of eight offices from New York to Victoria, B.C.

Ross Richardson, formerly sales manager for Tees & Persse, is the manager at Winnipeg. Mr. Richardson began his business career selling groceries behind a retail counter in Winnipeg. He was born in that city. He traveled a couple of years for the Codville Co., also for Foley Bros. and Larson. When they sold out he entered the brokerage business with Tess & Persse, calling on the jobbing trade in Winnipeg. He was appointed manager for Tees & Persse at Saskatoon, and later came back to Winnipeg as general sales manager.

Frank Gibbs, another of the new members of the firm, was for a number of years with Proctor & Gamble, and later with Brown & Bigdon. He has been Western Canada representative for the Carnation Milk Products Co. for the past few years. He will have charge of the Regina and Saskatoon branches with offices at Regina.

Fred J. Green has been a retail grocer in Calgary for a number of years. He was assistant manager for Tees & Persse



J. HOWARD RANKIN

Partner in the new Winnipeg brokerage firm of Nicholson, Rankin, Ltd., an account of which appeared in last week's issue.

at Calgary for the past four years. He will have charge of the Calgary and Edmonton business with office at Calgary. In addition to handling a large number of staple lines the Oppenheimer Bros.' organization has specialty agencies, including Chocolatta, Rit dyes, Golden Age macaroni, etc.

G. W. Hicks, who represents W. H. Martin & Co. in the Okanagan district of British Columbia, reports that the entire valley is in a very prosperous condition.

UNPRECEDENTED DEMAND FOR PRESERVE BOTTLES—B. C. HOUSEWIVES THRIFTY —JAMS HIGH

Wholesalers report the greatest demand ever known for preserve bottles. Retailers purchased their usual number of bottles in advance this summer and thought themselves ready to fill the demand. Their stock has been sold out and they are drawing on the wholesale houses for more. The large demand is probably due to the fact that jam prices have reached almost unprecedented heights. Thrifty housewives are as unwilling to pay the high prices as they are to give up jam, so they have decided to "put down" enough to supply them for the winter. Further results of the high cost of jam is seen in the heavy demand for marmalades. A crate containing a dozen four-pound tins of jam sells for \$13.50 wholesale; the same in marmalade is \$8.75.

"BEING FRANK ABOUT PEANUT BUTTER PROMOTES BUSINESS."

Vancouver, B.C.—(Special).—The grocery department of David Spencer, Ltd., Vancouver, has built up a big peanut butter business, and there is one feature above all others that has contributed to this success.

The whole process is displayed to the hundreds that go through the department in the course of the day. The large hopper that receives the shelled peanuts has a glass front; the machine that removes the bitter red husk from the nut has a glass window; the germs are also screened out in this machine. The cleaned halves drop into a glass-fronted bin, and when the purchaser gives her order, a scoopful of nuts is taken out of the bin and poured into a glass globe on top of the electric grinder and the finished product comes out and is caught in the glass jar or the waxed fibre container, wrapped up and handed to her.

Mr. Allen, in charge of this department, says that this method has greatly increased the sales of peanut butter. The women purchasers in particular are interested in seeing the grade of nuts that go into the product.

The machines, for they now require two, are constantly in operation, and a large supply of jars and waxed paper containers is always on hand, but the new customers are very much interested to see their purchase prepared.

WILL INVESTIGATE WINNIPEG MILK PRICES

An investigation into the milk situation in Winnipeg has been authorized by the Board of Commerce and will open early next week. The board has appointed James Auld, barrister, of Winnipeg, to conduct the investigation. The price of milk in that city has been advanced, and a large number of complaints have been received because of the increase.

Still More Investigations

Questionnaire Being Sent Out by American Women Urging Them to Investigate Their Grocer's Business—Another Instance of Official Interference

THERE seems to be a generally prevailing feeling that because prices are high, that this fact justifies anyone in making any kind of enquiry into business operations. Governments started the movement, and under that auspices the annoyance was bad enough to bear, but of recent date, any gathering of half a dozen people seem to feel justified in appointing themselves a committee to investigate someone else's business. The latest instance is a questionnaire that is being sent broadcast throughout the United States, aimed to make every housewife an inquisitor into the business of her own retailer:

Packages of these questionnaires are distributed to twenty-two million women through the National Federation of Women's Clubs by the Women's National Economic Committee. The women are to interview grocers and butchers, fill in the questionnaires, and return them to committee headquarters, where they will be tabulated and used as the basis for bills to be presented to national and state Legislatures.

NAME OF GROCCER.

Number of clerks.

Street and city.

State.

Does he carry—

1. Bread.
 2. Meat, fresh or smoked?
 3. Staple groceries, such as sugar, starch, flour, green vegetables, canned goods, etc.?
- What does he pay for bread? At what price does he sell it? Is unsold returnable?
- What does he pay for eggs? How sold?
- How much profit does he take on fresh meats?
- How much profit does he take on smoked meats?
- From whom does he buy?
- How frequently does he turn his stock over?
- Does he fix percentage of profit on what he buys for, or what he sells for?
- How does he charge you for what he calls his overhead? Be sure to ask him this. This answer is VERY important.)
- What does delivery to his customer cost him? What does he charge?
- Does he run a delicatessen? What profit does he take?
- What profit on fruit?
- Is the store cash or does he allow credit?
- On what basis of payment if charge?
- Get wholesale prices and terms of the six articles most frequently used.

DATE.

NEWS FROM WESTERN CANADA

WESTERN

Wm. L. McLean, general merchant, Marcellin, has sold out.

Hughes & Butler, grocers, Regina, have dissolved partnership.

J. Mountain, general merchant, Hartney, Sask., has sold to R. E. Sadler.

Herman Marquardt, general merchant, Denzil, Sask., has sold out.

Mrs. A. Roberge, general merchant, Hoey, has been succeeded by J. Neault.

Angus Murray, Weyburn, Sask., has secured a position with the McLean Grocery Co.

E. R. Hill has been appointed buying agent for the Swift Canadian Co., Edmonton, at their old stand on Gaetz Ave., south.

Lawson & Co. have disposed of their grocery business to the Wetaskiwin Meat Market, who are moving the stock to the premises in the Burns Block.

A persistent campaign of thieving at the store of Magee & Thompson Co., Wolseley, Sask., was recently brought to a close by the capture of Cecil Wilcox, a farm hand, who had found a key of the store and had been making systematic visits there during the night time.

P. B. TUSTIN RESIGNS

P. B. Tustin, chief of the food and dairy division of the Winnipeg Health Department, has resigned.

Mr. Tustin, who is at present in England, has been offered a position with a large dairy company, stated in a letter to Winnipeg officials that he will be able to return to Winnipeg from England in October and straighten up his affairs before permanently taking over his new position in London. A committee consisting of Alderman Cockburn, Fisher and Hamlin were appointed to arrange for the carrying on of the work until permanent appointments can be made here.

EDMONTON BISCUIT CO. INCREASE PLANT

Three mills of the Edmonton Milling Company have been purchased by the North-West Biscuit Co., Edmonton, and are to be devoted to providing the raw material for the firm's products. A considerable sum is being spent in making improvements and additions to the mills, and one is the use of electricity for power purposes.

LARGE SUGAR MERGER CONSUMMATED

The United States Food Production Corporation announced that it had purchased the Sugar Products Company, the Pure Cane Molasses Company of the United States, the Pure Cane Molasses

Company of Canada, the British Molasses Company of Great Britain, and the Tree Company, Limited, of Great Britain. The entire purchase price was said to have been paid in cash.

The Tree Company owns five ocean tank steamers under the British flag, and the Sugar Products Corporation has a fleet of its own of twenty ships of various sizes.

MINISTER WILL LEAVE FOR COAST ABOUT SEPT. 20

The Hon. C. C. Ballantyne, Minister of Marine and Fisheries, expects to leave for Vancouver about Sept. 20.

While here the minister will go thoroughly into the question of harbor improvements and the location of the Canadian National Railways terminal.

Gossip From the B. C. Coast

P. W. Martin, of Chilliwack, has sold his business to Geo. Bradley.

A. G. Irwin has bought out R. Thompson at 1516 Venables Street, Vancouver.

C. W. Hockin, at 1684 Kingsway, Vancouver, has sold out to M. Routhier.

H. H. Gill succeeds H. Hoffman at 1617 Fourth Avenue West, Vancouver.

The store of W. T. Phipps at Strome, Alberta, was destroyed by fire recently.

R. E. Sellwood, of the H. Corby Distillery Co., Ltd., Montreal, is in Vancouver.

F. Barnes has bought C. Mathew's bakery at 522 Broadway East, Vancouver.

Ed. Brown has bought out R. Oben's bakery at 1517 Commercial Drive, Vancouver.

C. E. Campbell has bought the business conducted by R. G. Howe at East Kelowna, B.C.

Hall & Dodd succeed The Okanagan Mission Supply Co., at Okanagan Mission, B.C.

B.C. canned fruit is finding a ready sale in the Orient as well as in the Antipodes.

R. G. Lloyd, grocer at Marpole (formerly Eburne), B.C., has sold his business to A. G. Bell.

F. W. Welsh, of the London Grocery, Vancouver, broke his arm Monday evening when cranking his car.

H. L. McLorie, of the Mount Royal Milling Co., Victoria, is expected back from California this week.

A. J. Chalmers, Vancouver, manager of Donald H. Bain & Co., was a visitor in Seattle last week.

J. Whalley has bought the business in New Westminster conducted by T. Mankin, at 801 12th Street.

W. Couling has sold out his grocery business at 2179 Hastings Street East, Vancouver, to W. P. Hogg.

H. Kay has bought the business formerly conducted by C. Mulgrew at 149 Gilmour Street, Vancouver.

A. L. Welisch, representing W. T. Welisch & Co., rice brokers, San Francisco, is a visitor in Vancouver this week.

E. G. Jeffries has bought out the grocery business formerly conducted at 1002 Seymour Street, Vancouver, by Mrs. Gagnon.

The grocery store owned by H. F. Chapin at the corner of 12th and Oak Streets, Vancouver, has been bought by Parade & Son.

Oppenheimer Bros., Vancouver, have been appointed brokers for "Scotch Snack," and also "Crosby Molasses" for this territory.

The first shipment since the war of Carr's Old Country biscuits arrived in Vancouver last week, Donald H. Bain & Co., distributing them.

The combined grocery and butcher business of Geo. Haddow, 56th and Victoria Road, South Vancouver, has been purchased by C. E. Summers.

The Pender Harbour, B.C. general store, conducted by R. Donley, Vancouver, B.C., has been bought and will be operated by J. Primeau & Co.

W. J. Agnew, the Godfrey Phillips, Ltd., representative, is spending a week with Oppenheimer Bros., brokers, Vancouver.

The business of the Manitoba Grocery, corner 13th and Manitoba Streets, Vancouver, will be conducted by Brush & Myhre instead of Myhre and Reading as formerly.

E. D. Dowler, of Martin & Robertson, Vancouver, left recently on a pleasure trip to the Old Country. He expects to travel in Europe till about the first of the year.

J. E. Gibbons has sold his business at English Bay, Vancouver, to Mr. Drummond. We understand that Mr. Drummond was lately with Jeff. Davis & Co., at Grand Forks, B.C.

Howard's, Ltd., manufacturers of chocolate bars, toffees, etc., are moving from 331 Dunsmuir Street, Vancouver, to new premises at 1927 2nd Avenue West, Vancouver. Howard's have built a plant there to suit their developing business; the property was bought some time ago anticipating the necessity.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE general grocery markets are not much changed this week, prices on the whole being steady and firm. The movement, wholesalers state, is very active in the city, but quiet in the country. The tendency in a number of lines is towards higher prices, teas and rices being particularly strong.

MONTREAL—The markets this week are quite normal with very little change in prices to report. The holiday has had a tendency to make trade somewhat brisk, especially among the fruit and provision trade. There is a feeling of lower prices in the provision market among such commodities as beef, pork, lamb, etc. Eggs and butter hold quite firm, also feeds. Raisins show increase from 2 to 3c per pound over last year's prices. General groceries show very little change with good business in sight. Wholesalers are looking forward to heavy trade as the cooler weather approaches. Spices show increased sales, also tea and coffee in general trade is good and prospects look good for the future.

TORONTO—There are few changes in the grocery markets this week. Prices are generally very firm and the tendency continues to be upward in most instances. There is not much improvement in the sugar situation and refiners still experience difficulty in meeting requirements. Shipments of raws are yet a little slow and some of the refineries have had to cease operations on that account. Quotations on raws for future delivery show sharp advances. Prices to the trade are firm. The market in teas is rapidly progressing to even higher levels. Stocks on spot are becoming narrow and when the sale of teas now being bought by importers come on the market the quotations are bound to be very much higher. Coffees at primary points are a little easier, but stocks on hand here are very low, and the market is strong. Sensational advances in nuts on primary markets are reported and all indications point to very high figures for nuts this fall and winter.

There is a very active demand for spices,

with prices strong and unchanged. There is a big export inquiry for canned goods, and dried fruits are in small supply. New apricots will be available about the middle of the month, but prunes will not be here until about October the first. Present prices, f.o.b. California, are very high. Cereals are firm.

In the provision markets there is a tendency towards lower prices on all fresh meats. Both cattle and hogs are selling lower on the live-stock market, and while the heavy exhibition demand has kept fresh meats at steady figures, lower values are inevitable. Eggs are higher and butter and cheese are steady. Smoked meats have not yet been affected by the lower prices prevailing on live hogs.

WINNIPEG—The prevalence of harvesting operations throughout the West has slowed down the movement of business to a considerable extent at the present time, but within these somewhat narrower limits the trade has been satisfactory. A very surprising decline was recorded in coffee during the week, being a decline from two to three cents a pound. Handlers are inclined to look upon this as only a temporary decline, due to American market conditions, as the primary markets do not warrant any changes. Tea is very strong and some dealers are asking higher figures. Rices are also very high, but despite this fact there is a very fair movement of American grades.

In produce lines there is a markedly easier feeling. Receipts of hogs are very light, but despite that fact there is an uncertain feeling in the market that may result in further declines. Lard has declined again as much as two cents. Butter on the other hand, though fairly plentiful in supply, is strong in price.

VANCOUVER—There are a number of changes noted in the market during the week. Fruits and vegetables are plentiful and are showing lower prices. Rice is offered for October delivery at easier prices. Flour has advanced 40 cents a barrel. Tobacco, candy and biscuits also advance. Fresh meats are easier, while smoked meats and butter show slight advances.

QUEBEC MARKETS

MONTREAL, Sept. 3—There are very few changes noted in the market this week, though there is a general feeling of firmness in most lines, that in some instances, such as beans, rice and tea, seems to indicate the possibility of advances. Peanuts and seeded raisins have advanced sharply, while apples and potatoes are somewhat easier.

Increased Demand Noted For Coffee

Montreal.
COFFEE.—With the coming of cooler weather there has been a material increase in the demand for coffee, which has helped in maintaining a very firm market.

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

Good Movement In All Spices

Montreal.
SPICES.—There is a steady demand for all spices, with no price changes noted.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 35	0 40
Cloves	0 60	0 70
Cream of tartar (French pure)	0 35	0 40
American high test	0 80	0 85
Ginger	0 30	0 40
GI-ger (Cochin or Jamaica)	0 35	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
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 00	1 10
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

Tea Very Firm; No Advances

Montreal.
TEAS.—There a very brisk business noted in teas, with a firmer feeling growing evident. There are, however, no present indications of advances.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 56	0 60
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Flour Shows Increased Demand

Montreal.
FLOUR.—There is a marked improvement in the demand for flour, and there is a very firm feeling on the market.

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

Big Demand For Feeds

Montreal.
FEEDS.—Despite the high prices there is a very brisk demand for feeds, which remain firm at the new prices quoted last week.

Shorts—		
Mixed cars	55 00	
Straw—		
Mixed cars	45 00	
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings	30 00	
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	56 50	
F.O.B. Fort William	55 00	

Apples Quoted At Lower Figures

Montreal.
FRUIT.—Heavier arrivals of Canadian apples on the market have resulted in lower prices.

