

**PAGES  
MISSING**

FEATURING FALL FISH SELLING

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, OCTOBER 11, 1918

No. 41

## A Food Not Exportable

OYSTERS are not a necessity; how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. This fact makes it essential that you handle the very best product obtainable.

You realize that good service under existing conditions is not easily maintained. The oyster industry this season will be subjected to the severest test in its history. We devote our entire time and attention to this one line and its requisites. In the past we have been able to supply oysters when anybody could, and in many instances when others could not. It is necessary that you line up with a source of supply that has a capable organization as regards this particular line.

Inventors have not yet developed a machine to open oysters. Every oyster is opened by hand, and it requires a great deal of practice to become expert in the opening of oysters. The U.S. military drafts have fallen heavily on this class of help, with the result that this labor is in a very arbitrary position.

There is only a nominal increase in price over the opening of last season, and if the labor situation does not become too serious, we hope there will be no further advances. It is purely a question of labor.

Many of the opening houses are not operating this season owing to scarcity of stock. We, however, are assured of sufficient supply to take care of our trade.

The U.S. authorities have thought well enough of the oyster as a food to issue a bulletin contending it to be a patriotic duty to eat oysters. A copy of this bulletin appears on the back cover of this issue.

### CONNECTICUT OYSTER CO., LTD.

"Canada's Oyster House"

50 Jarvis Street

-

Toronto, Canada

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

## NOTICE OF CANCELLATION OF O-CEDAR PROFIT DEALS

Owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses, we feel sure that the trade will realize our position and the circumstances which have determined the cancellation on and after October 1st, 1918, of all profit deals on O-Cedar Products, namely, Nos. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67 and 68.

We are also cancelling Duster No. 11 and Duster Cloths No. 12 and 13, as the advancing cost of material and difficulty of delivery makes such action necessary.

If you purchase O-Cedar Products to the amount of \$27.00 (net) we will send you pre-paid our Counter Display Stand; if you purchase \$40.00 worth (net) we will send you our Electric Sign; if your purchase amounts to \$100.00 (net) you will receive one of our handsome Floor Display Stands. When placing an order with your jobber tell him to include whichever one of these display features your purchase will entitle you to. This offer is, of course, contingent upon our present supply, as further metal signs cannot be secured until after the war.

**CHANNELL CHEMICAL CO., LIMITED**  
369 SORAUREN AVE., TORONTO

### PEANUTS

Write for

BEST CHINESE SHELLED  
OF ALL GRADES

JAPANESE "CHERRY"  
BRAND UNSHELLED

### WALNUTS

### BEANS

### RICE

*DIRECT IMPORTERS  
FROM  
THE ORIENT*

## FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

### Bordens

- Evaporated Milk
- St. Charles Brand
- Peerless Brand
- Jersey Brand



### Borden's

- Reindeer Brand Coffee
- Reindeer Brand Cocoa
- Reindeer Brand Milk
- Malted Milk

*Established reputation for purity and quality together with steady advertising keep Borden's moving rapidly from the Grocer's shelves*

You can handle the Borden lines with perfect confidence knowing that every can in every case will sell and satisfy.

# Borden's Milk Products

are the sort of stock it pays to handle—quality goods, everyone of them—the kind that will bring your particular customer back with smile of satisfaction and a profit-making repeat order.

Is your stock complete?



## Borden Milk Company Limited

"LEADERS OF QUALITY"  
MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213



## MINCE MEAT MAKES MONEY

for the dealer who chooses Bowes' Mince Meat for his leading line. This product has a nation-wide reputation—a reputation built on its supreme goodness. Whether or not you do a big business in mince meat this year will be determined chiefly by the lines you stock.

Make Bowes' Mince Meat your leading line and your volume of sales will show a surprising increase.

**ORDER FROM YOUR JOBBER  
OR DIRECT.**

## FALL CAMPAIGN ON WITH SIMCOE BRAND BAKED BEANS

(WITH TOMATO SAUCE)

*Ask Your Jobber for Full Particulars*

Our  
Trade-Mark  
is--



"The Seal  
of  
Quality"

# Where does she buy her fish?

Mrs. Consumer has been educated to know the value and economy of this splendid cheap food. She is now buying ninety per cent. more fish than formerly. Will you supply her or must she go to your competitor?

Open your eyes to this golden opportunity—and push fish sales. If you treat fish as a food, not junk, and display them tastily you can double your sales.

If you handle Beacon Brand Smoked Fish your stock will be right and your sales assured.

*Get your name on our Mailing List. Our quotation bulletin has valuable and timely hints. It is yours for the asking.*

**The F. T. JAMES CO., Limited**

FOOD CONTROL LICENSE No. 1-318

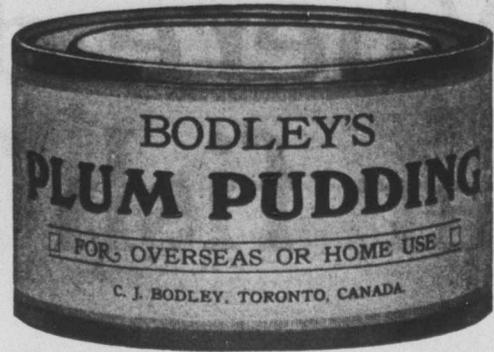
**FISH FOOD SPECIALISTS**

**TORONTO**

# Fine for the Overseas Parcel

Feature the Bodley lines this year in your Trench Goods displays.

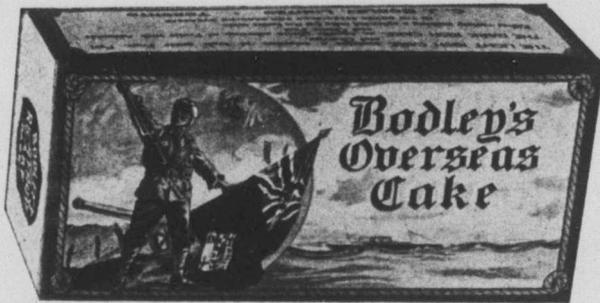
It would be hard to suggest a more acceptable enclosure than a box of BODLEY'S OVERSEAS CAKE or BODLEY'S PLUM PUDDING.



These lines are equally acceptable for home use. A Bodley display will always get you money-making sales and pleased customers.

Try one.

Wire at our expense for quotations immediately.



## C. J. Bodley, Ltd.

TORONTO

Food Control License No. 5-309

# BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale	
				Discount	Net
2 for 25c	2	50 NOBLEMEN .....	\$100.00	\$5.00	Less 10% \$4.50
10c	2	100 PERFECTION .....	72.00	7.20	" " 6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	" " 5.76
30c	20	100 MIDGETS (5 in a box) .....	48.00	4.80	" " 4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5% 3.90
5c	1	50 Cables .....	40.00	2.00	" " 1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

## SEND IN YOUR ORDER PROMPTLY

500



Story for Week Dated Oct. 11, 1918.

Being No. 3 in the Series

## Over 350 Million Matches Made Every Week

Manufactured at the rate of 70,000,000 a day.  
From \$6,000 to \$8,000 per day paid in  
Excise Tax alone.

EVERY time you have to stick a stamp on a box of matches for a customer you are taking a little extra trouble which The E. B. Eddy Company is busy trying to save for you. Very soon every box of matches that leaves the Eddy Plant will bear the printed words, "Excise Tax Paid," and your invoice will satisfy Government requirements.

When the Excise Tax came into effect The Eddy Company were immediately faced with a necessary outlay of from \$6,000 to \$8,000 per day to clear their output for the retailer, and immediately machinery was installed to print the Government stamp on every box sent out, though for a time some match boxes had to have the adhesive stamps affixed, because the Eddy Company always keeps a large stock of matches on hand.

This is not the first time the Eddy Company have handled matches requiring an Excise Duty. As far back as in 1878-1880 the Eddy Company were making for export to a St. Louis firm, matches, on the boxes for which a stamp indicating payment of a U.S. Excise Tax of 1 cent per 100 or less had to be imprinted. So the new Canadian regulation did not find the E. B. Eddy Company inexperienced. "Ready," in fact, rhymes with Eddy as regards every new development of the trade.

Now a Government official has his office right in the match factory beside the desk of the superintendent. Not one match can leave the plant without his knowledge. To meet the needs of such rigid official supervision with an output of seventy million matches per day has meant triumphs of organization for the Eddy Company. But in the manufacture of matches the Eddy Company has many times triumphed and the progress of any of the famous Eddy products "From the Tree to the Trade" is a fascinating adventure in industrial processes as this series will from week to week bear record.



## 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.

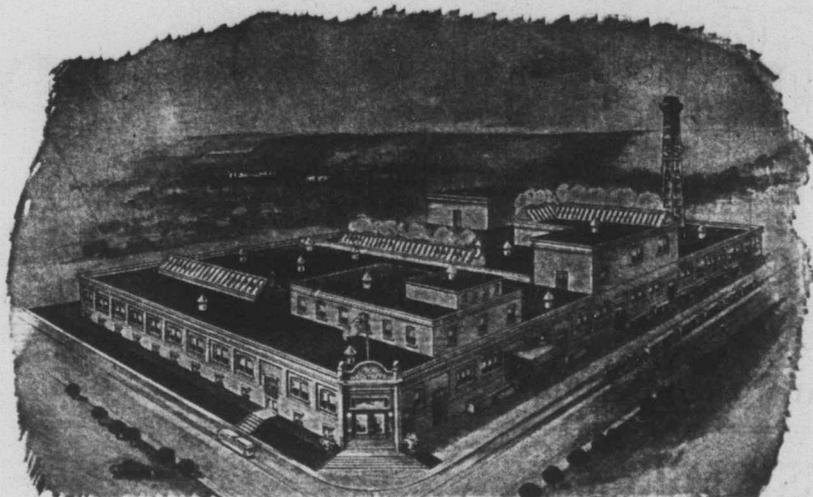
They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

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

They are dipped in a swiftly igniting wax which ensures 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 these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.



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

# WAGSTAFFE'S

## Celebrated Seville Orange Marmalade

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

*Order from your wholesale grocer  
before the advance*

## WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

CANADA FOOD BOARD LICENSE No. 14-262

# CLARK'S

You doubtless know Mr. Grocer, that "Quality" is the best *Reputation Builder*, and that the sale of quality goods is your best advertisement.



## PORK AND BEANS



*Clark's* Pork and Beans have the quality that makes satisfied customers. The name that guarantees. The reputation which makes easy sales.

## ARE SELLERS

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

## I Am Champion of the World



I am Segis Fayne Johanna,

### The LIQUID VENEER Cow

valued at \$150,000. I want to send you my beautifully colored picture easel for you to display in your window, free. This will attract crowds and arouse great interest in Liquid Veneer and other articles that you sell.

Let me hear from you.

**SEGIS FAYNE JOHANNA**

C/o Buffalo Specialty Co.

BUFFALO, N.Y. BRIDGEBURG, ONT., CAN.

## For the work- ing men of your town

In fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



**TAPATCO**  
REGISTERED BRAND TRADE MARK

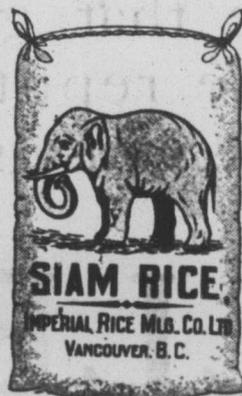
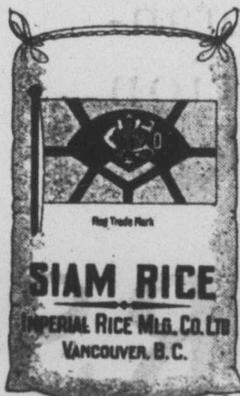


You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and  
Textile Company  
Chatham, Ontario

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

## WAR CONDITIONS

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

# SPRATT'S

## DOG CAKES

## POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of  
the embargo, can be  
obtained from

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

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

## Sales Organizer Open for Agencies

FOR years I have been successfully placing new lines on the market. Know Canada thoroughly from Manitoba to Halifax. Can handle a large or small force of salesmen and secure 100 per cent. efficiency. If you wish to introduce any grocers' specialty or package cereal line, grant me an interview.

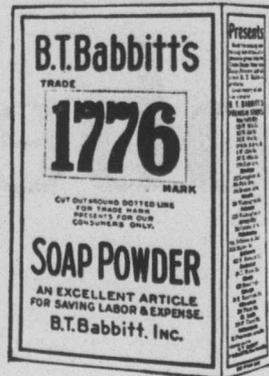
Apply Box 600

**Canadian Grocer**

143-153 University Ave. TORONTO

When You Sell Your Customers

## BABBITT'S "1776" SOAP POWDER



you sell them satisfaction.

For Babbitt's "1776" Soap Powder is the best of soap put up in powdered form.

Continual consumer advertising keeps the dealer's stock of "1776" moving rapidly.

Canadian Selling Representatives:

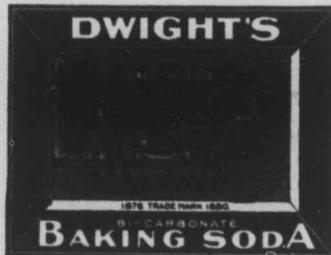
**WM. H. DUNN, LIMITED**  
MONTREAL

Ontario Agents:

**DUNN-HORTOP, LIMITED**  
TORONTO

## Why Cow Brand is better

Cow Brand Baking Soda is made from raw materials that are absolutely pure. To their perfect combining, to the finest possible manufacturing machinery, to all the care and attention given every part of its manufacture is due the betterness of Cow Brand. It is always ahead of the bulk soda in selling value. Your jobber carries Cow Brand.



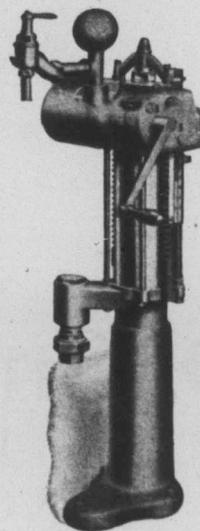
**Church and Dwight**

LIMITED

**Manufacturers**  
MONTREAL

## CONSERVATION

lies at the very base of the Government's war program. The Allies must have more oil. Production of oil is at its height. More oil for war purposes can be had only by rigid conservation.



For more than thirty years

### BOWSER SYSTEMS

have been conserving the nation's oil and gasoline. They also conserve—

Time  
Labor  
Space

Bowser Systems are—

Leak-proof  
Fire-proof  
Loss-proof  
Evaporation-proof  
Deterioration-proof  
Convenient  
Rapid  
Highly efficient

No problem too small, none too great.

Tell us your problem. We'll help you CONSERVE OIL.

A System for every requirement.

**S. F. BOWSER & CO., Inc.**

TORONTO, CANADA

Sales Offices in all  
Centers

Representatives  
Everywhere

# E. D. Smith's Raspberry Jam

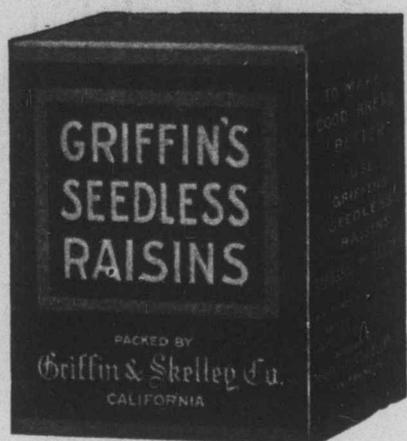
A product with a reputation strong enough to prompt people to buy it—backed by a quality that keeps it repeating day after day.

If you are now stocked we suggest a good window or counter display to start things going. If you need fresh supplies—1918 Pack—any of the undermentioned agents can fill your order.

Selling "E. D. S." Jams gives you increased prestige, increased profits and increased customer confidence.

**E. D. Smith & Son**  
Limited  
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.



## Griffin's Seedless Raisins

Make them a feature of your displays—they'll pay you well.

Wholesome, Nutritious and Clean—they satisfy everybody.

*You can sell them by the dozen.*

### Products that sell:

MAPLE BUTTER  
HONEY BUTTER

CHOCOLATE BUTTER  
SWEET NUT BUTTER

Ask for **BAINES CONFECTIONS**

Manufactured by

**Canada Maple Exchange Limited, Montreal**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.  
Saskatoon, Sask.  
Regina, Sask.

W. H. ESCOTT CO., LIMITED  
W. H. ESCOTT CO., LIMITED, Fort William, Ont.  
W. H. ESCOTT CO., LIMITED  
Calgary, Alta.  
Edmonton, Alta.

### WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

### There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**C. & J. JONES**  
WINNIPEG - VANCOUVER  
*Wholesale Commission Brokers*  
Agents for James Robertson & Sons, Paisley, Scotland, James and Marmalades, and introduced by us. We specialize in high class goods. Write us.

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

**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.

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

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

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

**Winnipeg Warehousing Co.**  
Winnipeg  
Prompt and Efficient  
SERVICE  
Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.  
**WAREHOUSING  
DISTRIBUTING  
STORAGE**

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS PAPER

Trackage  
Storage  
Distri-  
bution

# Donald H. Bain Co.

Wholesale Grocery Commission Agents

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

Victoria

Vancouver

### The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

### W. L. MACDONALD & CO.

Manufacturers' Agents  
and Importers

736 Rogers Bldg.

VANCOUVER, B.C.