Apples—		
Hampers	2 50	3 00
Barrels, No. 1	6 50	7 00
Duchess, No. 2	5 50	6 00
Yellow Transparent Strawberry	4 50	5 00
Anriots, box	3 25	
Bananas (as to grade), bunch	5 00	6 00
Blueberries, qt.	0 30	
Do., (11 baskets)	3 75	
Cantaloupes, doz.	2 75	
Grapefruit (fancy Porto Rico)	4 50	6 50
Grapes (basket, 30 lbs.)	4 00	
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	20 00	25 00
Watermelons, each	0 65	0 75
Pears, California, (110 size)	4 75	5 00
Peaches, California (box)	1 75	
Plums, box	2 75	3 00
Oranges, Cal., Valencias	6 50	7 00
Do., 150	4 50	
Do., 176	5 00	
Do., 200-216	6 00	
Blood oranges	4 50	

Hay and Oats Remain Unchanged

Montreal.
HAY AND OATS.—There has been no change in these lines recorded during the week.

Good, No. 1, per 2,000-lb. ton	25 00
Do., No. 2	23 00
Do., No. 3	22 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	1 03
No. 3 C.W.	1 01½
Extra feed	1 02

No. 1 feed	1 00
No. 2 feed	0 98
Barley—	
No. 3 extra Ontario	1 57
No. 3	1 56

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

Potatoes Show Slight Decline

Montreal.
VEGETABLES.—There is a slight decline noted in some vegetables this week —potatoes declining slightly, turnips and tomatoes are also easier.

Beans, new string, Montreal, 20-lb. bag	1 25
Beets, new, doz. (Montreal)	0 40
Cucumbers (Montreal), doz.	0 20
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	2 00
Cabbage (Montreal), doz.	0 75
Carrots (new), doz.	0 15
Celery, doz.	1 00
Corn (per bag, doz.)	0 15
Cabbage (Montreal), doz.	0 75
Lettuce (curly), doz.	0 25
Lettuce (curly), box	0 15
Lettuce (Montreal), head	0 50
Leeks	1 50
Mint	0 30
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, hamper	4 00
Yellow, 95-lb. sack	7 00
Do., Red (bunches), doz.	1 00
Parsley (Canadian)	0 20
Potatoes, Montreal (90-lb. bag)	2 50
Radishes, doz.	0 25
Rhubarb, doz.	0 25
Spinach, box	0 75
Turnips, Quebec, bag	1 50
Do., new, doz.	0 40
Tomatoes (Montreal), 30-lb. box	1 00
Do., hothouse, lb.	0 28

Sugar Deliveries Are Satisfactory

Montreal.
SUGAR.—The refineries have still more business than they are able to handle, but the situation does not show a more serious aspect than it has for some time past and deliveries are fairly satisfactory.

Atlantic Sugar Company, extra granulated	
sugar, 100 lbs.	10 50
Acadia Sugar Refinery, extra granulated	10 50
St. Lawrence Sugar Refinery	10 50
Canada Sugar Refinery	10 40
Dominion Sugar Co., Ltd., crystal granulated	
Iceing, barrels	10 50
Iceing, 25-lb. boxes	11 10
Iceing, 50-lb. boxes	10 90
Do., 1-lb.	12 20
Yellow, No. 1	10 10
Yellow, No. 2 (Golden)	10 00
Yellow, No. 3	9 90
Powdered, barrels	10 60
Powdered, 50s	10 80
Powdered, 25s	11 28
Cubes and Dice (asst. tea), 100-lb. boxes.	
Do., 59-lb. boxes	11 20
Do., 25-lb. boxes	11 30
Do., 2-lb. pack	11 50
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	13 65
Paris lumps (70-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do. (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	11 10
Crystal diamonds (boxes 100 lbs.)	11 20
Crystal diamonds (50-lb. boxes)	11 30
Crystal diamond (25-lb. boxes)	11 50
Demarar light, per lb.	0 10

No Change In Canned Goods

Montreal.
CANNED GOODS.—There is a steady, but quiet market in all lines of canned goods. No changes are noted this week.

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	5 75	5 75
Asparagus, imported (2½) ..	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee	1 75	0 95
Beets, new sliced, 2-lb.	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	2 85	3 50
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 50	1 50
Tomatoes, 2½	2 10	2 10
Tomatoes, 3s	2 10	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	1 10	1 10
Pumpkins, gallons (doz.)	3 25	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	3 00	3 00
Do., fancy, 20 oz.	1 67½	1 67½
Potatoes, Can. sweet, 2½-lb tins	2 75	2 75
Do., 2-lb. tins	1 35	1 35
Olives (in bis, 49 wine gals.), gal.	1 35	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 25
Blueberries, 2s	2 40	2 40
Currants, black, 2s, doz.	4 65	4 65
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 40	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	4 65	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 80	3 00
Do., No. 2	3 75	4 00
Do., 2½ (best)	2 50	2 90
Pears, 2s	3 25	3 25
Do., 2½	1 90	1 90
Do., 2s (light syrup)	3 60	3 60
Pineapples (grated and sliced), 2s	4 50	4 50
Do., 2½	2 00	2 20
Plums—Lombard	2 45	2 45
Gages, Green, 2s	2 00	2 00
Do. (light syrup, 2s)	4 65	4 65
Raspberries, 2s, black or red, heavy syrup	4 65	4 65
Do., 2½	4 65	4 65
Strawberry, 2s, heavy syrup	4 65	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	2 15	2 15
Do., ½s, flat	1 12½	1 12½
1 lb. talls, cases 4 doz., per doz.	4 60	4 80
Pinks, 1-lb. flat	2 25	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	1 37½	1 37½
Pale, 1 lb., doz.	2 37½	2 37½
Pinks, ½-lb., doz.	1 62½	1 62½
Chums, 1-lb. talls	3 75	3 75
Cohoes, 1-lb. flats	2 25	2 25
Cohoes, ½ lbs., flat	1 75	1 75
Red Springs, 1-lb. talls	4 00	4 00
Red Springs, ½ lb.	2 45	2 45
White Springs (1s)	2 30	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Labrador salmon, 1-lb. flat.	3 60	3 60
Alaska, red, 1-lb. tall	4 50	4 50
Pilehards, 1-lb. talls	1 00	2 00
Whale Steak, 1-lb. flat	1 90	1 90
Herrings, kippers, dx. (4 dx. case) ..	2 25	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (hunch) (½-lb.)	1 00	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (½s)	26 00	26 00
Oysters (Canned)—		
5 oz., doz.	2 60	2 60
10 oz., doz.	4 20	4 20
Lobsters, ¼-lb. doz.	3 10	3 10
Do., ½-lb. tins, doz.	5 10	5 10
Do., 1-lb. talls	8 25	8 25
Do., ¾-lb., doz.	6 00	6 00
Do., 1-lb. flats	8 25	8 25
Lobster paste, ¼-lb. tins	3 50	3 50
Sardines (Amer. Norwegian style) ..	14 50	14 50
Sardines (gen. Norwegian)	25 00	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	32 00
Scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snack, No. 2, doz.	4 50	4 50
Shrimps, No. 1	2 25	2 25
Crabs, No. 1 (es 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	0 90	0 90
Clams (river) (1 lb.), doz.	1 90	1 90
Scotch Snack, No. 1, dx., Montreal ..	2 50	2 50

Firm Undertone To Bean Market

Montreal.
BEANS.—There continues to be a very brisk demand for Canadian beans, and there is generally a very firm undertone to the white bean market.

Canadian, hand-picked, bush... 5 40	5 70
British Columbia	5 00
Brown Beans	3 50
Japanese	4 50
Yellow Eyes	5 50
Limpa, per lb. (as to quality) ..	0 10
Kidney beans	6 00
Peas, white soup, per bushel... 5 25	3 50
Peas, split, new crop (98 lbs.) ..	6 50
Peas (blue)	0 08

Syrups and Molasses In Brisk Market

Montreal.
SYRUPS AND MOLASSES.—There is a brisk business recorded on syrups and molasses, but no changes in quotations.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	0 08½
Half bbls.	0 08½	0 08½
Kegs	0 08½	0 08½
2-lb. tins, 2 doz. in case, case ..	5 45	5 45
5-lb. tins, 1 doz. in case, case ..	6 05	6 05
10-lb. tins, ½ doz. in case, case ..	5 75	5 75
20-lb. tins, ¼ doz. in case, case ..	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 36½-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case ..	5 95	5 95
5-lb. tins, 1 doz. in case, case ..	6 55	6 55
10-lb. tins, ½ doz. in case, case ..	6 25	6 25
20-lb. tins, ¼ doz. in case, case ..	6 20	6 20
Cane Syrup (Crystal Diamond—		
2-lb. tins, 2 doz. in case, per cs.	7 50	7 50
Barrels, per 100 lbs.	10 00	10 00
Half barrels, per 100 lbs.	10 25	10 25
Glucose, 5-lb. cans (case)	4 80	4 80

Barbadoes Molasses—		
Puncheons	0 98	1 08
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	0 95	0 95
Barrels	0 98	0 98
½ barrels	1 00	1 00

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

Maple Products Remain Unchanged

Montreal.
MAPLE SYRUP AND SUGAR.—There is no change in the market for these commodities.

Maple Syrup—		
13¼-lb. tins (each) (nominal) ..	2 50	2 60
10-lb. cans, 6 in case, per case ..	15 10	20 15
5-lb. cans, 12 in case, per case ..	17 10	21 05
2½-lb. cans, 24 in case, per case ..	18 50	21 50
Maple Sugar (nominal), small lots ..	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 26	0 26
In tins, 60 lbs., per lb.	0 26	0 26
30-lb. pails	0 27	0 27
10-lb. pails	0 28	0 28
5-lb. pails	0 28	0 28
Buckwheat, 6-lb. tins, lb.	0 10	0 20

Peanuts Show Some Advances

Montreal.
NUTS.—With the exception of peanuts there have been no changes in the quotation on nuts during the week. No. 1 Spanish advanced 3c lb., and No. 1 Spanish salted, 4 cents.

Almonds, per lb.	0 28
Almonds (shelled)	0 57
Almonds (Jordan)	0 70
Brazil nuts (new)	0 28
Brazil nuts (medium)	0 15
Filberts (Sicily), per lb.	0 29
Filberts, Barcelona	0 26½

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

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

Rices Firm; Prices Unchanged

Montreal.
RICE.—There is a very firm tendency noted in all grades of rice, but no changes in prices have been received during the week.

Carolina	17 00
Honduras	18 00
Siam No. 2	13 00
Siam (fancy)	12 00
Rangoon "B"	13 00
Rangoon CC	12 75
Mandarin	13 75
Peking	13 00
Patna	0 14
Japan	0 16
Broken rice, fine	7 00
Do., coarse	8 50
Tapioca, per lb. (seed)	0 15
Tapioca (pearl)	0 15
Tapioca (flake)	0 12½

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

Seeded Raisins Advance Sharply

Montreal.
DRIED FRUITS.—There has been a big advance in seeded raisins ranging from 2½ to 3 cents over last year's prices; otherwise, there are no changes to record.

Apricots, slabs	0 25
Apples (evaporated)	0 27
Peaches (fancy)	0 20
Faced	0 19
Choice	0 20
Extra choice	0 21
12 oz., per pkg.	0 16
Pears	0 25
Drained Peels (old)—	
Citron	0 45
Lemon	0 36
New—Lemon	0 41
Orange	0 46
Citron	0 59
Raisins—	
Bulk, 25-lb. boxes, lb.	0 18
Muscateis, 2 crown	0 16
Do., 3 crown	0 18
Cal. seedless, cartons, 16 oz.	0 23
Choice seeded, 12 oz.	0 14
Fancy seeded, 16 oz. pkgs.	0 14
15 oz.	0 18
11 oz.	0 15
Choice seeded, 15 oz.	0 16
Seedless, 15 oz. pkg.	0 23
Currants, old pack, 15 oz.	0 27½
Currants (Amarites), loose	0 27½
Dates, Excelsior, per case (36-10s) ..	6 25
Packages only	0 10
Do., Dromedary (36-10 oz.)	7 25
Packages only, Excelsior	0 20
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. boxes)	5 40
Do. (28 8-oz. boxes)	3 50
Do. (12 10-oz. boxes)	2 20
Figs, Spanish (cooking), 22-lb. boxes	0 14
Prunes (25-lb. boxes)—	
30-40s	0 32
60-70s	0 25
70-80s (25-lb. box)	0 22
80-90s	0 19

90-100s	0 15	0 17
100-120s	0 14	0 14
Peels—		
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

**Cereals in Demand;
No Price Changes**

Montreal.
CEREALS.—There is a brisk demand noted for rolled oats and other cereals this week, but up to the present no changes have been noted.

Self-raising Flour—		
8-lb. pkgs., doz.	2 90	
5-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	
Golden	5 75	
Barley, pearl	6 00	

Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	7 50	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	6 00	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	6 00	6 30
Oatmeal, fine cut, in pkgs., c/s.	4 60	4 60
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	6 25	6 50
Rolled oats (family pack), case	6 60	6 60
Rolled oats (small size), case	2 00	2 00
Oat flakes (case 20 pkgs.)	5 30	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Puffed wheat, c/s	4 25	
Puffed Rice	5 25	
Wheat Food, 18, 1 1/2s.	3 25	
Tapioca flour, lb.	0 15	0 16

Cooker Package Peas, 36s, case	3 60	
West Indies, 1 1/2s, 48s.	4 60	6 95
Cornstarch, No. 1, B, cartons	0 11 1/2	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4	0 10 1/4
Laundry starch, in 1-lb. cartons	0 19	0 19
Laundry starch, in 6-lb. tin canisters	0 13 1/4	0 13 1/4
Do., Do., in 6-lb. wood boxes	0 18 1/4	0 18 1/4
Potato Flour, in 1-lb. pkgs.	0 16	0 16
Fine oatmeal, 20s	5 60	5 60
Cornmeal, 24s	3 65	3 65
Farina, 24s	2 35	2 35
Barley, 24s	2 35	2 35
Wheat flakes, 24s	5 40	5 40
Wheat kernels, 24s	4 50	4 50
Self-rising pancake flour, 24s.	3 30	3 30
Buckwheat flour, 24s	3 30	3 30

**Active Inquiry
For Canned Goods**

Toronto.
CANNED GOODS.—There is a very active inquiry for export for all canned fruits and vegetables, a factor that tends to keep prices for domestic requirements very strong. Salmon continues to sell well. There is very little canned lobster on the market. Some dealers are quoting the half pound tins at \$6 per dozen. Canned peas are selling freely, and the new pack of tomatoes is likely to be a heavy one. There is still some American corn being sold on this market.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 95	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	3 00	3 00
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 85	1 50
Cohoos, 1/2-lb. tins	2 90	2 10
Cohoos, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls.	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb. tin, doz.	6 00	
Do., 1/4-lb. tins	1 75	1 90
Whale Steak, 1s flat doz.	1 75	2 10
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen	1 95	
Tomatoes, 2 1/2s, doz.	2 25	2 25
Peas, standard, doz.	1 97 1/2	2 02 1/2
Peas, early June, doz.	2 12 1/2	2 17 1/2
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	3 85	4 25
Asparagus, tins, doz.	2 50	2 50
Asparagus butts, 2 1/2s, doz.	1 25	1 25
Canadian corn	2 15	2 25
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2 1/2s, doz.	1 90	1 90
Spinach, 2s, doz.	2 52 1/2	2 80
Do., 2 1/2s, doz.	10 00	10 00
Do., 18s, doz.		
Pineapples, sliced, 2s, doz.	2 07 1/2	2 10
Do., shredded, 2s, doz.	2 65	4 52 1/2
Rhubarb, preserved, 2s, doz.	2 65	4 52 1/2
Do., preserved, 2 1/2s, doz.	5 00	5 00
Do., standard, 10s, doz.		
Apples, gal, doz.	2 87 1/2	2 87 1/2
Peaches, 2s, doz.	2 35	2 87 1/2
Pears, 2s, doz.	2 40	2 40
Plums, Lombard, 2s, doz.	4 35	4 40
Do., Green Gage	4 65	4 75
Cherries, pitted, H. S.	5 25	5 25
Raspberries, 2s, H.S.	2 10	2 35
Strawberries, 2s, H.S.	3 40	3 45
Blueberries, 2s		
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 80	0 80
Black currants, 16 oz., doz.	1 10	1 10
Do., 4s, each	0 84	0 84
Gooseberry, 4s, each	0 88	0 88
Peach, 4s, each	3 45	3 45
Red currants, 16 oz., doz.	4 50	4 50
Raspberries, 16 oz., doz.	1 10	1 10
Do., 4s, each	4 50	4 50
Strawberries, 16 oz., doz.	1 15	1 15
Do., 4s, each		

ONTARIO MARKETS

TORONTO, Sept. 5—The markets in general grocery commodities this week are strong with the tendency in most cases towards higher levels. Changes in prices are few, but there is a very active demand for all lines. There is not much improvement in the sugar situation and deliveries are still much behind. Teas, coffees and rices are all very high and the market in them is likely to see even higher levels.