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

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

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

## After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war-conditions is before peace comes.

Advertise now your facilities for making special machinery, fine tools, etc., in this section of CANADIAN MACHINERY.

## EL ROI-TAN PERFECT CIGAR



## "Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but—

!!—NUF CED.

J. TOBIN & SONS

(Sons on Active Service)

OTTAWA, ONT.

# 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.

**ONTARIO**

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

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

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

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

**LOGGIE, SONS  
& CO.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Confectionery Specialties.  
Foy Bldg., 32 Front Street W  
TORONTO - - ONTARIO

**To  
Manufacturers'  
Agents**

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

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

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

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

**Are You Interested?**

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

**RATES:**  
(payable in advance)  
2c per word, first insertion.  
1c per word, subsequent insertions.  
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**No Other Paper Reaches All These Men.**  
Is Selling a Business?  
In Buying a Business?  
In Engaging a Clerk?  
In Securing a Position?  
In Securing a Partner?  
In Disposing of Second-hand Fixtures?

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

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

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

**Baker's Cocoa  
and Chocolate**



**REGISTERED TRADE-MARK**

**MAKE AND  
KEEP GOOD  
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

**MADE IN CANADA**  
**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780  
Canada Food Board License No. 11-690

**SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS**

**KINDLY MENTION THIS PAPER  
WHEN WRITING ADVERTISERS**

# 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.

QUEBEC

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

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

**JOHN E TURTON**

*Wholesale Grocery Broker*

MONTREAL

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

When answering  
Advertisements please mention  
Canadian Grocer

**FREEMAN and SHEELY**

*Wholesale Grocery Brokers*

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

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

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

**GAETZ & CO.**

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

## Get stocked now with MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

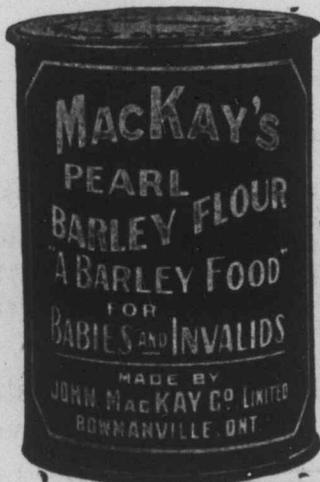
It's the real  
MacKay

If your wholesaler hasn't got MacKay's write to-day to

**John Mackay Co., Limited**

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa



Tell your customers how good

## Marsh's Grape Juice

really is. It will bear out your best recommendation and always repeats.

**The Marsh Grape Juice Company**

Niagara Falls, Ontario

Agents:

MacLaren Imperial  
Cheese Co., Ltd.,  
Toronto, Ont.

Rose & Laflamme, Ltd.,  
Montreal, Que.

We Can Supply You With  
**APPLES,** IN BOXES OR BARRELS  
**ORANGES — LEMONS — CRANBERRIES**  
 IN BARRELS OR CASES  
**SWEET POTATOES**  
**BASKET FRUITS OF ALL KINDS**

We know we can give you the sort of service you are looking for, and we therefore solicit your orders.

We are ready to buy or sell Potatoes or Apples in car lots.

Try our Commission Department. We will get you highest market prices and prompt returns. If you have Potatoes, Apples, Vegetables to sell, consign to us.

**W. J. McCART & CO.**

80 COLBORNE STREET

TORONTO, CANADA

*She'll instantly approve of*  
**OLIVE BUTTER**



One taste of this extra delicious table delicacy and her "come back" orders are assured you.

For Olive Butter is good. Only very highest grade ingredients are used in its manufacture — Selected Spices, Olives, Pimento and Malt Vinegar.

Be sure you have a stock of Olive Butter on hand and display it every day.

**E. W. Jeffress, Limited**  
 WALKERVILLE, ONT.

**Sells these two**

There is always a demand for them. And the margin of profit on each sale makes a little display always worth while.



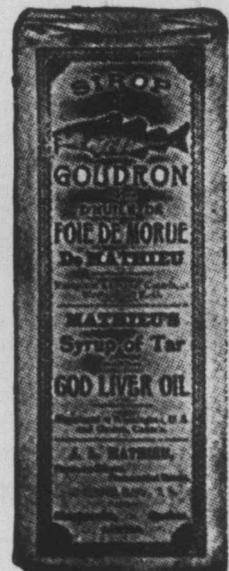
**Mathieu's "Nerve Powders" and "Syrup of Tar"**

can be safely recommended to every customer. They are dependable remedies and will give perfect satisfaction.

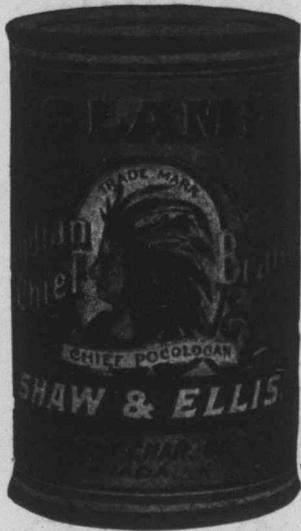
**J. L. Mathieu Co.**  
 Proprietors

Sherbrooke

Quebec



Win new customers  
with this  
quality sea food



## INDIAN CHIEF BRAND CLAMS

have that degree of super-excellence so much approved by discriminating people.

The rigid precautions taken in the process of packing and sealing preclude the slightest possibility of anything but tip-top quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

At a time when fish foods are becoming increasingly popular, because of meat conservation, every good grocer should stock and push the sales of Indian Chief Brand Clams—the line of profit and customer satisfaction.

**SHAW & ELLIS**

POCOLOGAN, N.B.

License Nos. 1-718. 8-24395



This  
Arctic Fish Case  
will sell more fish for you

If you sell fish at all why not display your stock to the very best advantage?

The Arctic Fish Case will show your stock of fish the way it should be shown—sweet, fresh and tempting looking, and, moreover, it guarantees against spoilation.

Ask us to send full particulars and prices of this money-maker.

**JOHN HILLOCK & COMPANY,**  
Limited  
TORONTO

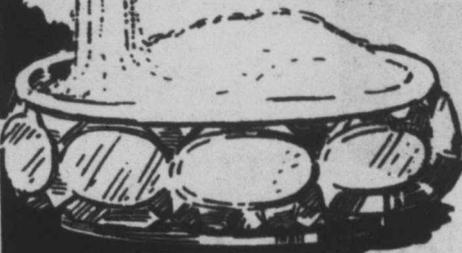
# CENTURY SALT



---a salt that's  
easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure  
your stock  
is well  
displayed.



**THE DOMINION SALT CO LIMITED**  
SARNIA. ONT.

# Place a few cans of Chicken Haddies on your counter



## and watch your Sales Increase

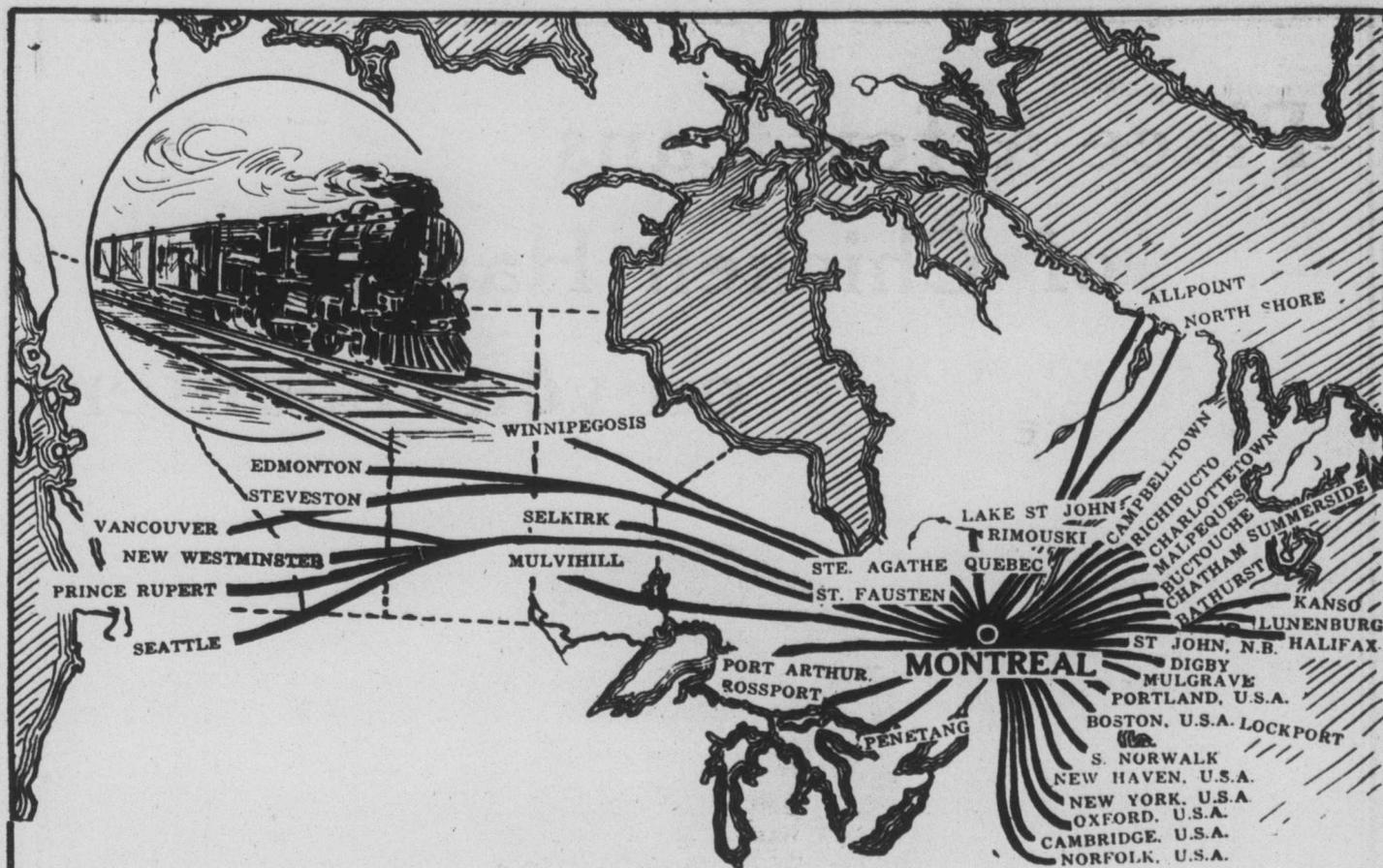
*Sold by all wholesalers*

Packed at Canso, Nova Scotia, by the

### MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.  
MONTREAL

Plants at Canso, N.S.  
and Digby, N.S.



## Across A Continent

*From all the best fishing grounds in North America we gather our fish supplies*

From the Atlantic, as well as from the Pacific, from the Arctic Regions to the Gulf of Mexico, we reach out for the very finest pick of the season's catches.

Hence the proud prestige our house enjoys among the trade. You can always count on the quality of our stocks and our supplies are always sufficient.

Let us fill your requirements for

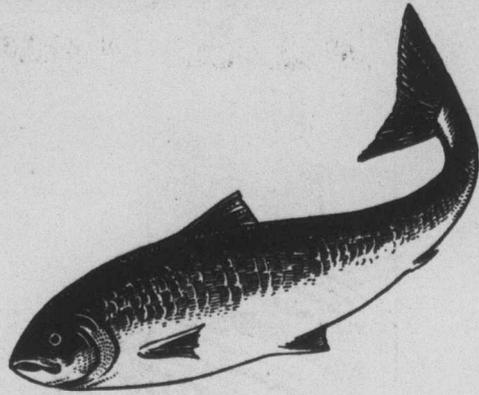
NATIONAL FISH DAY, OCTOBER 31ST.

**D. HATTON COMPANY**

MONTREAL

# FISH!

We can supply you  
with every variety



**FRESH  
FROZEN  
SMOKED  
DRIED  
SALTED  
PICKLED**

THE efforts of The Canada Food Board to limit the use of Meats, in favor of the more general use of Fish, has had a marked effect in every community. For the keen, aggressive Retailer who couples his Fish Department with WHITE & CO.'S Service this means BUSINESS, PROFITS, DIVIDENDS.

**ACT NOW.**

To-day's action is to-morrow's profit. If you are not now handling Fish and Oysters, this is your opportunity. Fish can be handled much better from now on, as the cooler weather approaches.

**Oysters**

**LONG  
ISLAND  
NATIVES**

YOU need Oysters to do business, and they need to be RIGHT. Have you ever stopped to think how large a factor NORTHERN GROWN OYSTERS are to you if you use them EXCLUSIVELY, or would be, if you do not? They are of good flavor, firm meated, and they STAND UP. It will pay you to arrange your season's supply with us, and use our Quality Oysters. You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP if kept chilled, much longer than ordinary oysters. You can order them freely and with reasonable care, go through a season making BIG SALES and NO LOSSES.

May we have your oyster business?

## WHITE & COMPANY, Limited

Corner Church and Front Streets

**TORONTO, ONTARIO**

Branch at Hamilton

Canada Food Board Licence No. 277.



Meet the growing demand for fish  
with a good big stock of

## BRUNSWICK BRAND SEA FOODS

From one end of Canada to the other the food value and economy of fish is being impressed upon the consumer, with the result that the demand for fish has grown and continues to grow—a fact that can be readily turned into sales by grocers selling Brunswick Brand, the Perfect Sea Foods.

Here are Sea Foods that can be strongly recommended. Only the choicest of freshly-caught fish goes into Brunswick Brand tins, and the processing and factory methods guarantee cleanliness and quality.

Show Brunswick Brand in your displays. It will pay you in profits and satisfied customers.



**Connors Bros., Limited**  
**BLACKS HARBOR, N.B.**

Canada Food Board License No. 1-603

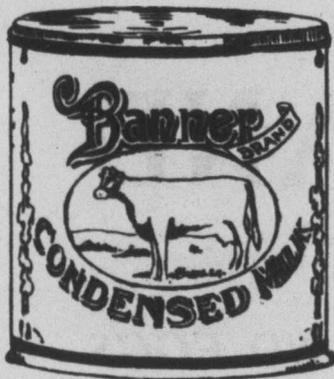
With help so scarce a grocer would hardly be able to carry on his business if it were not for the time and labor-saving package goods which form so large a part of the stock of the modern grocery store.



Think of the time and labor Red Rose Tea saves the overworked grocer.

Red Rose is already blended, weighed and packaged. And it is so well-known to the public that no time is wasted in talking it up to make a sale. It sells itself.

Besides being "good" tea, Red Rose is a "good" friend to the grocer these days when time means money to him.



This is one of the popular Malcolm Milk Products—the entirely All-Canadian line

Dealers who believe in the sound policy of selling first quality goods—the kind that repeat—will make no mistake in stocking up with this and the other two Malcolm Milk Products.

They can be safely recommended, because they are tip-top in purity, taste and flavor.

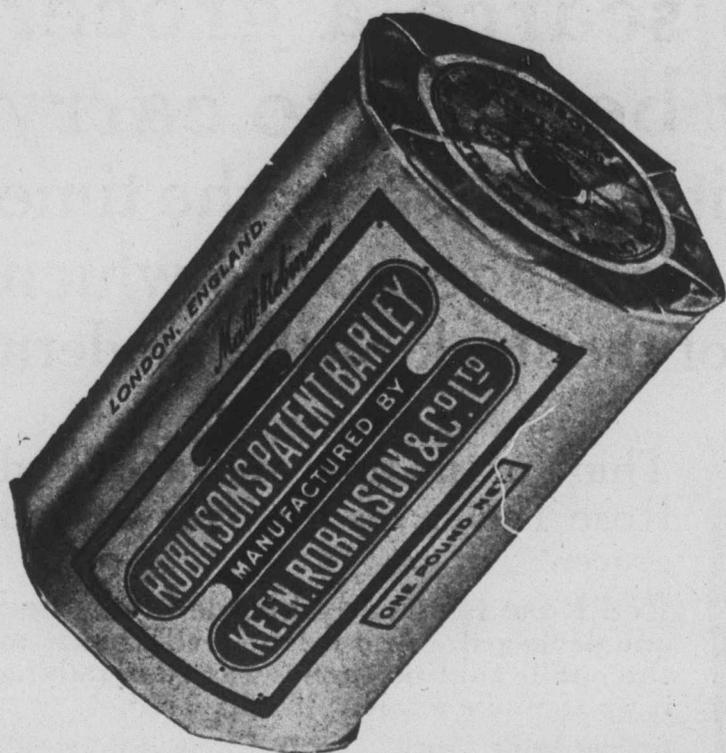
The other two Malcolm lines are Banner Brand Condensed Milk and St. George Brand Coffee.

5-case lots delivered to any point in Ontario, Quebec and Maritime Provinces. Freight paid up to 50c per 100 lbs.

**The Malcolm Condensing Company, Limited**

St. George, Ontario

*"The Only All-Canadian Milk Company"*



Two lines that will repay  
a little selling effort—

ROBINSON'S  
"PATENT" BARLEY

AND

ROBINSON'S  
"PATENT" GROATS

The Robinson lines are widely  
known and just as widely appre-  
ciated by all lovers of superior  
quality.

When you recommend "Patent"  
Barley and "Patent" Groats your  
recommendation is backed by an  
unbroken record of customer-  
satisfaction.