**Sugar Quotations
Firm and Steady**

Toronto.
SUGAR.—According to Willett and Gray's sugar trade journal, the shipments of Cuban raws have not yet got back to normal, following the interference caused by the shipping strike of a month ago, along the Atlantic seaboard. Shipments, however, in the past week, show increase, but as far as Canadian refineries are concerned there is not much change in the situation. Stocks of raws are at a very low point, and in some instances are nil. Deliveries of refined sugars are away behind, but the market prices here have not changed. Quotations on the raws are very strong. The movement is not at all heavy, but usual shortage or inability to secure supplies is reported by the people of Toronto. In some districts, it is said, there is no sugar.

St. Lawrence, extra granulated	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Can. Sugar Ref'nery, extra granulated	10 61
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

**Syrups and Molasses
Selling Steady**

Toronto.
SYRUPS, MOLASSES.—There is no change in the market for syrups and molasses. Prices are steady and firm. The demand is quiet at this time.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/4

Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 95	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 85	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.	7 00	
Molasses—		
Fancy Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	1 00	1 00
West India, bbls., gal.	0 44	0 44
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	3 25	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s.	4 60	6 95

**Packaged Goods
Are Unchanged**

Toronto.
PACKAGE GOODS.—Quotations on all package lines are holding firm. Rolled oats are unchanged. Demand for the same is very active. Corn flakes are selling well at steady figures. Other packaged lines have a brisk inquiry with no changes in prices.

PACKAGE GOODS		
Rolled Oats, 20s round, case	5 60	5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	4 00	4 00
Do., 18s, case	2 00	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	4 50
Porridge Wheat, 36s, regular, case	6 00	6 00
Do., 20s, family, case	5 80	5 80

**Prices of Raisins
Will be High**

Toronto.
DRIED FRUITS.—Prices on the old crop of raisins are unchanged, but very firm. Quotations on the new crop will be very high, on the basis of the opening

figures announced last week. The heavy inquiry for European account will keep prices very strong. Only limited quantities of the small sizes of prunes are available, and there are no apricots or dried peaches on the market. Grecian currants are now coming forward, and prices of the same are very firm.

Apricots, unpitted	.....	.....
Do., fancy, 25s	.....	.....
Do., choice, 25s	.....	.....
Do., standard, 25s	.....	.....
Canned Peels, American—		
Lemon	.....	0 44
Orange	.....	0 45
Citron	.....	0 47
Currants—		
Grecian, per lb.	.....	0 22 0 23
Australians, 3 Crown, lb.	.....	0 22 0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	.....	6 50
Dromedary, 3 doz. in case	.....	7 50
Figs—		
Taps, lb.	.....	.....
Malagas, lb.	.....	.....
Comadre figs, mats, lb.	.....	.....
Smyrna figs, in bags	.....	0 18 0 19
Cal., 4 oz. pkgs., 70s, case	.....	5 00
Cal., 8 oz., 20s, case	.....	3 25
Cal., 10 oz., 12s, case	.....	2 25
Prunes—		
30-40s, per lb.	.....	.....
40-50s, per lb.	.....	.....
50-60s, per lb.	.....	.....
60-70s, per lb.	.....	0 26 1/2
70-80s, per lb.	.....	.....
80-90s, per lb.	.....	.....
90-100s, per lb.	.....	.....
100-120s, per lb.	.....	0 15 1/2
Peaches—		
Standard, 25-lb. box, peeled	.....	0 20
Choice, 25-lb. box, peeled	.....	0 23
Fancy, 25-lb. boxes	.....	0 24
Practically peeled, 25-lb. boxes	.....	0 23 1/2
Extra choice, 25-lb. box, peeled	.....	0 25
Raisins—		
California bleached, lb.	.....	.....
Extra fancy, sulphur, blech., 25s	.....	.....
Seedless, 15-oz. packets	.....	0 22
Seeded, fancy, 1-lb. packets	.....	.....
Seeded, 15-oz. packets	.....	0 17
Seedless, Thompson's, bulk	.....	0 20
Seedless, 16-oz. packets	.....	0 20
Crown Muscatels, 25s	.....	0 15 3/4

Prices of Cereals
Hold Steady

Toronto. CEREALS.—Cereal quotations are steady and firm. There is a brisk inquiry for all cereals. Rolled oats are in better demand, and corn meal is selling well at the recent advance.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s	.....	4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 75	6 50	
Do., fancy yellow, 98s	5 75	6 50	
Hominy grits, 98s	.....	5 25	
Hominy, pearl, 98s	5 00	5 25	
Oatmeal, 98s	.....	6 25	
Oat Flour	.....	4 50	
Rolled oats, 90s	.....	5 75	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Breakfast Food No.1	.....	6 15	
Do. No. 2	.....	6 15	
Rice flour, 100 lbs.	.....	10 00	
Linseed meal, 98s	.....	6 75	
Peas, split, 98s	.....	6 50	
Blue peas, lb.	.....	0 10	

Tendency in Teas
is Still Upward

Toronto. TEAS.—The market in tea is steadily progressing to higher levels. Stocks held on spot are rapidly becoming depleted. For a long time the Canadian market has been the dumping ground for great quantities of teas. Now these are fast disappearing, and the strong prices prevailing on Indian and Ceylon teas at primary points, will render quotations

on new teas very high. Spot prices on teas are unchanged this week.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 46
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 68
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Spot Coffees in
Light Supply

Toronto. COFFEES.—The market for coffees at primary points has been slightly easier in the past week. Spot quotations are unchanged as far as this market is concerned. Stocks on hand here are not at all heavy. The trade is awaiting Brazilian developments. Just what damage reported frosts have done the crop there, is not definitely known. There is a good demand for all coffees, but the mild coffees are in small supplies.

Java, Private Estate	0 55	0 57
Java, Old Government, lb.	0 52	0 57
Bogotas, lb.	0 52	0 57
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 52	0 57
Maracaibo, lb.	0 47	0 50
Jamaica, lb.	0 47	0 49
Blue Mountain Jamaica	0 52	0 57
Mocha, Arabian, lb.	0 57	0 59
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 47	0 50
Ceylon, Plantation, lb.	.....	.....
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	.....	0 31
Sweet, lb.	.....	0 31

Quotations on Nuts
Still Advancing

Toronto. NUTS.—The market for nuts continues to advance. New quotations on French walnuts, shelled, show sharp increases at primary points, representing a gain of five cents per pound. Almonds too, are higher to the same extent. The trend in peanuts is also upward, wholesalers now asking 22 cents per pound for Spanish peanuts. Brazils are unchanged but very firm, as are also filberts.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	.....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	.....	0 30
Cocoanuts, Jamaica, sack	.....	10 00
Cocoanut, unsweetened, lb.	.....	0 36
Do., sweetened, lb.	.....	0 43
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	.....	0 22
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	.....	0 88

Heavy Demand
For All Spices

Toronto. SPICES.—There is a very heavy demand for all kinds of spices just now, with prices holding very firm, but unchanged as compared with last week.

Cloves are quoted at from 70 to 75 cents per pound. Peppers are from 40 to 43 cents for black pepper and from 50 to 53 cents for the white. Supplies of cream of tartar are somewhat improved, but the prices are still very firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	.....	0 55
Do., 64s	.....	0 60
Mustard seed, whole	0 40	0 45
Celery seed, whole	.....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cremon of Tartar—		
French, pure	.....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	.....	1 75
4-oz. packages, doz.	.....	3 25
8-oz. tins, doz.	.....	6 75

Rices Continue
Upward Trend

Toronto. RICES.—Spot quotations on rices are firm and unchanged. The tendency is steadily higher, as indicated by recent quotations on blue rose rice, f.o.b. New Orleans, at 12 1/2 cents, and of Texas fancy at 14 1/2 cents. The better quality rices on spot are very scarce. Tapioca too, is very firm and strong at last week's advance.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	.....	18 00
Honduras, fancy, per 100 lbs.	.....	16 00
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	.....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	.....	16 00
Do., Simiu	.....	16 00
Do., Mujin, No. 1	.....	16 00
Do., Paking	.....	14 00
White Sago	0 13 1/4	0 13 1/2
Tapioca, per lb.	0 14 1/2	0 15 1/2

Honey and Maple
Syrup Firm

Toronto. HONEY, MAPLE SYRUP.—No changes are reported in the market for honey or maple syrup. Dealers are trying to buy new crop honey at from 18 to 20 cents, but are not getting much at the former figure. Growers are holding out for a higher price. There is a moderate demand for both honey and maple syrup.

Honey, Clover—		
5-lb. tins	.....	0 24
2 1/2s tins	.....	0 25
10-lb. tins	.....	0 24
60-lb. tins	.....	0 24
Buckwheat, 50-lb. tins, lb.	.....	0 18
Comb, No. 1, fancy, doz.	.....	.....
Do., No. 2, doz.	.....	.....
Maple Syrup—		
5 1/2-lb. tins, 10 to case, case	.....	17 00
Wine qt. tins, 24 to case, case	.....	16 00
Wine 1/2 gal. tins, 12 to case, case	.....	15 00
Wine 1 gal. tins, 6 to case, case	.....	14 00
Imperial 6 gal. cans, 1 to case, case	.....	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	.....	0 29

Demand For Beans
a Little Slow

Toronto. BEANS.—Quotations are steady on

beans, with a limited inquiry for the same. Indications point to a good crop this season. Demand is a little slow just at this time.

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

Canadian Peaches Arriving Freely

Toronto.

FRUITS.—Canadian peaches are beginning to arrive freely, but quotations are yet at rather high levels. The variety coming forward consists largely of the early Crawfords. The large open face baskets are quoted at from \$1.25 to \$1.75, and the six quart baskets at from 65c to \$1.10. The large flats are from 90 cents to \$1.50, and the small ones from 50 to 75 cents. Large baskets of plums are from \$1.50 to \$1.75, and the six quart baskets from 75 to 90 cents. Canteloupes range from 40 cents to \$1.25 per basket, according to the size of the basket and the quality of the canteloupe.

Valencia Oranges—	
100s, 126s, 150s, 176s, 200s, 216s, 250s, 288s, 340s, 360s..	4 75 6 50
Cal. Grapefruits, 64s	5 00
Lemons, Cal., 270s, case	5 00
Do., Messina Verdellis, box	6 50 7 00
Blueberries, 11-qt. basket	2 25 2 75
Watermelons	1 00
Cal. Elbertas, peaches, boxes	2 00 2 50
Domestic peaches—	
Leno covered, 11 qt.	1 25 1 75
Do., 6 qts.	0 65 1 10
Flat covered, 11 qts.	0 90 1 50
Do., 6 qts.	0 60 0 75
Plums, 11 qts.	1 50 1 75
Do., 6 qts.	0 75 0 90
Apples, 11 qts.	0 65 1 00
Cal. Bartlett Pears, box	3 75 4 00
Can. Pears, 11 qts.	1 00 1 25
Cal. Gravenstein Apples, box, all sizes	4 00 4 25
Grapes, Cal. Malaga, crate	3 75
Can. grapes, 6 qts., lenos	0 65 0 85
Do., flats	0 40 0 60
Can. Canteloupes—	
Salmon flesh, 16 qts.	1 25
Do., 11 qts.	0 40 0 60
Sugar Sweets, 16 qts.	0 75

New Delaware Potatoes \$3

Toronto.

VEGETABLES.—Potatoes are still holding at very strong figures. New Delawares are now on the market and are selling at \$3 per bag. Ontario potatoes are quoted at from \$2.65 to \$2.85,

and number twos at \$2.25 per bag. Canadian onions in 75 lb. bags are selling at \$4 and at \$5 for 20 lb. sacks. Turnips, beets, cabbages and carrots are unchanged from last week.

Beets, bag	1 50
Cabbage, per large crate	4 00 4 75
Do., 32-qt. crate	2 25 2 50
Carrots, per bag	1 50
Can. Lettuce, doz.	0 50 0 75
Onions, Kentucky fine hard, 100-lb. sacks	5 00 5 50
Do., doz.	0 50 0 60
Can. Onions, 75-lb. sacks	4 00
Do., 20 lbs.	5 00
Peekaboo Onions, 100 lbs.	6 00
Spanish Onions, 100 lbs.	9 00
Parsley, per basket	1 00
Peppers, green, doz.	0 75 0 85
Do., sweet	1 00
Celery, doz.	0 40 0 50
Wax Beans, Can., 11-qt. basket	0 60
Do., 6-qt. basket	0 35
Cucumbers, 11 qt. basket	0 50
Potatoes—	
Delawares, bag	3 00
Ontarios, 90-lb. bags	2 65 2 85
Ontarios, No. 2s	2 25
Turnips, doz.	0 30 0 40
Marrow, basket	0 50
Tomatoes, 11-qt. basket	0 50 0 75
Can. Corn, doz.	0 20
Egg plant, 11-qt. basket	1 25
Gherkins, 11 qts.	1 00 1 50

New Manitoba Flour on Market

Toronto

FLOUR.—No change is reported in the market for flour this week. Prices are firm. New Manitoba flour is now coming forward. The Western mills are grinding, but shipments of Western wheat have not yet reached Ontario mills. Only an odd car of winter wheat flour is on the market.

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

Millfeeds Are Steady and Strong

Toronto.

MILLFEEDS.—There is no improvement in the situation as far as millfeeds are concerned. The scarcity is still very pronounced. Prices remain unchanged, as compared with a week ago, on the basis of \$55.25 a ton for shorts, and \$45.25 a ton for bran.

Bran, per ton	In carlots, track
Shorts, per ton	55 25
	45 25

WINNIPEG MARKETS

WINNIPEG, Aug. 30—There is a fairly brisk market, though the precedence of harvesting work throughout the Prairie Provinces has slowed down the demand on some lines to some extent. There was a surprising decline in coffee recorded during the week that dealers claim is only temporary. Tea is in a very strong position and some handlers are asking higher prices.

Prunes Arriving Early; Raisin Prices Named

Winnipeg.

DRIED FRUITS. — Shipments of prunes are reported earlier than last year and stocks will be in the hands of jobbers, it is estimated, two weeks earlier.

RAISINS.—Opening prices on seedless and Sultana raisins were received by the association a few days ago for the 1919 crop.

The trade in general has been expecting very high opening prices. Reports have been passed around which may not have emanated from proper sources, to this effect.

While prices named are higher, by comparison with other dried fruits they are considered by the wholesale trade to be most reasonable.

The large increase is accounted for by the extra prices to the growers.

Little Change in Sugar; Demand Exceeds Supply

Winnipeg.

SUGAR.—The sugar situation has changed very little. Redpath's have advanced their price 45c per 100 lbs., but are still the lowest on this market.

Eastern refiners are sold far ahead, even up to ninety days in some instances.

Rice Price High; Good Market Demand

Winnipeg.

RICE.—Since our reference to American rice of last week, prices have come through on practically all grades. One wholesaler made the statement, "The prices are unheard of prices." However, a ready market is being found for a few of the American lines, owing to the depleted stocks here.

HOLDERS OF SOCKEYE SALMON Asking Higher Prices

Winnipeg.

SALMON.—Many holders of sockeye salmon are asking much higher prices than those given at the opening of the market owing to the general scarcity. Retailers are advised to secure their wants early, especially of sockeye salmon.