Let your customers know you  
handle the Robinson products.

Magor, Son & Co., Limited

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

*Superior Quality Products*

# BEAVER BRAND

Hams, Bacon and Lard

*DEALERS IN CHEESE, BUTTER AND EGGS*

Manufacturers of

# Ingersoll Cream Cheese

INGERSOLL PACKING CO. LIMITED

INGERSOLL, ONT.

# CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 11, 1918

No. 41

## Oysters May Be Higher Priced

Labor Shortage is Having a Serious Effect on the Oyster Industry and May Demand Increased Prices—Some Oyster-Opening Plants Running With Only a Fraction of Their Normal Staff—Winter Killing Has Had Serious Effect on Supply

Labor difficulties that are such a serious element in many industries have been an exceptionally serious element in the oyster business. It has in fact been next to impossible to get sufficient openers to bring the supply up to anywhere near the demand. While the oyster openers make good money, six and seven dollars a day, it is a seasonal occupation, and most of the negroes, who are largely used in this business, have found positions in the big munition plants, and are not willing to leave to take up a work that only lasts for part of the year. As a result oyster opening plants have found themselves at the opening of the season with practically no openers. One large plant has a staff of only eight openers where they normally work 120, and another has a staff of twenty in place of a normal eighty. This is probably the most serious factor facing the industry at the moment, and it is this reason that has prevented many merchants getting their requirements of oysters as early as they may have expected them.

### A Month Behind in Shipments

One large plant expects to ship its first car about the end of this week just one month after the opening of the season, whereas in normal seasons the shipments would be moving heavily with the first day of the season.

### Heavy Winter Killing a Serious Factor

Another factor that has had its effect, is the serious winter killing that has taken place in the oyster beds. This is a phenomenon that is little understood and there are a thousand and one reasons advanced for this condition. The one that seems to bear the greatest semblance of truth is that the increase of manufacturing plants along the waters that have been the great breeding ground for oysters has driven the oyster into deeper water. As the oyster will not let go the spawn until the temperature of the water is 65 degrees, and as the deeper water does not warm up so early in the season, the spawn is not fully enough matured when the severe weather starts to be able to withstand it, and as a result there has been a very serious loss in the new set. Whatever the cause this condition is one that is causing a great deal of uneasiness among the oystermen and there are many who fear that unless some immediate remedy is found for these conditions that within a very brief time the oyster will be a thing of the past as a commercial factor.

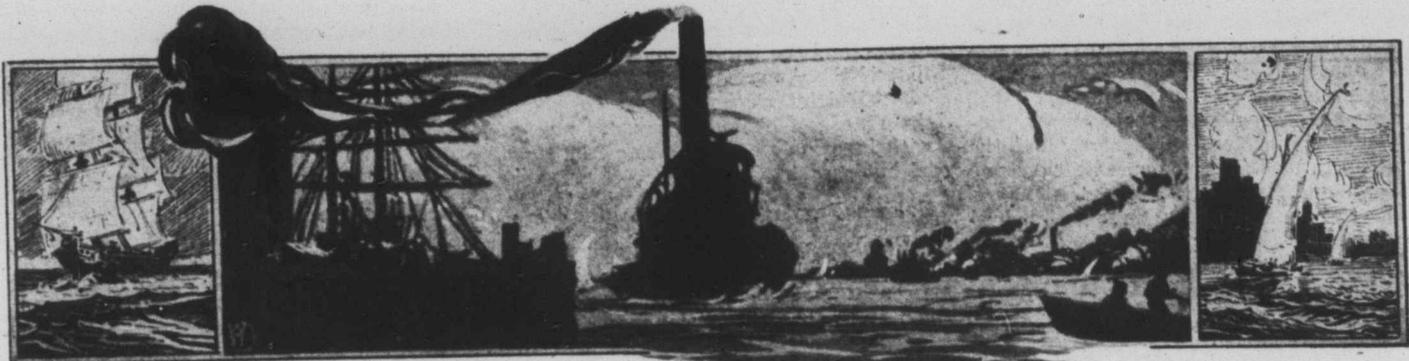
### Transportation Complication

Still another item that has seriously complicated the situation in the early part of the season has been the matter of transportation. The early shipments

being light have had to be shipped by express, and they have suffered much from this necessity. It is not possible to maintain the same temperature in an express shipment that can be maintained in a straight car load, and there is moreover no surety that the oysters though they arrive at a proper temperature have travelled in that condition all the way. In shipping by freight, the cans are packed in ice on the floor of the car, and the temperature on arrival is the highest temperature that they have known during the journey. This method of shipment is a protection against heat in the early months, and against frost in the depth of winter. Delays does not matter so much when the shipment is made by freight, but as an actual matter of experience, the freight car has made a better run on the average than the express shipment, which on a number of occasions have been quite valueless on arrival. This is one of the serious factors that has to be met with early in the season, especially in a season like the present when stocks are too light to warrant freight shipments. Conditions in this regard are likely to improve with the advance of the season, as stocks begin to move more freely.

### Increase of Wages Must Entail Higher Prices

In regard to the matter of labor, how-



ever, there is no immediate suggestion of improvement, and it is the vital factor, for upon it depends the actual production. Every effort has been made to interest workers, but without avail up to the present, and it may be necessary to increase wages still further. If this should become necessary the only thing to do would be to add the increase to the general charges, and advance the price to the retailer. The producers have absorbed as much of the advancing costs as it is possible for them to do, and any further advances must entail an increase in cost to the consumer. The opening price for the year is an advance already of 15 cents over the opening price of last year. Ranging from around \$3.10 to \$3.70 a gallon the latter price

for large oysters, for deliveries to the more central localities.

This cost practically demands a minimum selling price by the retailer of 60 cents a pint. To attempt to sell oysters at any lower figure than this is to sell them at a practical loss.

These goods are worth this figure, as a mere matter of comparison of their food value with other food products, and the wise merchant will get the price rather than defraud himself of a just and right product or adopt the very questionable practice that is unfortunately all too prevalent of diluting the liquor of the oyster. This may increase the volume, but it is absolute destruction to the quality and any such practice must inevitably react on the seller.

## U.S. Firms Change Form of Containers

### Need For Conserving Tin Brings About Change in Container Materials and Eliminates Some Sizes—Baking Powder, Cocoa and Shortening Manufacturers Co-operate in the Change

**I**N the United States the movement for curtailing the use of tin in the manufacture of many package goods is growing in momentum. At a series of conferences held recently in Washington at which there were represented the leading concerns in the chocolate, cocoa, baking powder, lard, and lard substitute industries, the problems incident to the revolutionary change in the type of containers was fully discussed, and on behalf of the trade at large those in attendance at the conference evidenced their willingness, not only to substitute other substances for tin wherever possible, but also to eliminate some of the sizes of tins at present in use.

Chocolate and cocoa manufacturers have signified their willingness to effect substantial savings in tin and steel by packing their products in containers made of other material, as set forth in resolutions adopted during the week by the Committee on Cocoa Bean Grinders and Consumers, in conference with the Food Administration.

Manufacturers will adopt new containers not made of tin or any other metal as soon as present stocks are used up, which must not exceed a period of five months at most, according to the resolutions. These containers will be square or oblong instead of round to save packing space.

It was further recommended that cocoa and chocolate, sweetened or unsweetened, in powdered form, shall be put up in packages not smaller than one half pound, or in packages of one, five, ten, twenty-five, fifty or one hundred pounds, and barrels and cases. This eliminates certain sizes and will effect a saving of labor and material.

#### Standard Sizes for Lard Tins

Large packers of lard and lard substitutes, who have always used large sup-

plies of tin, are also getting into line and demonstrating their willingness to co-operate with the government. At a conference, at which all the large packers were represented, the following resolution was passed:

"Resolved, That the gentlemen present being desirous of carrying out the wishes of the United States Food Administration, and imbued with the patriotic spirit of conserving the tinplate of the country for uses of the government in its efforts to win the war, although it involves to some extent changes of business methods, merchandising and distribution in South American and Central American countries, which have been in force for many years, have agreed and hereby pledge themselves to co-operate with the government and to recommend the adoption of the following sizes of tins for export shipment, viz., 1 pound net, 5 pounds net, 10 pounds net, 25 pounds net, 37 pounds net and 50 pounds net."

These are factors which the Canadian manufacturer would do well to ponder. The American manufacturer has come to a place where he has had to make very decided concessions to conserve tin urgently needed for other purposes. As far as Canada is concerned either the tin or the tinned plate comes from the United States, and the implication is fairly clear that if the American manufacturers are compelled by circumstances to change their mode of business they will not look with favor on a continuance of that mode of business in Canada.

#### Baking Powder Firms Also Co-operate

Baking powder manufacturers also conferred with the Food Administration recently, and the first step has been taken by the baking powder manufacturers to conserve tin and steel for war purposes. These manufacturers will substitute containers not of metal.

A committee was appointed by the baking powder men to meet in New York with manufacturers of non-metal containers, to discuss tests of new packages for their products with a view to ascertaining what is best adapted to its successful distribution.

#### FRANK STOCKDALE ADDRESSES BUSINESS MENS' INSTITUTE IN ST. JOHN, N. B.

Frank Stockdale, of Chicago, not only possesses a wide knowledge of business and merchandising but he has the power to impart his ideas in interesting form, and to make those ideas not only instructive, but inspiring. His visit to St. John this week swept along like a revival meeting, and before the series of lectures was ended, it was found necessary to engage a larger hall to accommodate the increasing number of merchants who wished to hear him.

Co-operation was the keynote of the series of addresses given by Mr. Stockdale at the Business Men's Institute arranged by the Retail Merchants' Association and the Rotary Club. He went into detail regarding methods of doing business, discussed retail problems in an intimate fashion, answered questions and volunteered information, but on every occasion he hammered away at the idea of co-operation. Unity of effort among the employes, between the employe and the employer, between the retailer and the wholesalers, among the different merchants and so on, right down the line. His addresses were valuable, not merely because of the practical ideas of business detail which he supplied, but also because of the new aspect in which he presented business problems and policies.

During his stay in St. John, Mr. Stockdale also addressed the Canadian Club and the Victory Loan canvassers, at luncheons held in his honor.

#### CALIFORNIA WALNUT CROP SHOWS INCREASE

An estimate of thirty-two million pounds of walnuts is the estimate for the 1918 crop. This is an increase of two million pounds over last year's crop. The sizes will average somewhat larger and will be more uniform apparently. The harvest will commence a little later than last year, but if labor is available, final shipments should be made as early. Shipments will be made in fifty per cent. burlap bags, at the same quality as used last season, and fifty per cent. in saxolin bags. The latter is made of strong paper, open-weave, and is claimed to be tougher than burlap, as well as more attractive.

#### LICENSE NUMBER SHOULD APPEAR

Advertisers are again reminded it is required by the Canada Food Board that they publish their license number in their advertisements. CANADIAN GROCER will be glad to give this matter attention on receipt of instructions from advertisers.



# 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, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

### OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

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

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.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

### PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, OCTOBER 11, 1918 No. 41

### THE END DRAWS NEAR

THIS week the Allied world was startled by the presentation of peace proposals by the Central Powers. Peace proposals have been frequent, but always to the present they have been couched in the phrases of a victor. This latest offer bears on its face the desperateness of the situation that gave it birth. The days of the Central Powers are numbered, but they are still days of struggle. To accept this offer would be to leave the task half done.

The danger is not in the fact that these terms might be accepted, but that the people as a whole should come to look upon the task as nearly done, and relax their effort. Any slowing down at this time would be disastrous. It is this that Germany has hoped for, to bring about divided councils; to lull our industries into inactivity by a false dream of peace. A slackening in our endeavours is a victory for Kaiserism, an increased activity and devotion is another nail in its coffin.

The Victory Loan is announced. Its success or failure will in a measure be taken as the measure of our war enthusiasm. A failure would be heartening news for Germany. A great success would mean a surer consciousness of defeat. Mr. Merchant, this is your opportunity to help. To help your country, and to help yourself. It is the time to do your utmost.

### FOR THE DAYS TO COME

MANY a merchant is looking forward anxiously to the days to come. In the years past he has met many difficulties with some degrees of success. But there remains an uneasy feeling that the years that follow the great conflict, may be more stormy and uncertain than he has ever known. In-

vestments may fail and heavy stocks may be a danger. There is one investment, however, that is beyond question. It is an investment backed by a whole people of whom you are one.

Sir Thomas White has just announced the New Victory Loan. Every cent of this loan will be spent in Canada, and directly or indirectly, Mr. Merchant, will affect your business. It is the one investment in these days that is beyond criticism. There is absolutely no danger of failure. It is free from taxation, and it yields 5½ per cent. interest. That is the way Mr. Merchant to invest your surplus savings, it is an anchor to windward that will aid you to meet any difficulties that may arise in the coming days.

### SOMETHING MUST BE DONE

MANUFACTURERS of tinned plate in the United States, to meet the war requirements of the government, have agreed to curtail the production of this essential product 30 per cent. Every tin can manufactured in Canada is made from American tinned plate. It is the only source of supply that we have. To Canada there is apportioned a certain proportion of the total production. With this production curtailed 30 per cent. Canada's supply of tin will be only 70 per cent. of what it was last year. This is a very serious matter indeed and one that must be faced promptly and effectively. During the past year the supplies of plate in Canada have not been sufficient to meet the demand. How can they possibly be sufficient when they are curtailed almost a third.

In the United States, representatives of some of the largest users of tin in a business way have agreed to meet the situation by very radical changes in the form of their containers. Some such action must be taken in Canada.

It remains a question as to whether this change will be toward the development of some kind of substitute container, with all the difficulties that would attend the development of a great industry on such short notice, or toward a limitation of the consumption of tin by a wiser use of stocks available.

The substitute container may or may not be satisfactory, the tin container is known to meet every requirement. Paint manufacturers have done their share by doing away with all but a few sizes. That is an effective way to save. There is no reason why the merchant should carry one line of goods in half a dozen different sizes when one or two sizes would meet the needs of the trade equally well. The curtailment in sizes would go a long way to meet the difficulty. The tin required to provide 12 oz. cans for a thousand pounds of material would be sufficient for 1238 pounds if packed in pounds cans, a clear saving of 23.8 per cent. The tin required to make 4,000 quarter pound tins would make 1,700 tins of the pound size a saving of 70 per cent. Is there any virtue in these variegated sizes that justifies the en-

## Current Events in Photograph

### RATIONS FOR THE AIR FLEET

The unhappiness of the German retreat is emphasized by this picture. Here is displayed one night's rations for the bombing squadron. All these bombs are for German camps, munition dumps, railway stations, in fact anywhere that they will aid in congesting matters for the retreating enemy and make his homeward path the harder.



ormous extra demand on tin, when tin is such a serious and vital factor.

It has come to a point where some action must be taken and taken quickly. It is either a matter of limiting sizes or of changing from tin to some other material. The one will meet the situation as far as saving tin as well as the other, but the substitute container has yet to justify itself, while the qualities of tin as a container are already well established.

What do you think, Mr. Merchant? Are you ready to help by curtailing your size list? It is a way that is in your power.

### MUCH TO BE THANKFUL FOR

#### THANKSGIVING!

A year ago someone, bending under the strain of the times, asked, "What has Canada to be thankful for?" A year ago Canadian Grocer answered for the grocery trade—and it was not hard to find a very full answer.

Now, after twelve more tempestuous months, reasons for thankfulness will spring to the mouths of all.

We can give thanks for a bountiful harvest—poor in localities, alas—but bountiful beyond general hope, Canada as whole considered. We can give thanks that even where hope-bending failure has occurred there is, at the back of the farmer, three years of plenty.

We can give thanks for the favored position of

Canada, whereby she finds herself sending her excess goods abroad, and receiving on the returning ships a large part of what little old England and the Continent can export these troubled times. The position of Canada, in this regard, is one which all parts of the Empire do not enjoy, one for which we as a people may indeed give thanks.

We can give thanks at this season for the position at the front and for the spirit of the Allies which has carried on so gallantly until the end begins to appear—dimly, perhaps, yet perceptibly.

And we can give thanks for the spirit of the Canadian people. From here there have arisen no whimperings when things went wrong. Under the Prussian whip—so cruelly and foully applied—we, like the Belgians, the British and the French, stood up. Oh, at this season we can thank Almighty God we are not cursed with the bullying, cringing, snarling, whimpering, craven German spirit.

### EDITORIAL BRIEFS

A GROUCH is the rust on life's machinery. Remember that good cheer is the oil that makes not only your own but the lives of others run smoothly.

\* \* \*

THE economical man spends judiciously, buys wisely and wastes nothing. The industrious man works hard and saves hard; the miser hoards; but the man of thrift earns largely, spends wisely, plans carefully, manages economically and saves consistently.

# Will Enforce Law Against Hawkers

Border Cities Retail Merchants' Association Plan to Prosecute Vendors Who Come Over From Detroit—Steps Being Taken to Establish Classes in Salesmanship in City School—How Long-standing Accounts Are Being Successfully Collected

*Special Staff Correspondence*

WINDSOR, Ont., Oct. 10.—The Border Cities Retail Merchants' Association at its regular meeting held in Windsor on Tuesday evening of this week appointed a committee to take up immediately with the council and with the police commissioners the proper enforcement of the law regarding hawkers. A report presented by A. J. Wilkinson, chairman of a special committee, which has been investigating this matter, showed that hawkers of all kinds have been doing a big trade in the Border Cities despite civic regulations which were framed with a view of protecting the home merchants and also the buying public. Because no one has taken the trouble to see that the by-laws are enforced they have become a dead letter, with the result that thousands of dollars worth of merchandise, much of it of an inferior quality, is being sold to citizens of the Border Cities. Many of the hawkers come across the river from Detroit and Mr. Wilkinson pointed out that much good Canadian money was being lost to the community and taken out of the country through these hawkers.