Coffee Declines Two to Three Cents

Winnipeg.

COFFEE.—Strange to report, there has been a slight decline in coffee of from two to three cents per lb.

This is explained by the high cost of living investigations in the United States, where large quantities of coffee have been seized by the Government and sold.

This is felt by a large number of brokers to be only temporary, as conditions do not warrant a decline in coffee. In Brazil particularly, there is a great shortage. It is estimated that the total crop is not more than three or three and a half million sacks, as against ten million sacks. Brazil is fortunate in not needing the money, consequently, is in a position to hold coffee for an advancing market.

Canadian prices are still below the market price.

Tea Market Strong; Supplies Limited

Winnipeg.

TEA.—The holders of tea stocks at the coast are asking and getting an advance of two cents per pound.

There has been a very heavy move-

ment of tea the past two or three weeks, principally of Java, which is the only tea held in any great quantity.

It is reported by one of the largest importing houses of New York that at

present there is not more than two months' supply of tea of all grades in the United States. This will naturally have an influence on the Canadian market.

operating to preserve the entity of the independent retailer. The resolution read:

"Whereas, the recent formation of a world-wide system of retail chain stores, that includes among other commodities the production, distribution and sale of groceries, is a matter of deep concern to the independent retail grocer, in that such a type of organization seriously encroaches upon his field of activities; and

"Whereas, If a project of such character is permitted to move on unchecked it may result in the elimination of the independent retail grocer; therefore

"Be it resolved, That the New York State Association of Retail Grocers use every honorable means at its command toward arresting the growth of this monstrous menace that is striking at the very vitals of the business of its members."

VANCOUVER MARKETS

VANCOUVER, Sept. 3—Sugar on this market, even at present figure, is lower than in the East. There are some declines noted in fruits and vegetables. Tobaccos, candy and biscuits are quoted higher.

Sugar Quoted

\$10.50 Per Cwt.

Vancouver.

SUGAR.—While sugar did advance in Vancouver it stands to-day at a lower figure than that quoted in the East. To-day's price is on a basis of \$10.50 per cwt.

Biscuits, Candy

And Tobacco Advance

Vancouver.

MISCELLANEOUS.—One domestic cigar has advanced \$5, other tobaccos 2 cents per pound. Local bulk candies have increased 3 cents, biscuits 2 cents per pound. Coconuts have arrived in the market.

Flour Advances

40 Cents

Vancouver.

FLOUR.—All flours were advanced 40 cents per barrel in Vancouver, August 26.

Japan Rice

Quoted Lower

Vancouver.

RICE.—Japan rice is quoted for October delivery at slightly easier figures.

Small Deliveries

In Salmon

Vancouver.

CANNED GOODS.—Canners are delivering salmon orders on the following basis: 10 per cent. for sockeye, and red spring and coho 30 per cent.

Fruit Prices

Somewhat Easier

Vancouver.

FRUIT.—There is a good assortment of fruit offering on the market at present and prices show a slightly easier tendency.

FRUIT			
Apples, new, box	1 50	4 00	
Crab apples	1 25	2 00	
Apricots, imported, box	1 90		
Blackberries, crate	3 50		
Bananas, lb.	0 10		
Grapefruit, Cal.	6 50		
Grapes, crate	3 50	4 00	
Lemons, box	7 50	8 00	
Loganberries, crate	4 00		
Oranges, Valencia, box	6 00		
Peaches, imported, box	1 60		
Pears, Bartlett, imported	3 25		
Plums, imported, box	1 50	3 25	

Potatoes Down

\$3.00 a Ton

Vancouver.

VEGETABLES.—There is a somewhat easier feeling in vegetables at the present time, potatoes have declined \$3 a ton; tomatoes and other lines also are down.

VEGETABLES.

Carrots, per sack	1 50
Celery, local, dozen	1 00
Corn, green, dozen	0 35
Cucumbers, dozen	0 60
Garlic, lb.	0 35
Horseradish, lb.	0 15
Leeks, local, doz.	0 35
Lettuce, head, doz.	0 40
Mint, doz.	0 35
Onions, sack	5 00
Parsley, dozen	0 30
Parsnips, sack	2 50
Potatoes, local, ton	33 00
Tomatoes, hothouse, 4-bkt. crate	2 50
Do., field, 4-bkt. crate	1 50
Turnips, new, sack	1 50

RICE PRICE SIX TIMES ABOVE NORMAL

As indicating the stiff increases that have developed for rice, one of the largest Canadian importers told CANADIAN GROCER that the cost at production centres had advanced to as much as six times over the normal prices. Even at this it has been very difficult to secure supplies, and there is little promise of improvement at the present time.

This explains, in part, the recent advances made for rice. With prices so high where the product is produced, it is not to be wondered at that there is a big increase when the freights are added. The Orient has also been so urgently in need of supplies itself that there is difficulty in buying such supplies as are wanted for the trade here. Were it not for the fact that rather large supplies have been held here and there until recently, it is probable that scarcity would have developed much sooner.

N.Y. STATE RETAILERS TO FIGHT CHAIN STORES

Competition by chain stores was one of the chief topics of discussion at the recent convention of the New York State Retail Grocers' Association because of the importance of the large city retailers in the organization. As a result of the discussion, a resolution was adopted, authorizing the appointment of a chain store committee which would have the duty of devising ways and means of co-

APPLE MARKETING CONDITIONS IN THE BRITISH WEST INDIES

Lewis M. B. Meyer, assistant to the Canadian Trade Commissioner in Barbados, writes respecting apple marketing conditions in the British West Indies:—

"Under the preference, apples from Canada are free in the British West Indies with certificate of origin, otherwise the duty is 2 per cent. ad valorem.

There are no embargoes or restrictions on apples, and there are no regulations in regard to insects, pests, or diseases.

The cheaper classes of apples are snipped in barrels, and are sold on consignment, but the better classes, such as the red dessert, or "Spitzenberg," are shipped in open boxes or crates, and are placed in cold storage. These are generally in fulfilment of firm orders. The boxes contain about one gross and retail at 3 to 5 cents each.

The season during which apples would find the best market would be during the winter months, say from November to February. The freight to the West Indies is quite an item, the last available rates (1918) were as follows: for barrels, \$1, and in cold storage, boxes, 40 cents per cubic foot.

LEAMINGTON TOBACCO CROP A GREAT SUCCESS

In spite of reports to the contrary the Leamington, Ont., tobacco crop of 1919 promises to be the greatest in the history of Essex county. The big factor in its success is the recent rains, which turned what looked like a light crop into one which now promises to eclipse any previous year. Practically every farm in the district has gone in for tobacco growing, and prices are said to be the best ever offered the growers. Dealers from Calgary to Montreal are bidding for the crop.

Tomatoes and onions in the county also promise a bumper crop, and the growers are receiving good prices for what they raise.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 3.—Flour advanced twenty cents barrel during the week. Peanut butter, ones, is quoted twenty cents dozen; bulk, two cents a pound. Crisco has dropped seventy cents a case. Number sixteen packages seeded raisins, quoted recently at fifteen cents, now seventeen cents. The market is bare of evaporated peaches. Package dates are slightly lower. Prices has been withdrawn on some Western pack jams. Sixty-seventy prunes are quoted twenty-six cents; no other sizes are offering. Three cars Eastern sugar arrived Saturday relieved shortage a little.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 96s, per bbl.	10 70	
Rolled oats, 80s	4 50	
Rice, Siam	0 16	
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt	11 52	
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 42
Lard, pure, 3s, per case	22 20	22 50
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	4 60	
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	11 50	
Apples, evaporated	0 24	0 25
Do., 25s, lb.	0 23	
Apricots, evaporated, 25s	0 40	
Peaches, evaporated, lb.	0 30	
Prunes, 90-100s		
Do., 40-50s		
Do., 50-60s	0 26	
Do., 60-70s	10 25	
Salmon, pink tall, case	18 00	19 00
Salmon, Sockeye, tall, case	40 00	
Do., halves	7 25	
Potatoes, per ton	9 00	10 00
Oranges	7 50	
Lemons	6 00	
Grapefruit	4 75	5 00
Cantaloupes, crate		
B.C. Raspberries		

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Sept. 3.—Eastern sugar is quoted at \$12.50 per cwt. The egg market shows firmness, with increase of one cent per dozen. Butter is also a cent higher per pound creamery.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, bralls	3 86
Puffed Rice, case	5 25
Rice, Siam, cwt.	14 00
Sago, lb.	0 11¼

Tapioca, lb.	0 11¼
Sugar, pure cane, gran., cwt.	12 50
Cheese, No. 1, Ontario, large	0 34¼
Butter, Creamery	0 59
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 32
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 86
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 60
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Peaches, Cal.	2 75
Apples	4 50
Washington yellow transparents, 2 lbs.	0 36
Tomatoes, 20 lbs.	2 75
Cucumbers, doz.	3 00
New potatoes, bushel	1 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 3.—There have been few changes recorded during week. A big holiday trade is reported. Pork and products are easier, American clear is selling at \$68-\$75; breakfast bacon, 45c-48c; compound lard, 33-34c; New Brunswick cheese, 28-28½c. Dairy butter, 48c. Fruit prices are mostly unchanged, except plums easier. New vegetables are plentiful. The potato crop reported good. New potatoes are selling \$3 a barrel.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 25
Cornmeal, ordinary, bags	4 50
Rolled oats	12 50
Rice, Siam, per 100 lbs.	13 75
Molasses	0 88
Sugar—	
Standard, granulated	10 60
No. 1, yellow	10 10
Cheese, New Brunswick	0 28
Cheese, Ont., twins	0 30
Eggs, fresh, doz.	0 65
Eggs, case	0 60
Breakfast bacon	0 46
Butter, creamery, per lb.	0 56
Butter, dairy, per lb.	0 48
Butter, tub	0 43
Lard, pure, lb.	0 40½
Lard, compound	0 33
American clear pork	68 00
Beef, corned, 1s	4 55
Tomatoes, 2½s, standard case	4 90
Raspberries, 2s, Ont., case	
Peaches, 2s, standard, case	4 70
Corn, 2s, standard case	4 10
Peas, standard case	5 60
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	
Peaches, per lb.	
Potatoes—	
Natives, per bbl.	3 00
Onions, American, cwt.	6 00

Do., Canadian	6 00
New potatoes, barrel	3 00
Lemons, Cal.	8 00
Pears, Cal., box	5 50
Plums, Cal., crate	3 00
Oranges, Cal., case	7 50
Grapefruit, Cal., case	12 00
Apples, Cal., Gravensteins	4 50
Peaches, Cal., box	2 50
Bananas, per lb.	0 09

PUTTING SYSTEM INTO STORE ADVERTISING

Continued from page 37

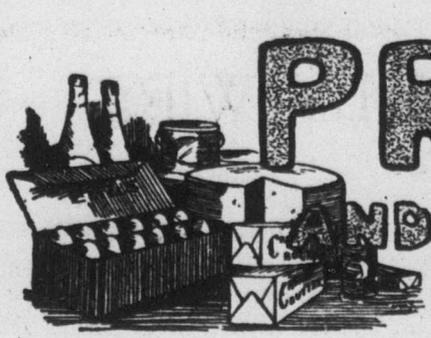
value. The big buying of the week is done on Fridays and Saturdays, as every merchant knows, and Mr. Wyckoff aims to interest this business, therefore, he devoted the bulk of his advertising appropriation to the Thursday advertisement. To ensure that this advertisement will be just what he wishes, he sends in his copy on Monday, in that way he is able to get a proof and to make such changes as he deems necessary.

Using An Advertising Layout

But even with these precautions there is a large element of chance, unless you say very definitely what is wanted. To assure that his advertisement will look just as he wants it to look, he makes a layout in dummy form for the printer to follow. In this he states even the kind of type to be used. He has read some books on type characters and size, and has learned to know the faces in general use in the London newspaper offices, so that when he stipulates a certain size or character of type he gets it. That means that he knows just about how much space his advertisement will run, as oftentimes setting the matter in a large sized type would double the amount of space used. Take the matter of the firm name, it is always set upper and lower, or capitals and small letters, instead of a complete word of capitals, because it appears best that way.

Herewith, there is illustrated one of the advertisements that Mr. Wyckoff considers to be perfectly satisfactory, from the standpoint, not only of its selling power, but of the general character of the layout, and with it is a dummy form showing how he lays out the advertisement for the printers, so that he gets exactly the result desired.

To advertise in this systematic way takes some little time, but Mr. Wyckoff finds in it also a very considerable amount of interest. It is also true that there is nothing gained without a certain amount of cost. It takes some care to write an advertisement that gets business; but to spend money on advertising without any thought of its character, is the next thing to throwing it away.



PRODUCE AND PROVISIONS

Feature Lesser Known Cuts

United States Government Urges Retailer to Lay the Emphasis on Lesser Known Cuts of Meat and so Aid in Stabilizing Prices

THE United States Department of Agriculture in an effort to stabilize the market is urging the retail deal to cultivate the sale of the lesser used but perfectly desirable cuts of meat. The statement is as follows:

In practising conservation during the war our people became accustomed to eating less meat than formerly and the time required to return to a pre-war consumption basis now depends to some extent upon a general lowering of prices and a more uniform use of the several wholesale cuts of meats which constitute a beef carcass. The wide variance in retail prices in different localities for the same grades and cuts of beef is due largely to a local demand for meat from only two or three wholesale cuts and neglect of the meat which is cut from other parts of the carcass. To remedy such conditions involves educating the public to broaden the demand to include all parts of the carcass. Should this be accomplished it would be the means of materially reducing the cost to the consumer by narrowing the range of retail prices of meat based on the quantity derived from the wholesale cuts.

A more equal demand for the meat from all parts of the carcass should also increase consumption by lowering the average cost per pound. Reputable retail dealers will welcome a closer range of prices for all parts of the carcass and a more uniform demand which would include all cuts. Press reports frequently refer to a wide difference in the retail prices of beef in different localities. When making comparisons consideration should be given to the grades of meat offered for sale as the wide range of prices quoted may be due to a difference in the quality of the meat and a corresponding difference in the cost at wholesale rather than a higher retail profit.

The service performed by the retailer is another feature which should be considered as accurate deductions cannot be made when prices of cash and carry markets are compared with prices of those markets which conduct a credit and delivery business. During the month of March the average price of good steer ribs and loins at the larger markets was

between 48 and 50 cents a pound. Although wholesale prices of these cuts have declined and are now around 30 cents a pound, which is equal to a reduction of approximately 40 per cent., hotels and restaurants have not reduced their prices or increased the portion to their patrons.

STORAGE INTERESTS FAVOR TWELVE-MONTH LIMIT

Frank A. Horne, president of the American Refrigerating Association, told the House Committee on Agriculture his organization would not object to reasonable cold storage regulatory measures, but that most of the pending bills were too far-reaching.

Mr. Horne said there was no occasion for limiting the period of cold storage to less than 12 months. He objected to the Hutchinson bill, which sets ten months as the limit, and to the McKellar bill, which specifies even a shorter time for certain commodities. He did not oppose the stamping of the dates of storage, but expressed the belief that the marking of producers' prices, as recommended by the president, would not be workable.

"On the question of time limit there is no demand for legislation whatever," said Mr. Horne. "It is a psychological matter. The twelve-month period is advisable because it is the object of cold storage to carry goods from one season to another. The amounts carried more than twelve months are negligible.

"There is no objection to proper and wise inspection. I have great confidence in the Department of Agriculture and I am almost free to say I would favor any inspection provisions they would favor." Representative Welty, of Ohio, sponsor for a cold storage bill which provides taxes of from ten to thirty per cent. on goods left in storage more than specified periods, also appeared before the committee. He argued that it was preferable to provide regulation under the taxing powers of Congress than under the power over interstate commerce. The Welty bill applies to all cold storage

warehouses irrespective of whether or not commodities are in interstate commerce, while most of the other pending bills do not. Mr. Welty argued that the effect of a law would be to force commodities out of storage in advance of the period when the taxes go into effect. Representative McLaughlin, of Michigan, asked whether the effect of such a bill would not be to cause an increase in the cost of living through passing a tax along to the consumer.