"These men are selling all sorts of things," he said. "Some of them have rugs, others have coupons for photographs, others sell grocery articles, others perfumes and toilet articles and some sell stoves. Their method of selling stoves is to sell from a catalogue. They show the prospective buyer a picture of a nice stove and then arrange for payment to be made in Detroit. Many of the lines of goods that these fellows are selling are of poor quality and the people have no protection. They are a source of annoyance to the public and a menace to the home retail trade. We have the necessary laws on the books to prosecute these men and it should be done.

## The Foxy Hawkers

"Some of them are extremely foxy in their operations. Warned apparently by their experiences in other communities that they are likely to be apprehended and fined they take every precaution against being caught. Some hawkers will make only one call in a district and then will take a street car to the other side of the city and make another. The third call will be made at a point a mile or two away from where the first two were made. It is often extremely difficult to trace them, but if we work together we can put them out of business. I would suggest that every member of this association, as soon as he learns of the presence of one of these hawkers in the city, at once telephone

the secretary of the association. The secretary will notify the police and every effort will be made to have the vendor arrested. The association can then prosecute.

The report of Mr. Wilkinson was unanimously adopted and a committee will get busy at once.

## Salesmanship Classes

The members of the association also named a committee to meet with a committee from the Board of Education with a view of arranging for special classes in salesmanship in the city schools. At the request of the Retail Merchants' Association, Principal Gavin of the High School was present and went into the question with them. He spoke strongly in favor of the establishment of such classes.

"Canada is somewhat of a laggard in this important work," he said. "In Boston classes in salesmanship have long been a regular feature of the curriculum and with most excellent results. Across the river in Detroit they have classes and in addition to what is taught in the schools many firms supplement the instruction with special classes dealing more particularly with the needs of their own business. Many of our Border city merchants tell me that they find that very few of the boys and girls coming from our schools can make out accounts. They are neither quick nor accurate at such work. The merchants

say that many of the pupils write badly and, of course, because they have had no training they know nothing about salesmanship.

"You may be interested in knowing what has been done in England recently. Owing to the unprecedented shortage of help caused by the war it was decided to allow boys and girls to leave school before the usual age and take positions in the stores and factories. It was soon apparent that the results would be disastrous for the trade of the future. The children were not trained, and what is more important, they were missing school training at a vital period in their lives. By the Fisher Act recently put into force in England, all children who were taken out of school to help in business must be returned, and in addition they must attend school until they are eighteen years old. The regulation about attending school does not necessarily mean that they have to go to day school. They can work in the day and attend night classes if it is desired. But the point is that they must have instruction.

"I have taken the local matter up with the Board of Education and can assure you of the fullest co-operation in your efforts to secure classes in salesmanship. We will arrange for any special classes you may decide on."

The question of collecting outstanding accounts and of eliminating credit has been receiving a great deal of attention from the Retail Merchants' Association. Some four months ago it was decided to place all collections in the hands of the secretary, T. C. Ray. The results have been more than satisfactory. In less than four months Mr. Ray has collected \$3,700. Many of these accounts were of so long standing that they were outlawed, and the merchants had given up all hope of ever getting the money. Mr. Ray got busy. Some of the people paid up, others are paying so much a week or so much a month, and he is keeping right after them.

## Get Their Cheques

The Border Cities Retail Merchants' Association has a unique way of making the payment of these collections to the members. Those who have money coming to them must attend the meetings in order to get it. The collections constitute a regular part of the business of the meeting, and when the order is reached for discussion on this matter the chairman calls upon Secretary Ray. At this week's meeting the secretary had a few remarks to make upon the work he has been doing. After he had finished

(Continued on page 42)

## THE SUDDEN STROKE

High hearts and low fires are what we need this winter. There is every reason for both.

Victory is coming. It will be won by mobility. Success depends on speed, speed depends on transport, transport depends on coal and money. The Allies' ships are calling for coal. Every ton we save here means a ton more for them.

The concentration of strong forces for a sudden blow at some vital point in the enemy line is the essence of modern strategy. The war of movement has only just begun. It will carry us through to Victory—final and complete—if only we at home see that the armies and navies do not go short of either the coal or the money they need.

Save your coal. Save your money. So lend force to the sudden stroke—the stroke that will spell Victory.

# CURRENT NEWS OF THE WEEK

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

## Maritime

C. Moreland, Ottawa, has sold his assets.

Phinney & Dunlop, grocers, St. John, N. B., has suffered loss by fire.

Mrs. Hannah Ross, general store, Chatsworth, has been succeeded by F. T. Hill & Co.

Geo. Beatty, proprietor of the general store conducted under his name at Cedargrove is dead.

## Quebec

Louis Beaudry, Montreal, has sold his stock.

L. J. Bonin, grocer, Montreal, has sold his stock.

M. J. Ahoup, grocer, Montreal, has suffered loss by fire.

Romauld Bain, grocer, of Montreal, has been registered.

J. R. Biron, general store, Notre Dame des Anges, is selling his assets.

A. Charlebois & Rosine, Limited, produce merchants, have sold their assets.

Mrs. Oscar Demers, grocer, La Prairie, has been registered under the firm name O. Demers & Co.

J. S. Myers of the Peerless Cereal Mills, Ltd., Woodstock, was a Montreal visitor.

Fred Parkinson of the Parkinson Cereal Co. of Thornbury, Ont., was in Montreal last week.

C. Ritz, Eastern Canada manager for Robin Hood Mills, has been confined to his house for several days through illness.

J. L. Freeman of Freeman and Sheely, Montreal, manufacturers' representatives, was in Toronto the latter part of this week.

J. S. Benoit, formerly located on Greene ave., Montreal, will, it is understood, open a grocery at 30 Larue avenue, Montreal.

The following firms have been registered in Montreal. Jos. Archambault, grocer and meats; A. Dion, meats, and H. Martel, grocer.

J. A. Hector Chevrier has purchased the retail grocery business of J. S. Benoit, 1379 Greene avenue. It will be conducted now as the Sherbrooke Grocery.

Thos. J. Lipton has opened an Eastern Canada office at 489 St. Paul St. West, Montreal. This will be in charge of G. B. MacCallum and Co. and it is the intention of this latter firm to discontinue selling the various other lines they have handled as manufacturers' agents. It is understood that the business for all Eastern Canada will eventually be handled from this office.

## T. D. STARK TRANSFERRED TO VANCOUVER

After being manager for A. Macdonald and Co. at Nelson, B.C., for the past twelve years, Thomas D. Stark has been promoted to the managership of the Vancouver house, taking the place of the late Mr. Barclay, whose death was announced in these columns some weeks ago. David Kerr, Mr. Stark's assistant, is succeeding him as manager at Nelson.

T. D. Stark was born at Leith, near Edinburgh, Scotland, not many years ago, learning his trade there. He has been with the Macdonald interests, and for twelve years has been manager at Nelson. The esteem in which he was held in the latter city was shown on Sept. 27, when representative citizens met at the Board of Trade building to bid him Godspeed. Two addresses were



THOMAS D. STARK, who has been promoted to manager of A. Macdonald & Co., Vancouver. He was for 12 years manager at Nelson, B.C.

presented, one from the Board of Trade and citizens of Nelson, and the second from the directors of the Y.M.C.A. The chair was taken by J. R. Hunter, president both of the Board of Trade and the Y.M.C.A.

Part of the address from the citizens ran as follows: "Upon several occasions the citizens of Nelson have shown their confidence in you by placing you in public positions of importance. This confidence you have never belied. Your actions in public matters have served always to enhance the deep respect in which you are held. You are a citizen that Nelson regrets very much to lose." He was asked to accept a gold chain as a memento of the days spent in Nelson.

## Quebec

E. L. Beaudoin, owner of the general store operated under that name at St. Yvon, died recently.

E. J. Quinn, grocer, of St. Catherine st. West, Montreal, is making extensive alterations and improvements in his store. In addition to securing more display space, new wall cases will be added and other improvements completed.

## Ontario

B. C. Turville, St. Thomas, has sold to G. R. Stevenson.

Richard Matthews, Toronto, has sold to Hassan Bros.