"No it would not," replied Mr. Welty. "The storage products must compete with fresh products on the market. I maintain no tax will be paid because the bill will force the goods out of storage before it becomes effective."

CANADIAN CHEESE SHIPPED TO FRANCE BY PARCEL POST

Philippe Roy, Commissioner General of Canada in Paris, France, reports that John F. Ryan, of Montreal, while in France presented to a number of merchants in Paris samples of cheese which he received by parcel post. The samples were sent to him in round 10-pound cylinders simply dipped in paraffin and wrapped in ordinary wrapping paper. He received the cheese thirty-four days after it was mailed and it reached him in remarkably good condition. Mr. Ryan cut the cheese and distributed it among dealers in Paris, who thought at first it was English cheddar and were amazed when told how it was shipped from Canada by parcel post.

BIG SALMON RUN IN ALASKAN WATERS

Ketchikan, Alaska.—The salmon run on the west coast of the Prince of Wales Island is characterized by cannery men as the biggest in years. For three days fishermen have been making such big hauls that the canneries are swamped.

Purse seiners, not traps, are getting the big hauls. The best run of the fish so far has been up Cordova Straits and Mears Passage, and they seem to be working northward rapidly.

Canneries in the vicinity of Ketchikan report packs from 10 to 40 per cent. above normal, although word from Northern Alaskan fishing towns, especially those in the Behring Sea district, report the run very small, in many cases from 30 to 60 per cent. below normal.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 3.—There is a general feeling of weakness in the fresh meat market that has resulted in a decline of 50 cents on hogs. New creamery butter is also quoted two cents lower. Eggs are very scarce and are consequently firm in price.

Fresh Meats

Show Weakness

Montreal.

FRESH MEATS.—There is a weaker feeling in all fresh meats, and hogs declined 50c since last quotation.

Hogs, live	21 50	22 00	
Hogs, dressed—			
Abattoir killed, small (heads off), 65-90 lbs.		32 00	
Sows (heavy)	25 00	25 50	
Fresh Pork—			
Leg of Pork (trimmed) (foot on)	0 33	0 40	
Loins (trimmed)		0 43	
Loins (untrimmed)		0 40	
Spare ribs	0 25	0 26	
Trimmed shoulders	0 29	0 32	
Fresh Beef—			
(Cows)		(Steers)	
\$0 20	\$0 22	\$0 25	\$0 26
..Hind quarters..	0 12	0 14	0 15
..Front quarters..	0 27	0 34	0 34
Loins	0 23	0 25	0 25
Ribs	0 12	0 14	0 14
Chucks	0 18	0 22	0 22
Hips		0 22	0 25
Calves (as per grade)	0 22	0 25	
Lambs, 25-40 lbs. (whole carcass), lb.	0 20	0 25	
No. 1 Mutton (whole carcass), lb.		0 20	

Smoked Meats

Remain Firm

Montreal.

SMOKED MEATS.—There is a brisk demand for smoked meats at present, and no indication of any easier feeling.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.		0 46
14-20 lbs.		0 44
25-35 lbs.		0 39
20-26 lbs.		0 40
Over 35 lbs.		0 38
Backs—		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 42	0 48
Rolls, per lb.		0 38
Dry Salt Meats—		
Long clear bacon	0 34	0 34½
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces		65 50
Clear fat backs (bbl.) (40-50 pieces)		70 50
Heavy mess pork (bbl.)		54 00
pieces		70 50
(60-80 pieces)		56 00

Lard Trade Active;

Prices Steady

Montreal.

LARD.—There is an active trade for lard at present, price remains steady.

LARD, pure—		
Tierces, 400 lbs., per lb.		0 36½
Tubs, 50 lbs., per lb.		0 37
Pails, 20 lbs., per lb.		0 37¼
Bricks, 1 lb., per lb.		0 38¾

No Change

In Cooked Meats

Montreal.

COOKED MEATS.—Under fair demand, the market for cooked meats remains unchanged.

Head Cheese	0 13	0 15
Choice jellied ox tongue		0 70
Jellied pork tongues		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 65
Hams, cooked		0 65
Shoulders, roast		0 60
Shoulders, boiled		0 60
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

Shortening Business

Very Good

Montreal.

SHORTENING.—There is good business in shortening at the present time.

SHORTENING—

Tierces, 400 lbs., per lb.	0 30½	0 31
Tubs, 50 lbs., per lb.	0 31	0 31¾
Pails, 20 lbs., per lb.	0 31¾	0 34
Bricks, 1 lb., per lb.	0 33	0 34

Creamery Butter

Declines 2 Cents

Montreal.

BUTTER.—There was a decline of 2c recorded this week in fresh made creamery butter. Good supplies are now reaching the market.

BUTTER—

Creamery, prints, fresh made	0 55	0 56
Creamery solids, fresh made	0 46	0 49
Dairy prints	0 46	0 48
Dairy, in tubs, choice	0 45	0 48

Margarine Shows

No Price Changes

Montreal.

MARGARINE.—There has been no change in margarine prices during the week. Business is reported good.

MARGARINE—

Prints, according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 34	0 36

Production of Eggs

Falls Off

Montreal.

EGGS.—Eggs are selling freely at the present time. There has been a big decline in production, which has had a firming tendency on the market.

EGGS—

No. 2	0 45	0 51
No. 1	0 51	0 62
Selects	0 60	0 65
New laids	0 65	

High Prices Rule

For Poultry

Montreal.

POULTRY.—High prices are ruling for all grades of poultry. Receipts are light and there is a brisk demand.

POULTRY (dressed)—

(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47

Ducks—

Brome Lake (milk fed green)	0 46	0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.		0 49
Turkeys (young)		0 50
Geese	0 30	0 31
Old fowls (large)		0 34
Old fowls (small)		0 30

POULTRY (live)—

(Buying Prices)		
Live—Old fowl	0 23	0 23
Roosters		0 18
Turkeys		0 40
Broilers	0 29	0 31

All Cheese

In Good Demand

Montreal.

CHEESE.—These is a very fair demand for cheese at the present time, and prices are firm.

CHEESE—

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

Good Demand

Noted For Fish

Montreal.

FISH.—There is a fair demand for fish at the present time, with fairly adequate supplies. Prices are unchanged.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore		0 22
Eels, lb.		0 12
Bullheads (dressed)		0 15
Gaspereaux, each		0 08
Haddies	0 12	0 13
Fillet Haddies		0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 07	0 09
Prawns		0 40
Pike, per lb.		0 13
Live lobsters		0 45
Boiled lobsters		
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon, Gaspe	0 35	0 40
Shad		0 20
Skate		0 08
Lake Trout	0 19	0 20
Mackerel		0 16
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 35	0 40

FROZEN FISH

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

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.		21 00
Codfish, No. 1, medium, bbl., 200 lbs.		20 00
Codfish, No. 2, 200 lb. barrel		18 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.		0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)		0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.		13 00

PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbls.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.		0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets		0 18
Bloaters, box		2 00

Kippers		2 25
OYSTERS		
Cape Cod, per barrel		16 00
Batouche, per barrel		15 00
Scallops, gallon		4 50
Can No. 1 (Solids)		2 50
Can No. 3 (Solids)		7 50
Can No. 5 (Solids)		12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		9 00
SUNDRIES		
Paper Oyster Pails, 1/4 per 100		1 75
Crushed Oysters Shell, 100-lbs.		\$1 60
Paper Oyster Pails, 1/4-lb. per 100		2 25

Eggs—	
New laids, doz.	0 62
New laids, in cartons, doz.	0 56 0 60

Prices shown are subject to daily fluctuations of the market.

Butter Firm; Demand Good

Toronto.
BUTTER.—The market for butter is holding firm. The trade is buying freely. The price in the country is from 52½ to 52¾ cents. The prints are selling to the trade at from 55 to 57 cents, and the solids at from 54 to 55 cents. The fresh separator prints are 47 and 48 cents per pound.

Creamery prints (fresh made)	0 55	0 57
Creamery solids (fresh made)	0 54	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.		0 45

Cheese Prices Remain Unchanged

Toronto.
CHEESE.—There is no change in the cheese market, the fixed buying price on the basis of f.o.b. Montreal, pretty well controlling the situation. The large cheese are selling to the trade at 28 cents, and the stiltons at 29 cents.

Cheese—	
Large	0 28
Stilton (new)	0 29
Twins 1/2 lb. higher than large cheese. Triplet 1 1/2 higher than large cheese.	

Margarine Shows Increased Demand

Toronto.
MARGARINE.—Margarine is selling freely, the high prices of butter inducing people to eat more margarine. Prices are holding firm at steady figures.

Margarine—	
1-lb. prints, No. 1	0 36 0 37
Do., No. 2	0 32 0 34
Do., No. 3	0 28 0 29

Solids 1c per lb. less than prints.

Lard Easier; Some Prices Lower

Toronto.
LARD.—There is a little easier feeling in the price of lard, some dealers quoting it as low as 36 cents per pound. Prices range from 36 to 37 cents, on the tierce basis.

Lard, tierces, 400 lbs., lb.	0 36	0 37
In 60-lb. tubs, 1/2c higher than tierces, pails 1/2c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening Prices Remain Unchanged

Toronto.
SHORTENING.—Quotations on shortening continue at the same figures at from 31¼ to 32 cents per pound. There is an active demand for shortening.

Shortening—	
Tierces, 400 lbs., lb.	0 31¼ 0 32

Poultry Selling At Lower Prices

Toronto.
POULTRY.—The freer movement of fowl to market has resulted in lower prices being quoted, on both fowl and spring chickens. A heavy demand exists for all poultry. Spring chickens are

ONTARIO MARKETS

TORONTO, Sept. 5—The market in fresh meats is easier, although the prices here have not changed, because of the demand for Exhibition trade, but dealers are looking for lower levels to rule at its conclusion. The market for live cattle and hogs is weaker, and these lower quotations will later be reflected in the prices to the retail trade. Eggs are higher, there being a very heavy demand for the same at the present time. Other provision lines are steady.

Fresh Meats Easier; Decline Possible

Toronto.
FRESH MEATS.—While there are few changes in the prices to the retail trade of fresh meats, largely because of the heavy demand on account of the exhibition, dealers look for lower quotations to prevail in the near future. The agitation in the United States for lower prices of foodstuffs is having its effect on the Canadian markets. Hogs on the fed and watered plan are now selling at \$20.25. Quotations on live beef, too, show very marked declines. The general tendency in all meats is towards lower levels.

Hogs— FRESH MEATS		
Dressed, 70-100 lbs., per cwt.		\$30 00
Live, on cars, per cwt.		19 75
Live, fed and watered, per cwt.		20 25
Live, f.o.b., per cwt.		19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 41	0 42
Loins of pork, lb.		
Tenderloins, lb.		0 46
Spare ribs, lb.	0 14	0 15
Pieces, lb.	0 34	0 34½
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 32	0 34½
Boston butts, lb.		0 35
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 14
Ribs, lb.	0 15	0 26
Chucks, lb.	0 08	0 14
Loins, whole, lb.		0 30
Hips, lb.	0 18	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 30
Lambs, whole, lb.		0 20
Spring lamb	0 27	0 28
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Provisions Sell Well; Price Unchanged

Toronto.
PROVISIONS.—While the quotations on live hogs have declined, the prices of provisions are so far unchanged, the supplies going to the trade being from the high priced hogs of a few weeks ago. Quotations are steady, with demand very active. Both hams and bacon are selling freely. Breakfast bacon is ranging all the way from 48 to 56 cents per pound.

Hams—		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
Bacon—		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 59
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 40	0 41
Wiltshire (smoked sides), lb.		0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-90 lbs.		0 33
Fat backs, 16-20 lbs.	0 38	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 200 lbs.		64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	60 00
Lightweight		64 00

Above prices subject to daily fluctuations of the market.

Cooked Meats In Brisk Demand

Toronto.
COOKED MEATS.—No changes are reported in the quotations on cooked meats. There continues the same active inquiry that has characterized the trade for the summer months. Boiled and roast hams are selling at from 65 to 66 cents. Choice jellied ox tongue is selling at 69 cents.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 58	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.		4 27
Choice jellied ox tongue, lb.		0 69
Pork and Tongue, lb.		0 35

Above prices subject to daily fluctuations of the market.

Heavy Egg Demand; Supplies Light

Toronto.
EGGS.—There is a very heavy consumption of eggs at the present time, and the supplies are not as heavy as was the case a few weeks ago. Dealers are paying from 50 to 52 cents per dozen for them in the country. The new laids in cartons are selling at 62 cents, and the number one eggs from 56 to 60 cents.

selling to the trade at from 36 to 38 cents. Fowl over five pounds is selling at 35 cents, and light fowl is bringing 33 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 23
Fowl, over 4½ lbs.	0 27	0 28
Fowl, under 4½ lbs.	0 25	0 25
Spring chickens	0 27	0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$0 35
Do., light	0 33
Chickens, spring	0 36
Ducklings	0 35
Turkeys	0 49

**Good Fish Demand;
Prices Unchanged**

Toronto. FISH.—There is an active inquiry for all fish available on the market, and the demand for the exhibition period has

been on a very large scale. Supplies are coming forward freely, and prices are holding at unchanged figures. B.C. salmon is selling at from 27 to 28 cents. Fresh lake fish are plentiful at steady figures.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 12	0 12
Do., heads on, lb.	0 10	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 27	0 28
Fresh B. C. Salmon	0 27	0 28

FROZEN SEA FISH		
Salmon	0 25	0 25
Herring	0 09	0 10
Mackerel	0 12	0 12

FRESH LAKE FISH		
Lake herring, round lb.	0 10	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 17	0 18
Whitefish, lb.	0 16	0 18
Mulletts, lb.	0 05	0 05
Fresh pickerel	0 15	0 16
Ciscoes	0 16	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

WINNIPEG MARKETS

WINNIPEG, Aug. 30—There has been a marked tendency toward easier figures in produce lines recently. Shipments of hogs have been very light during the week, owing to harvesting operations, despite the fact that there is a panicky feeling in the market that may presage further declines. Lard again declined one and a half to two cents a pound.

**Lard Declines Again
1½ to 2 Cents**

Winnipeg. LARD.—A decline of from one and a half cents to two cents a pound is reported. A further decline is expected in sympathy with the pork market.

**Hog Shipments Light;
Market Uncertain**

Winnipeg. HOGS.—Owing to the harvest season all shipments coming onto this market

have been very light and prices consequently have remained firm. The market in general is very panicky at present. It is expected that in sympathy with the Southern and Eastern markets, a decline will be effective here. A decline is reported from Chicago of 15c per hundred weight.

**Butter Supplies Ample;
Prices Firm**

Winnipeg. BUTTER.—Butter prices are reported very firm. Provision men report ample supplies coming in.

BRITISH COLUMBIA MARKETS

VANCOUVER, Sept. 3—There has been an easier feeling in fresh meats during the week that has resulted in some declines. Smoked meats on the other hand are somewhat higher. Butter shows a slight advance.

**Lard Unchanged;
Demand Good**

Vancouver. LARD.—There is little change noted in lard during the week. Demand is good.

LARD—

Compound, tierce basis, lb.	0 32½
Pure, three basis, lb.	0 38

**Fresh Meats
Show Declines**

Vancouver. FRESH MEATS.—There is a somewhat easier feeling in fresh meats and

several declines have been noted.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	0 16	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 32½	0 32½

**Bacon and Hams
Show Slight Increase**

Vancouver. SMOKED MEATS.—Bacon is somewhat higher as are also hams for the week.

SMOKED MEATS—

Bacon, No. 1, med., lb.	0 55
------------------------------	------

Bacon, No. 1, heavy, lb.	0 52
Smoked backs, lb.	0 51
Hams, No. 1 heavy, lb.	0 46
Hams, light, lb.	0 52
Ayrshire rolls, lb.	0 50
Cooked rolled shoulders, lb.	0 50
Hams, cooked	0 43 0 50

**Butter Shows
Slight Advance**

Vancouver. BUTTER.—There is a slight increase in butter this week, Government grade selling up to 60c. Margarine remains unchanged at 36c.

BUTTER AND MARGARINE—

Government grade	0 55	0 60
Margarine	0 36	0 36

**Egg Prices
Remain Unchanged**

Vancouver. EGGS.—There has been no change in egg prices during the week. Quotations are as follows:

EGGS—

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

**Ontario Cheese
Declines Slightly**

Vancouver. CHEESE.—There is a good movement in cheese at the present time. Ontario is quoted a fraction lower.

CHEESE—

B.C. Cheese, lb.	0 31
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.	0 32¼
Stiltons, lb.	0 36

**Plenty of Variety
In Fish Stock**

Vancouver. FISH.—There is a plentiful offering of fish on the market at the present time with prices about as usual.

FISH—

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

SMOKED FISH—

Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kipper Salmon	0 22	0 22
Smoked Pink Spring	0 20	0 20
Haddies, Western	0 10	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	1 40	1 40
Do., medium	0 85	0 85
Soles	0 06	0 07

COMPLAINED OF PRICE

Vancouver, B.C. (Special).—One of the customers of Mr. Campbell's grocery store, Nelson, B.C., complained that 70c was too high for ham. This ham was costing 51c a pound, and after figuring it out, Mr. Campbell acknowledged there was a miscalculation—and charged her 75c a pound. Allowing for the shrinkage, the 70c price only covered cost of doing business, with no profit. "And I was not figuring on what I lose, paying 51c a pound for paper and string," commented Mr. Campbell.

The House To Push Your Line In The West

A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

A New Business With New Methods, New Ideas, New Aims

Service, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

Nicholson, Rankin, Ltd.

Wholesale Grocery Brokers

Winnipeg

Canada

Enquiry Department

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

COLD STORAGE MACHINERY

Would you be kind enough to give me the name of manufacturers of machinery for cold storage plants? — H. M. Henderson, Black Cape, Que.

Answer.—The following firms manufacture these machines: W. A. Freeman Co., Hamilton, Ont.; Canadian Ice Machine Co., Chestnut St., Toronto, Ont.; Linde Canadian Refrigeration, Toronto, Ont.

SALT IN CAR LOTS

Will you please advise us the best and cheapest sources of supply in Canada, the United States and England for rock salt for large quantities, car lots, etc.?—Stan. Payette, St. Nicholas Bldg., Montreal, Canada.

Answer—Canada: Canadian Salt Co., Ltd., Windsor, Ont.; Dominion Salt Co., Ltd., Sarnia, Ont.; Elarton Salt Works, Hyde Park, Ont.; Exeter Salt Works, Exeter, Ont.; North America Chemical Co., Ltd., Clinton, Ont.; Ontario People's Salt & Soda Co., Kincardine, Ont.; Parkhill Salt Co., Parkhill, Ont.; Western Salt Co., Ltd., Courtwright, Ont.; Western Canada Flour Mills Co., Toronto, Ont.; Toronto Salt Works, 60 Jarvis St., Toronto, Ont.; Stewart, Verrat & Co., Montreal, Que. U.S.A.: Wadsworth Salt Co., Wadsworth, Ohio; Avery Salt Mining Co., Scranton, Pa.; Retson Mining Co., Scranton, Pa. England: Bumsted, D., & Co., 39A King William St., London, E.C. 4.

SHIPPERS OF HAY IN QUEBEC

We would like to take advantage of your enquiry department for names of hay shippers in Quebec.—Wm. Law & Co., Yarmouth, N.S.

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

MAKERS OF MILK BOTTLES

Kindly let us know from what manufacturing company we could procure glass milk bottles by the gross?—H. M. Shaw, Perth, Ont.

Answer—Dominion Glass Co., Ltd., Beaver Hall, Montreal.

SALMON CUTTING MACHINES

Could you give addresses of manufacturers of salmon cutting machines, such as

used in British Columbia salmon canneries, also approximate price?—G. P. Eagan, Prescott & Duckworth Streets, St. John's, Newfoundland.

Answer—Letson & Burpee, Ltd., 172 Alexander St., Vancouver, B.C.; Crossley Lead Machine Co., Erie, Pennsylvania; Gulorosen Sales Corp., 17 State Street, New York, N.Y.; The Canadian Fairbanks-Morse Co., Ltd., St. John, Montreal or Toronto, Ont. We are not posted as to prices; better make enquiries of firms given above.

CO-OPERATIVE SOCIETIES

Some time ago I noticed in your enquiry department the address of the firm from whom it was possible to obtain information and literature with regard to forming an operating a co-operative store, unfortunately this has been mislaid. Would be glad if you would repeat it.—Arthur W. Holmes, Ruthilola, Sask.

Answer—The Co-operator, Brantford, Ont.

SPECIAL SALES FIRMS

Kindly give me a list of special sales firms who put on sales in different towns on commission or other basis.—Augustus McDonald, Souris, P.E. Island.

Answer—The only firm we know of is the T. K. Kelly Sales System, Minneapolis, Minn.

SECOND-HAND COUNTERS AND SHOW CASES

Kindly let me know where I can buy second-hand counters, show cases and store fixtures.—B. St. Amond, Mont Joli, Que.

Answer—Ontario Showcase Co., 321 King St. West, Toronto, Ont.; Jones Bros. & Co., 31 Adelaide St. West, Toronto, Ont.

FRAMED PICTURES

Will you kindly send me addresses of some wholesale firms selling framed pictures?—E. Harmer, Ltd., Norton, N.B.

Answer—Phillips Manufacturing Co., 258-326 Carlaw Ave., Toronto; Mathews Bros., Dundas St., Toronto; Pugh Specialty Co., 38 Clifford St., Toronto; Davis Novelty Co., 212 Mappin Bldg., Montreal.

WESTERN HANDLERS OF BRAN AND SHORTS

Kindly give us the names of firms in Fort William or more west, where we could purchase one or more cars of bran and shorts?—The Alberta Grocery, Calgary, Alta.

Answer—Alberta Milling Co., Edmonton, Alta.; Edmonton Milling Co., Strathcona, Alta.; Robin Hood Mills, Calgary, Alta.; Soo Line Milling & Elevator Co., Weyburn, Sask.; Radisson Milling Co., Radisson, Sask.; Maple Creek Light, Power & Milling Co., Maple Creek, Sask.; Lumsden Milling & Grain Co., Lumsden, Sask.; Grenfell Milling & Elevator Co., Grenfell, Sask.; Echo Milling Co., Gladstone, Man.; Morden Milling Co., Morden, Man.; Laing Bros., Winnipeg, Man.

CARLOAD OF APPLES

Where can I buy carload of bbls. winter apples, f.o.b. Ontario, or N.S.? Private party preferred. 1919 delivery.—M. Agarrand, Forget, Sask.

Answer—Try McBride Bros., 35 Church St., Toronto, Ont.; Duncans Ltd., North Bay, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.

Nova Scotia.—United Fruit Company of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Bligh & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

REGARDING PEANUT BUTTER

Would you be good enough to oblige us with a copy of a good recipe for making peanut butter?—Wolf, Sayer & Heller, 76 St. Paul St. East, Montreal, Canada.

Answer—There is no particular recipe for making peanut butter. The peanuts are ground in a machine for that purpose with salt added. Machine may be purchased from Hobart Manufacturing Co., Toronto, Ont.

MANUFACTURERS OF WOODEN PAILS

Could you please give names of manufacturers of wooden pails for pickled fish?—J. G. Robichaud, Shippegan, N.B.

Answer—We would suggest that you get in touch with the Wm. Cane & Sons Co., Ltd., Newmarket, Ont., also Keenan Wood-ware Co., Owen Sound, Ont., in regard to wooden pails for pickled fish. These firms state that they are prepared to manufacture these pails for you. In fact they have been doing this by the carload for different large packing houses, and will be pleased, indeed, to hear from you.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

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INFORMATION WANTED

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Please give me information on the following:Name

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We want country merchants to write or phone us about their Butter, Eggs and Poultry.

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Write or Phone at once

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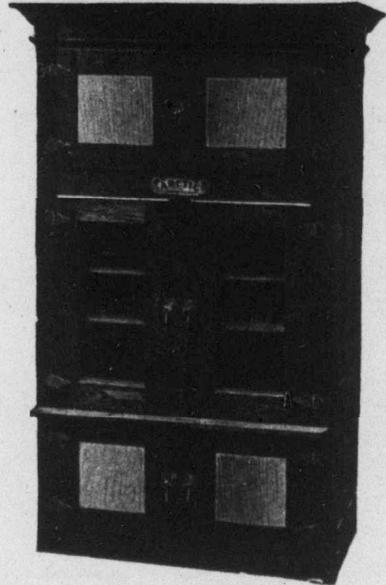
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**More Necessary
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You simply can't take chances these days. With prices of many things going still higher people are becoming more critical than ever of the condition of the food they buy and the policy of the merchant in keeping everything fresh beyond a doubt. Don't take the risk of uncertain refrigeration. Get an Arctic at once and be safe. There's a style and price that will exactly fit your needs. Write to-day for free catalogue and prices.



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Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy



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With the Smack of the Sea In Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

When you open up a case of Connors Bros.' Brunswick Brand you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of Brunswick Brand Sea Foods, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)

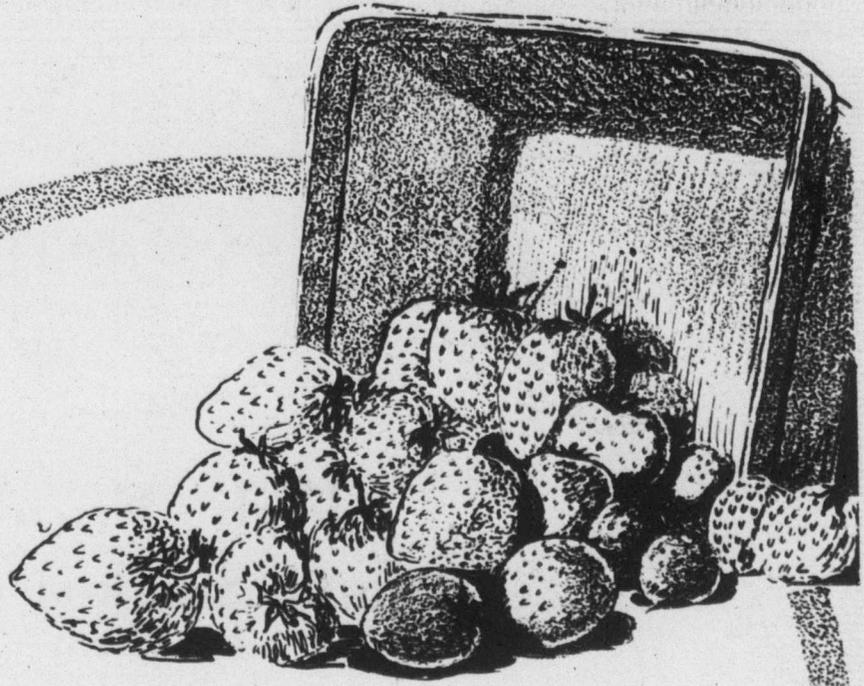
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Clams

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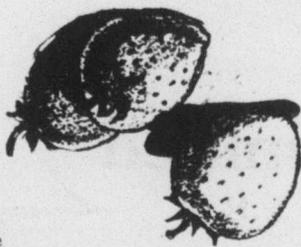
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Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best milk down to the sealing of the cans.

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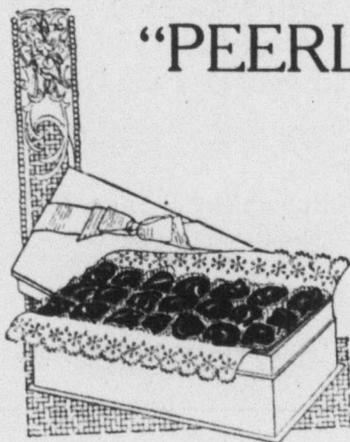
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St. GEORGE, Ontario

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"PEERLESS" "ELGIN" "NOBILITY" CHOCOLATES



"Deliciously Different" is the general comment on these brands by particular people who appreciate superior flavor and quality in chocolates. Made by experts from a special recipe, using only the best chocolate and pure cane sugar.

Why not send for a small trial supply of these toothsome delicacies. A letter to-day brings a prompt reply.

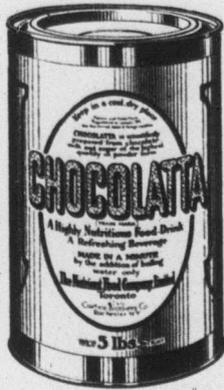
"Large profits" can be made handling these chocolates. Their high quality and big demand makes them "active" sellers.

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Manufacturers of Brooms and Clothes Pins



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

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



RID-OF-RATS

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

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

BERG & BEARD MFG. CO Inc.
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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

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"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

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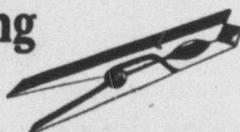
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Dominion Spring
Clothes Pins



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

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

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.



SALT PLANT, WINDSOR, ONTARIO

A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

Windsor
Table
Salt
Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

THE CANADIAN SALT CO., LIMITED
 WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell **COSGRAVE'S PURE MALT VINEGAR.**

*Attractively Labeled
Bottles—2 Sizes*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



Furnivall

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers — Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

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

Canada Food Board License
No. 14-167

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

You know Marsh's Grape Juice. Do you know the other Marsh beverages — equally delicious and customer-pleasing?

Here they are—

- Unfermented Port
- Unfermented Black Cherry Wine
- Unfermented Ginger Wine
- Raspberry Vinegar
- Creme de Menthe

We are still short of Grape Juice supplies but can fill your order on our other lines. Give them a trial.

**The Marsh Grape Juice Company
NIAGARA FALLS, ONT.**

Ontario Agents:

**The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.**



Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

**National Licorice Company
MONTREAL**



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil

In Barrels or Cases

Cream of Tartar

Cream of Tartar Substitute

Bicarbonate of Soda

Borax, Glycerine, Blue Vitriol

Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

**B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,

VINEGAR, CIDER, ETC.

QUEEN QUALITY PICKLES

UNIVERSAL FRUIT SAUCE

PARAGON PICKLES

CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**



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

So is the Price

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

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

Order now while it is on your mind

J. C. SLOANE

845 5th Avenue,

Owen Sound, Ontario

Every **EUREKA** refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

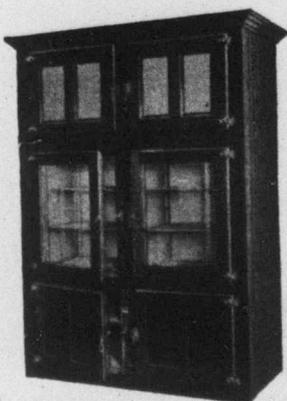
because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

EUREKA REFRIGERATOR CO., LTD.

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 9 Eureka Refrigerator

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

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

CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans
 7 75 |

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 27
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.95; 2s, \$9.45; 2s, \$8.95.	
English Brown — 1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—1/2s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75	
Roast Beef—1/2s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.35; 2s, \$11.95; square cans, \$45.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.90; 2s, \$6.85.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — 1/2s, \$1.95; 1s, \$3.95; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$3.05; 1s, \$4.95; 2s, \$8.95.	
Jellied Hocks—2s, \$9.45; 6s, \$30.	
Irish Stew—1s, \$2.95; 2s, \$5.95.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.	
Boneless Turkey — 1/2s, \$5.95; 1s, \$9.95.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$25.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 6s, \$12.90.	

Your last chance to secure

NEW NON-ALCOHOLIC LIQUERS

as the stock is about exhausted. These drinks are delicious. Send your orders early.

Flavors:

- CREME DE MENTHE
- CHERRY BRANDY
- GINGER WINE
- SLOE GIN
- BLACKBERRY BRANDY

Order from your wholesaler or write us direct.

SELLING AGENTS
S. G. BENDON UTILITY CO.
30 St. Francois St.
MONTREAL

FIGS

A short time ago we told you about a lot of Smyrna figs which we had.

Many buyers availed themselves of our offering and we have sold a large part of the shipment. We are sure that there are many dealers who can take on some of these figs with advantage, and who have not yet done so.

The quality is the best we ever saw packed in bags, in fact they are fancy stock, large, fat and luscious.

Where they have been placed before the people they have met with ready sale, some of our customers having sold over the counter inside a month as much as a thousand pounds and this right in the middle of the fresh fruit season.

Write us for sample or better still send us an order for immediate. We are also booking orders for shipment Oct. 1st.

The latest reports from Turkey indicate a very short coming crop caused by lack of attention to the trees and also by reason of insurgent Turks being in control of a great many of the fig growing districts, thus preventing the fruit being forwarded to Smyrna, where it is selected and packed into bags and boxes.

Smyrna Fancy Figs, Bags, 65 lbs., 19

H. P. ECKARDT & CO

WHOLESALE GROCERS

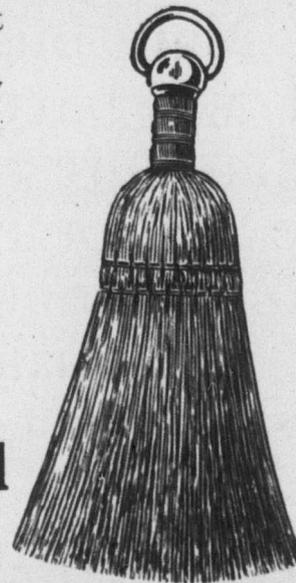
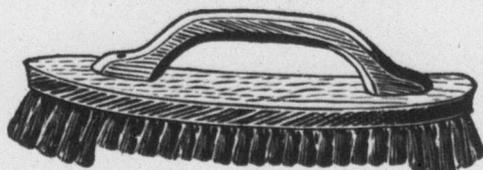
CHURCH STREET & ESPLANADE TORONTO

Don't Disappoint Your Customers When They Ask for Simms' Brushes

Whether it's a Broom, a Stove-Brush, a Whisk, or a Scrubbing-Brush, be sure you have an ample supply of Simms' Brooms and Brushes on hand. There are no better Brooms or Brushes made—there are none possessing the advantages of the various Simms' exclusive processes, which, together with the excellence of materials and skilled workmanship, are the secrets of the great superiority of the Simms' products.

Backed by 52 years' experience—and your sales pushed in every way by our advertising and dealer-helps.

Write for catalogues and prices, showing the great variety of styles.



T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal

Toronto

London

KING GEORGE'S NAVY

CHEWING
TOBACCO

is in demand the year round

There is no "off" season where KING GEORGE'S NAVY CHEWING TOBACCO is concerned. Its sweet, rich "toothsome" flavor gets the men and gets them good. Every sale satisfies and pulls repeats.

Are you well
stocked to-
day?



Rock City Tobacco Co., Ltd.



Reaching EVERY Class

CARNATION MILK advertising is as broad as the Dominion of Canada. Every town and city *and* every farm community is reached. English and French. City people and farm people, summer visitors, hunters, miners, lumbermen. Everybody who has a use for Carnation Milk is being told about it *and is being told to buy it at the grocery store.*



Are you displaying Carnation Milk in your window or in your store?

Remember your jobber has Carnation Milk or can get it for you.

Write our Aylmer office for a free copy of our illustrated newspaper "Carnation News."

Made in Canada by
Carnation Milk Products Co., Limited
 Aylmer, Ont.
 Seattle and Chicago, U.S.A.
 Condenseries at Aylmer and Springfield, Ont.

Canada Food Board Licenses 14-96 and 14-97.

Carnation Milk

"from Contented Cows"

MADE IN CANADA

Some Day You Will Understand

That you have not been playing fair with your customers.

That you have not been exercising your ability as a salesman.

That you have not controlled your business as you should.

That you have taken 40c from a customer when 25c would have been plenty.

That billboards and newspaper advertising cost millions of dollars.

That you and the others are unconsciously paying these millions of dollars.

That these millions of dollars of billboard and newspaper advertising brings up the high cost of living.

Things are not like they used to be.....Advertising sets some people crazy.....and advertising makes some grocers lazy. Advertising is causing some grocers to lose every spark of salesmanship they ever possessed. It is sapping the real pleasure out of their commercial life.....

The time has come when you have got to do your share to reduce the high cost of living, and in place of charging your customer 35 and 40c for one pound of baking powder, it will be your duty to sell them a pound of baking powder for 25c that will give them 100 per cent. satisfaction, and at the same time give you a good average profit.

The Integrity Mills of Toronto, which is owned by the Harry Horne Co., Ltd., are in a position to make for any grocer in Canada a baking powder in one pound tins under private brand and name, that will give the maximum satisfaction to any housewife in Canada for 25c.

This baking powder, Mr. Merchant, will cost you \$25.00 per gross, F.O.B. Toronto, packed 4 doz. in case. Total shipping weight of one gross is 175 lbs. Our modern facilities and expert knowledge of this business is at your command, to help reduce the high cost of living.....Join up with us to-day.....It is up to you, and the results will be both gratifying to you and your customers.

**Write to Harry Horne of Integrity Mills of Toronto
for specimen labels and sample of material.**

All orders will be shipped within Five days of receipt thereof and terms of payment 30 days from date of shipment.

BODLEY'S

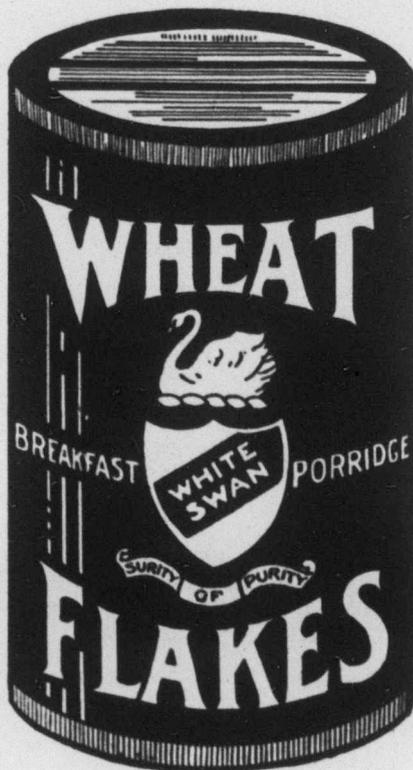
FRUIT AND POUND CAKE

A line of unexcelled quality.

Special size show cases for display.

Write for Price List.

C. J. BODLEY, LIMITED - TORONTO



White Swan Wheat Flakes

*Something better in the way
of a breakfast food*

All the flavor and all the nutriment of the finest wheats are deliciously developed in White Swan Wheat Flakes.

Urge every housewife to try a package of these Wheat Flakes. You can be confident that her opinion of this delightful breakfast food will cause her to ask for it later by preference.

And you'll find White Swan Wheat Flakes a real money-maker.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



"Where Can I Buy Mapleine?"

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

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

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-451

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

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

We can ship you a car load of
Canning Box Shooks
 within one week of receipt of order

Write or Wire for Prices

W. C. Edwards & Co., Limited
 Ottawa, Ontario

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
 Owen Sound, Ont.

Mince Meat (bulk)—6s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and BouillH, 6s, \$15.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s, tall, \$2.75; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s (tall), \$2.75; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90. Sliced Smoked Beef—1/2s, \$2.45; 1s, \$3.45; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.

Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95. Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.85; 3s, \$3.35.

Tongue, Ham and Veal Pates—1/2s, \$2.35.

Ham and Veal Pates—1/2s, \$2.40. Smoked Vienna Style Sausage—1/2s, \$2.85.

Pate De Foie—1/4s, 80c; 1/2s, \$1.40. Plum Pudding—1/2s, \$1.95; 1s, \$3.85. Potted Beef Ham—1/4s, 80c; 1/2s, \$1.45.

Potted Beef—1/4s, 80c; 1/2s, \$1.45.

Potted Tongue—1/4s, 80c; 1/2s, \$1.45.

Potted Game (Venison)—1/4s, 80c; 1/2s, \$1.45.

Potted Veal—1/4s, 80c; 1/2s, \$1.45.

Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.50.

Devilled Beef Ham—1/4s, 80c; 1/2s, \$1.45. Beef—1/4s, 80c; 1/2s, \$1.45.

Devilled Tongue—1/4s, 80c; 1/2s, \$1.45.

Devilled Veal—1/4s, 80c; 1/2s, \$1.45.

Devilled Meats (Assorted)—1/4s, 85c; 1/2s, \$1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, 10; 10 oz., 5.

Ox Tongue—1 1/2s, \$20.00; 2s, \$24.95.

Lunch Tongue (in glass)—1s, \$11.95.

Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.

Mince meat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—1/4s, \$2.90.

Ham (in glass)—1/4s, \$2.90.

Tongue (in glass)—1/4s, \$2.90.

Venison (in glass)—1/4s, \$2.90.

Meats, Assorted (in glass)—\$2.90.

Chicken Breast (in glass)—1/2s, \$2.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound 0.30

Dominion Brand, halves, per short weight pound 0.29

Maple Leaf Brand, 1/4 lb. packages, per full weight pound 0.40

Maple Leaf Brand, 1/2 lb. packages, per full weight pound 0.39

COLMAN'S OR KEEN'S

MUSTARD

Per doz. tins

D.S.F., 1/4-lb. \$2 80

D.S.F., 1/2-lb. 5 30

D.S.F., 1-lb. 10 40

F.L., 1/4-lb. Per jar

Durham, 1-lb. jar, each \$0 60

Durham, 4-lb. jar, each 2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Total \$20 00

Household size 9 00

Small size 5 75

F.o.b. Ontario jobbing points, east of and including Fort William.

Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs., Canada Laundry 0.10

40 lbs., 1-lb. pkg., Canada White or Acme Gloss 0.10 1/2

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons 0.11

100-lb. kegs, No. 1 white 0.10 1/2

200-lb. bbls., No. 1 white 0.10 1/2

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12

48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13 1/2

36 lbs., Silver Gloss, in 6-lb. draw lid boxes 0.13 1/2

100 lbs., kegs, Silver Gloss, large crystals 0.11 1/2

40 lbs., Benson's Enamel, (cold water), per case 3.25

Celluloid, 45 cartons, case 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11 1/2

40 lbs., Canada Pure or Challenge Corn 0.10 1/2

20-lb. Casco Refined Potato Flour, 1-lb. pkgs. 0.16 1/2

(20-lb. boxes, 1/2c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs. doz. in case \$4.30

2-lb. tins, 2 doz. in case 5.45

5-lb. tins, 1 doz. in case 6.05

10-lb. tins, 1 doz. in case 5.75

20-lb. tins, 1/2 doz. in case 5.70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. \$0 05 1/2

Half bbls., about 350 lbs. 0 08 1/2

1/4 bbls., about 175 lbs. 0 08 1/2

2-gal. wooden pails, 25 lbs. 2 60

3-gal. wooden pails, 38 1/2 lbs. 3 85

5-gal. wooden pails, 65 lbs. 6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case \$5 95

5-lb. tins, 1 doz. in case 6 55

10-lb. tins, 1/2 doz. in case 6 05

20-lb. tins, 1/4 doz. in case 6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

Per case

No. 1, 24 tins 12 00

No. 2, 12 tins 11 50

No. 3, 6 tins, 7 1/2 lbs. each 20 25

No. 5, 2 tins, 37 1/2 lbs. each 30 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb. \$4 00

1/2 lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

1/2 lb. 2 00

NUGGET POLISHES

Doz.

Polish, Black, Tan, Toney Red and Dark Brown \$1 15

Card Outfits, Black and Tan 4 15

Metal Outfits, Black and Tan 4 85

Creams, Black and Tan 1 25

White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20

Bobs, 12s 1 00

Currency, 12s 1 00

Stag Bar, 9s, boxes, 6 lbs. 1 00

Pay Roll, thick bars 1 25

Pay Roll, plugs, 10s, 6-lb. 1/2 caddies 1 25

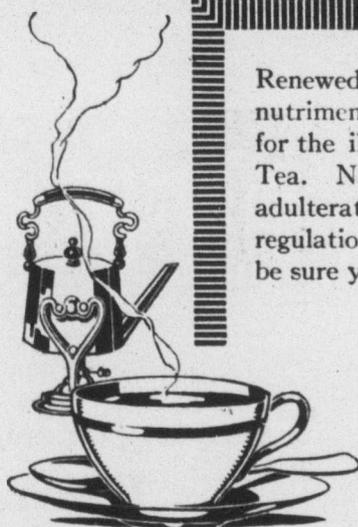
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 00

Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 12

Forest and Stream, 9s, 2-lb. cartons 1 14

This Ad. Will Create Business For You

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

HERE we show you one of a series of consumer ads by which we are helping dealers everywhere to boost their sales of Japan Tea.

Display a few packages of this natural green leaf and be one of the dealers to benefit from this National Advertising. You'll find Japan Tea an excellent money-maker.

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.



VOL-PEEK

Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at 1/2 cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—
N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024. MONTREAL, CANADA



COSTS ONLY 1/2¢ FOR EACH MEND

Canada Beaver Brand Brooms



All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.
3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited

RIDGETOWN, ONT.

Sales Manager

Mr. M. Webber, Ridgctown, Ont.

This is a Dependable Remedy



for La Grippe, Sleeplessness, Sick Headache, Neuralgia, etc.

Many of your customers need just such a simple little health restorer as MATHIEU'S NERVINE POWDERS.

Display Mathieu's on your sales counter and recommend them. They'll profit you well.

J. L. Mathieu Co.

SHERBROOKE, QUEBEC

You Can Supply

**22
Different
Colors
from
Black and
Navy
to Delicate
Pink**



With

Sunset Soap Dyes

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation
Mount Vernon, N.Y. Toronto, Canada

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

This Means Real Profit

The progressive dealer does not want to be bothered handling a line that does not yield worthwhile profits.

Our newspaper advertising is creating an increasing demand for

Shirriff's

(True Seville)

Orange Marmalade

so dealers who are not already profiting by this should lose no more time.

Only the best of Seville oranges from Sunny Spain and pure cane sugar are used in this delicious product. In well-equipped factories experts devote their knowledge and experience to the manufacturing of Shirriff's and as a result there is no superior marmalade on the market.



Here is a real, easy-selling line. Get after it. Place your order to-day.

Imperial Extract Co.
TORONTO

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

Field & Co.

(Fruit Merchants) Ltd.

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

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

Direct Shippers



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

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds



Turban COMPLETE Puddings



Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

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

OBAYO REAL SARDINES



The Elite of the Sea

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

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

Special Quotations upon Application.

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs.	\$5 66
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class.	

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.	1 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36

No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	\$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 75
Active Service Chocolate, ¼s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.	1 80

A. Escoffier



MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!
IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
ESCOFFIER DERBY SAUCE—Fish & Meats
ESCOFFIER SAUCE MELBA—For Sweets

For All Viands

ESCOFFIER PICKLES & CHUTNEY

ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.
A.B.C. Code, 5th Edition

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.

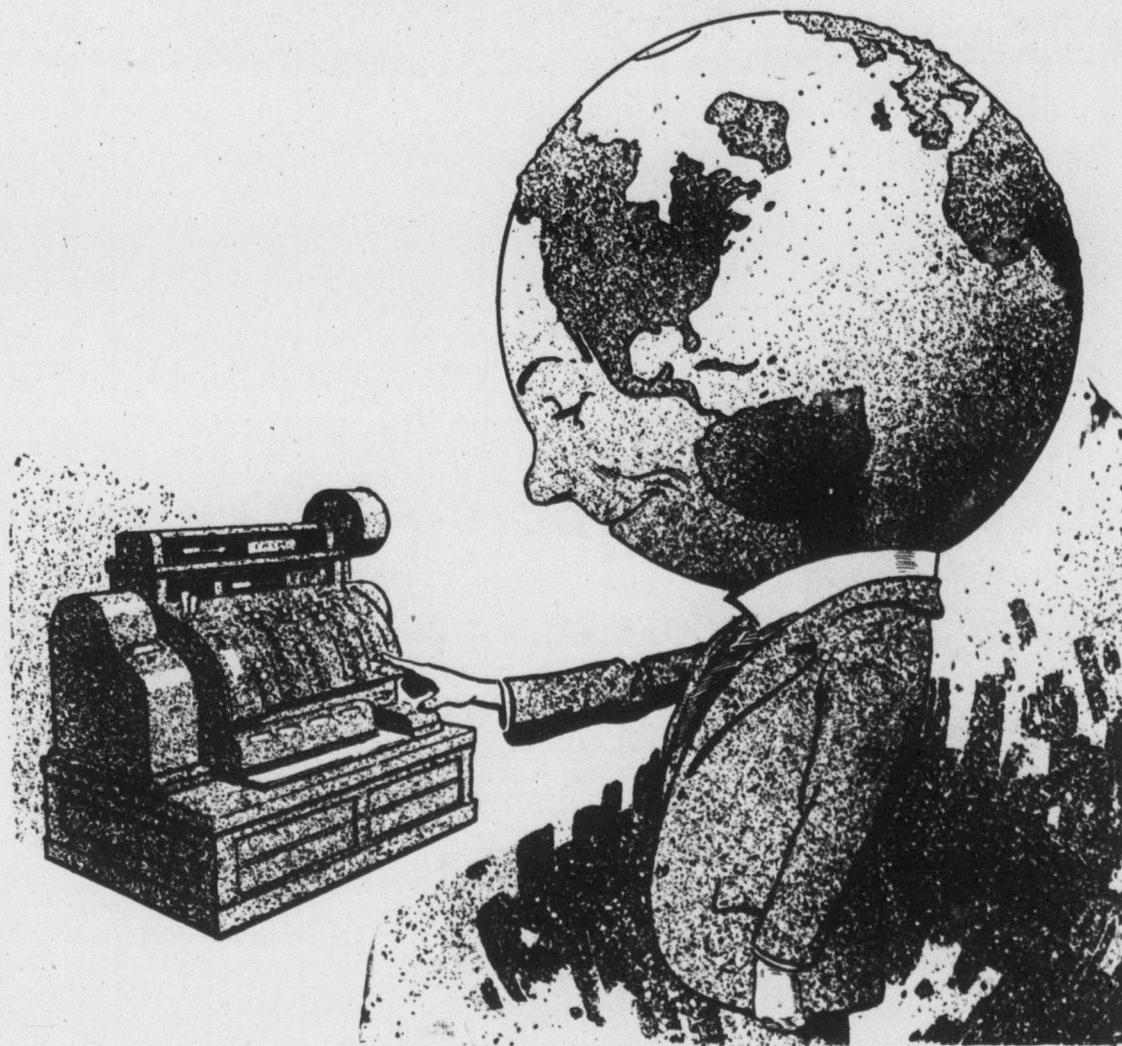


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THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.





The world's bookkeeper

MODERN National Cash Registers are recognized throughout the world as labor-saving machines.

They are used wherever money is handled and accounts kept—in every line of business, in all parts of the world.

National Cash Registers are the result of 35 years of study and invention.

To make them requires 7,100 people, 21 buildings, 40 acres of floor space, and 2,475 patents covering 35,000 claims.

Considering workmanship, materials, and what it does, the National Cash Register is the lowest priced piece of machinery in the world.

The National Cash Register Company of Canada, Limited

Factory. Toronto, Ontario

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You Can Have Brighter, Cleaner Stocks

RID your store of dust—customers both men and women dislike dusty goods. Bright, clean merchandise creates a desire to purchase. Banish dust from your store and maintain your reputation for clean merchandise.

Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

Imperial Standard Floor Dressing is a high quality non-evaporating *preservative* for the surface of wood, linoleum and oil cloth. One application every three or four months will keep dust off your merchandise and your floors bright and clean.

A gallon is sufficient to treat 500 to 700 square feet of floor surface.

Apply with the Imperial Floor Oiler or an ordinary sprayer.

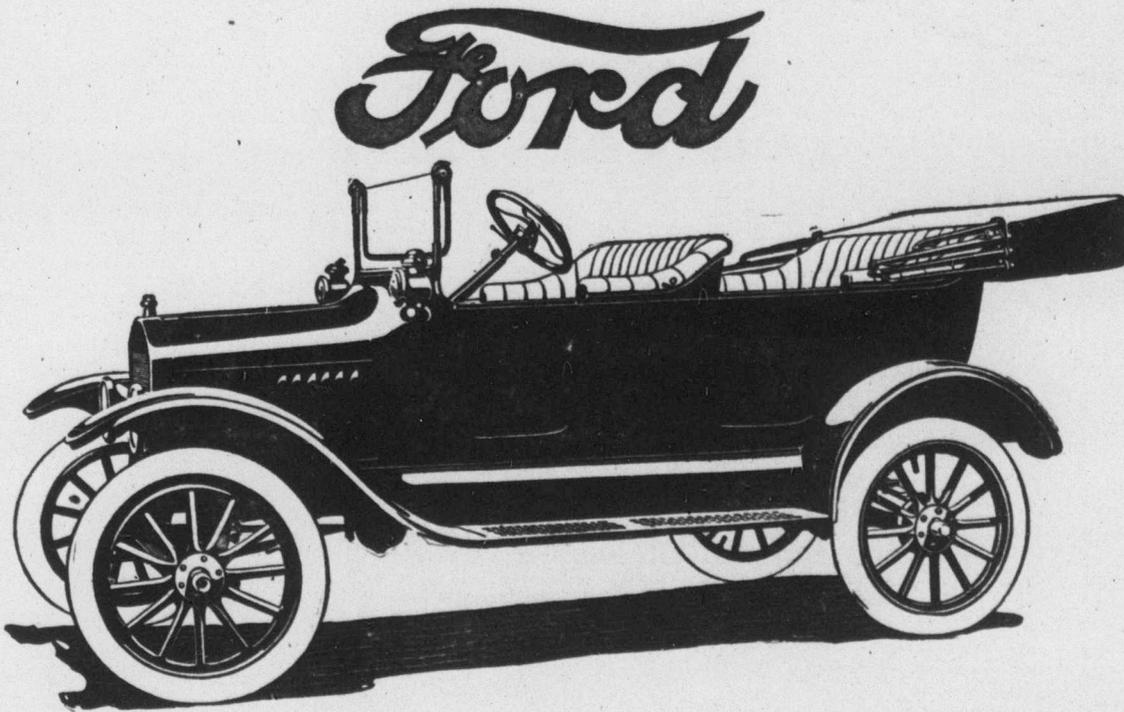
Sold in one gallon and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES





“A Joan of Arc Machine”

SHE withstood everything in the field and above all was, and still is, the last and only car to survive until the cessation of hostilities”—Extract from letter received by Ford Motor Company from a British Soldier, in Africa.

Over shell-torn roads, through water soaked fields, second only to the tanks in its power to climb debris and crater holes, the Ford car made a world famous record in the fighting area of the great war. In press despatches, in field reports, in letters, in rhyme and song the praises of the Ford were sounded.

In France	-	700 cars out of 1,000 were Fords
In Italy	-	850 cars out of 1,000 were Fords
In Egypt	-	996 cars out of 1,000 were Fords
In Mesopotamia	-	999 cars out of 1,000 were Fords

The Ford power plant that established this world-wide record in every theatre of the war remains the same. It will be in the Ford you buy.

Ford Runabout, \$660. Touring, \$690. On open models the Electric Starting and Lighting Equipment is \$100 extra. Coupe, \$975. Sedan, \$1,175 (closed model prices include Electric Starting and Lighting Equipment). Demountable rims, tire-carrier and non-skid tires on rear as optional equipment on closed cars only at \$25 extra. These prices are f. o. b. Ford, Ont., and do not include War Tax.

Buy only Genuine Ford Parts. 700 Canadian Dealers and over 2,000 Service Garages supply them.

119

Ford Motor Company of Canada, Limited
Ford - Ontario



CRAWFORD PEACHES FOR PRESERVING

As usual we are representing some of the largest growers who ship the best Peaches to the Toronto Market.

Grapes, Plums, Cantaloupes,
etc.

Foreign Pears, Peaches, Grapes,
Spanish Onions, Sweet Potatoes

White & Co., Ltd.
TORONTO
Main 6243

This week will be

Peach Week

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

Also

PLUMS PEARS

GRAPES

SPANISH ONIONS

SWEET POTATOES

ORANGES BANANAS

LEMONS

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

Brooms

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

Standard Brooms

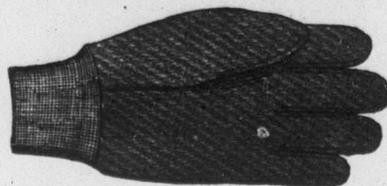
Prompt Shipment

and will be glad to book your order.

Prices *right*. *Quality* as usual.

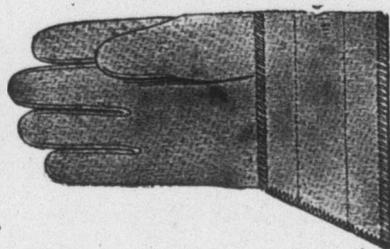
Walter Woods & Co.
Hamilton and Winnipeg

TAPATCO
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

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



The American Pad and Textile Company
Chatham, Ontario

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

A number of your customers may be waiting for you to indicate that you have *Sani-Flush* for sale.

Many women write us that they would buy *Sani-Flush* if they could find a convenient store where it is sold.

If your customers live in houses equipped with water-closets, they will buy *Sani-Flush* as soon as you let them know you have it.

Display a can on a counter.

HAROLD F. RITCHIE & CO.
LIMITED

10-12-14 McCaul Street
TORONTO, ONT.



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King Beach Mfg. Co.	51		



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO



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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

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

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

RAPIDLY ADVANCING MARKET IN NUTS

The feature of the general market reports this week are the rapidly advancing quotations on nuts for future delivery. All advices point to very high figures ruling this fall and winter, and undoubtedly this is a good time to buy nuts from present stocks. Shelled walnuts and almonds are very strong and the latest prices are approximately five cents a pound higher. Spanish peanuts are quoted at 24 cents per pound in Virginia.

Plums and Pears WANTED

We are open to buy a limited quantity of plums and pears, all first-class varieties. Will also be in the market for Fall and Winter apples. Phone or write.

DOMINION CANNERS, LTD.

Simcoe, Ont.

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

The TRENT MFG. CO., Ltd.

TRENTON - - ONTARIO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our speciality.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GASOLINE ASK FOR SAMPLES & PRICES

FOR THE FINEST BUY ANGRY!

MANTLES RECOGNIZED AS THE STANDARD MAKE

FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS

R.M. Moore & Co. L^{td} VANCOUVER B.C.

PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

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

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD

Manufacturers and Shippers

SARNIA :: :: ONTARIO

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

Wanted

Classified Advertising

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

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

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

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

WANTED

WANTED—AN EXPERIENCED TEA TRAVELLER for Eastern Ontario and Ottawa District. Apply Box 1454, Montreal.

GROCERY SALESMAN WANTS A LINE FOR Central Ontario. Box 724, Canadian Grocer, 143 University Ave., Toronto.

TRAVELLER — GROCERS' SUNDRIES OR bulk teas; an intelligent hard worker; can start September 10th. Box 716, Canadian Grocer, 143 University Avenue, Toronto, Ont.

WANTED — MAN, EXPERIENCED, WILLING, plenty of ambition and pep to increase my business in general store. Apply Box 718, Canadian Grocer, 143 University Ave., Toronto, Ont.

SAUSAGE MAKER WANTED

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

WANTED — FIRST-CLASS SALESMAN, AT once, one with good connection with wholesale grocers and jobbers; high-grade lines of brooms and whisks. One that can get results will find this to be an exceptional proposition. Apply, giving all particulars and salary expected, Box 714, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

Box 660, Canadian Grocer
143 University Ave.
Toronto, Ont.

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.

SITUATION WANTED

FIRST-CLASS GROCERY SALESMAN DESIRES position as manager or assistant in large town or city; ten years' experience in high-class grocery; best references. Trained vocalist and A1 bandsman. Apply Box 722, Canadian Grocer, 143 University Ave., Toronto.

TRANSLATIONS

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

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION
NAME OF THIS PAPER

CATSUP THAT WILL KEEP IS MADE FROM Parke's Catsup Flavor and Preserver



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

No Additional Spices Required
Retail price 25c per bottle. One bottle is enough for a bushel of tomatoes.

Wholesale Price: \$2.25 per doz.; \$27.00 per gross.
PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

FOR SALE

FOR SALE—GENERAL STORE AND DWEL-ling in a good locality. Annual turnover about \$30,000. Apply Box 712, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — TOLEDO COMPUTING SCALE, weighs up to 30 pounds, practically new, worth \$170. Will take \$95. Apply R. O. Smith, Orillia.

FOR SALE (TO SETTLE ESTATE)—GROCERY business, established over 25 years, in live Western Ontario city. Sales about \$70,000 annually, practically all cash and growing steadily. Store, building and modern residence also for sale, together or separately. Stock and fixtures around \$6,500, can be reduced. This is a real money maker. Four families have been making a good living off this business for years. For full particulars address Box 720, Canadian Grocer, 143 University Ave., Toronto, Ont.

ANY FIRMS BUYING POTATOES IN CAR lots will do well to communicate with Prior Bros., merchants, Portage la Prairie, Man.

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.

AGENCIES WANTED

MONTREAL COMMISSION BROKERS ARE looking for additional agencies, grocery and candy specialties, chocolates, etc. Strong connection, wholesalers and jobbers. Address "D," care of 12 Fernwood Park Ave., Toronto.

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

Getting Results

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

CANADIAN GROCER

Judged by Results

—here is a Shortening
that WILL
and DOES
give satisfaction!



“Peerless” Shortening

IT makes an attractive exhibit on your shelves and in your window—but best of all it's a SELLER, and that's what counts most, isn't it?

When a customer buys a product time after time—and always insists on getting the same particular brand—that brand must have MERIT.

And this is what happens continually with “PEERLESS SHORTENING.”

*Sold in 3lb., 5lb. and 10 lb. Bright Tin Pails
and in 1 lb. Sanitary Cartons.*

THE DAVIES COMPANY LIMITED

TORONTO & MONTREAL

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

Pickles

BUT Pickles of the best and purest make, constitute only one of our many lines.

The Blackwoods --- "Family"

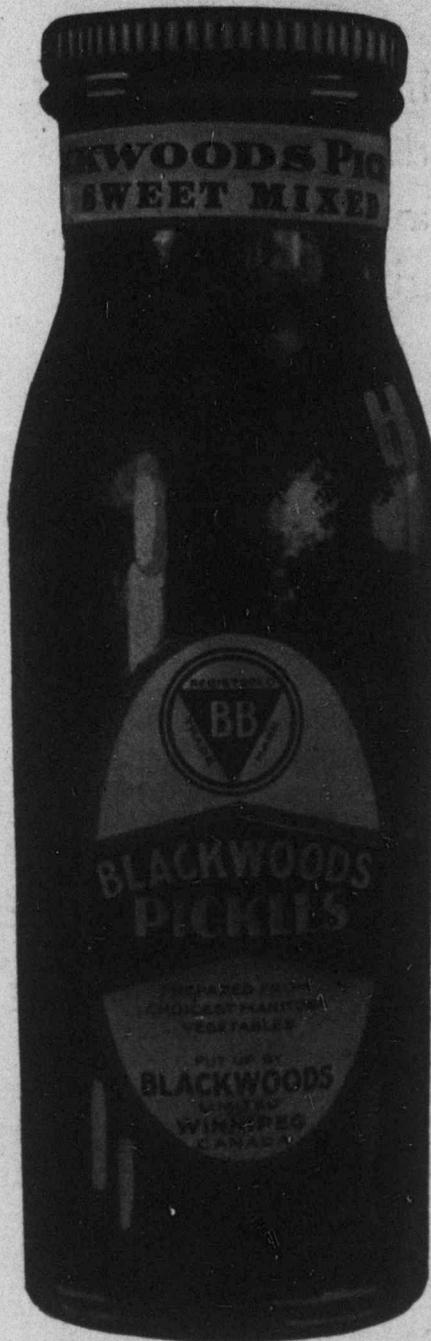
Includes :

- Pickles
- Spices
- Flavoring Extracts
- Sauces
- Baking Powder
- Fountain Syrups
- Tea
- Temperance Drinks

Get one sure source of supply and rely on that supply—Blackwoods never fail.

Write your dealer.

BLACKWOODS LIMITED
WINNIPEG - MANITOBA



Blackwoods