## Western

J. Easterbrook, butcher, Ponteix, has discontinued business.

R. Henderson, butcher, Admiral, Sask., has sold to G. A. Mattson.

G. H. Brown, general store, Oberon, Man., has sold to D. Black.

Sarah Freedman, groceries and meats, Winnipeg, has discontinued business.

G. Pearson, general store, Riverstone, has been succeeded by M. Saunderson.

McKibbin & McBride, general store, Chechill, Alta., has suffered loss by fire.

R. J. Stevens, general store, Moose Park, Man. has been succeeded by Mr. Scott.

The Canadian Feed Manufacturing Company, of Fort William, has been granted a charter.

Joseph Polsky, general store, Transcona, Man., has sold to Gorewich & Goodson.

The Nootka Packing Co., Nootka, B.C., have just completed the erection of a new warehouse at their cannery, and the addition of a new line of canning machinery.

Robert Forbes, of the Camrose Grocery Co., and Howard Rankin, manager of the Brandon Grocery Co., have returned from a three weeks' trip to the East, where they have been inspecting packs being put up under the No-Vary label.

S. P. Lloyd of No-Vary Products Co., Winnipeg, has returned from a two weeks trip through the Prairie Provinces in company with W. T. Carlisle, one of the No-Vary managers from the States. It was made to enable Mr. Carlisle to become familiar with conditions out here. Mr. Carlisle was here a year ago.

Mr. George Holden, well known in the brokerage business in Toronto and Winnipeg, has established a business in Vancouver, where he has offices in the Standard Bank Building. Two of his accounts are The Vantoria Canning Co., and The Liverpool Canning Co., both of Vancouver.

**J. C. Macdonald's Condition**

Friends of J. C. Macdonald, of Macdonald-Chapman, Ltd., Winnipeg, will be glad to learn that he is progressing favorably. Mr. Macdonald was stricken with pneumonia some weeks ago. It is probable that he will be able to leave his bed in a few days, but the doctors advise that he take a holiday to recuperate.



THE LATE ALEXANDER D. FRASER.  
Head of the Fraser Viger Co., Montreal, the report of whose death after a brief illness appeared in last week's issue.

**SAVING 40,000 TONS OF TIN IN U.S.**

Manufacturers of syrup and molasses have promised to do everything in their power to assist in the conservation of tin. Their product, until the need for conservation passes, will be packed in only three standard sized cans, they promised at a conference Thursday with the United States Food Administration. All small and odd sizes will be discontinued, only 2½, 5 and 10 pound containers being used.

Packing in small cans calls for needless consumption of steel, tin plate, labor and transportation facilities. A 1-pound can, for instance, represents a saving in tin of about 20 per cent. over four 4-ounce cans. In addition, the expense of filling and handling the smaller container is practically equal to that of the larger one, requiring less shipping space for equal bulk of contents.

The manufacturers will, of course, be allowed to use containers now on hand before adopting the new blockade schedule.

Packing of spaghetti and macaroni in cans will be discontinued after October 15. This action, in the form of a unanimous resolution, was taken by a committee representing practically every large American canner of alimentary pastes, in conference with the United States Food Administration. The manufacturers declared that they were willing to take any measures that might be suggested by the Food Administration for the conservation of tin.



H. P. Poisson, who conducted a grocery, flour and feed business in North Cobalt, and who went overseas, has been reported killed in action.

Percy L. Wheaton, a clerk in H. Smith's retail grocery, west St. John, until he enlisted in 1915, is officially reported wounded in the hip.

John Edward Waters, who left the employ of T. Rankine & Sons, Ltd., St. John in the first days of the war to enlist in the navy, has been reported seriously wounded.

Wounds in the abdomen, thigh and arms have been received by Leonard G. Ingram, employed with the Atlantic Sugar Refinery, St. John, before he enlisted.

**NO MIXED FLOUR TO BE MILLED**

It is understood that movement on foot to have a mixed flour milled and in this way compel the user to use substitutes has been officially vetoed.

From all angles this move would have been impractical, and the fact that it has been voted out will meet with general approval.

The housewife would have been the greatest sufferer, as one time she might buy a rye mixture and the next probably forced to take a barley mixture. Trying to use these the same way would result in difficulties at once, as methods for one are not practicable with the other.

When it is figured, too, that the bulk of Manitoba wheat flour is milled in the Northwest and that these substitutes would have to be shipped West and East again, it does not look like a good milling proposition nor a means towards economy.

**GRAPES HURT BY BIG RAIN**

Sacramento, Cal. advices state that shipments of California table grapes to eastern markets will be reduced 50 per cent. as a result of the damage from the recent rain. Growers will lose millions of dollars it is stated. The table grape crop in California last year was valued at \$30,000,000. About 14,000 carloads were sent to eastern markets. So far this year only 3,000 carloads have been shipped.

**U.S. PROHIBITS EXPORTS OF HONEY.**

Recent Government order prohibits all further exports of honey. Government advices state that there have been heavy exports of honey to the United Kingdom the past six months.

**N. B. POTATO GROWERS CONDEMN FOOD BOARD ACTION**

Action Of Representative of Board In Offering Potatoes in Toronto At Low Price It is Claimed Discriminates against New Brunswick Grower And Will Discourage Production

At a meeting of potato growers and shippers of Carleton and Victoria counties, the chief potato counties of New Brunswick, which was held at Florenceville this week to consider matters of interest to those engaged in the potato business, a resolution was adopted as follows:

"Whereas, we understand the representative of the Canada Food Board in the city of Toronto has become active in the purchase and sale of Manitoba potatoes in competition with the growers and shippers of potatoes in this province and are offering potatoes at one dollar and sixty-five cents per bag of ninety pounds delivered in Toronto—a price which would allow or net the growers of potatoes in this province only two dollars per barrel; and

Whereas, the cost of growing and marketing potatoes this season will average at least three dollars per barrel of one hundred and sixty-five pounds f. o. b. cars at shipping points, this action of the Canada Food Board, if continued, will cause a serious loss to the potato growers of this province, and so discourage the farmers as to seriously reduce the production of this valuable article of food.

We feel that the action of your Toronto representative is not in accordance with the purposes for which your board was created, and consider it a discrimination against the potato growing provinces of Canada. We respectfully petition your board to cause the action of your Toronto representative to be discontinued.

A. A. MARGINSON,

President for N. B. Potato Growers' Association.

C. L. SMITH,

President for United Farmers of N. B.

H. H. HATFIELD,

For N. B. Potato Shippers' Association.

**CATALOGUES and BOOKLETS**

Volume I of "The Red Ball," published by the Atlantic Sugar Refineries, Ltd., has come to hand. This is an attractive little booklet giving some splendid information on sugar. Articles appear on "Why Sugar Should be Rationed," "Personal Economy and National Economy," "The Argument for Package Goods," "Speeding Your Turnover," etc., etc. There is one article on "Why You Should Sell More Brown Sugar." The front cover depicts a scene from the Niagara Peninsula, the fruit garden of the Dominion. The booklet is edited by Gerald F. Morrow of the Atlantic staff.

# THE CLERKS' DEPARTMENT

## What a Young Man Must Do to Become a Merchant

The Author Knows Whereof He Speaks, Being the Controlling Genius in an Enterprise Embracing 197 Retail Stores in the United States, Which Recently Wrote a Check to the Internal Revenue Department For \$874,821 For War Taxes

**A** MERCHANT is one who buys and sells for service and profit. He must buy his wares with judgment and dispose of them at a profit if he is to be successful. The commercial agencies, Dun and Bradstreet, state that 95 per cent. of all business men fail. On the face of it, this seems almost incredible, but we are not justified in disputing their figures. Evidently, there must be something radically wrong in the prevailing methods of business. These failures must be a result either of lack of knowledge of business or the result of insufficient capital with which to finance business.

Yet, in my opinion, there is another cause. Many merchants fail simply through lack of training.

In Great Britain and Scandinavia, young store men serve an apprenticeship just as they do in any other trade. We find them trained thoroughly even to the minutest detail. In the first place, they are taught obedience to discipline; no man can ever hope to become a merchant unless he can ultimately learn to discipline himself and those who work for him.

### No Apprenticeship

In the United States, unfortunately, no apprenticeship system exists in business. The average young man is attracted to and free to accept that position which pays the largest salary. To secure such a position without training is decidedly not for his best interest. No greater misfortune could possibly be his. More young men have been ruined by drawing large salaries early in life than by any other one thing. The young man, generally speaking, feels that while he is young and before he settles down, he must see some of the "world," as he calls it. He makes money; he spends it. Instead of devoting his evenings to reading and study to improve his mind, he often spends them in idleness and dissipation. Ere long, not only has he acquired bad habits that will be hard to

break, but his health may have become impaired. It is absolutely impossible for a young man to spend his night in dissipation and be at his best the next day.

### A Wrong View

I have often heard young men argue that if they put in their working time faithfully it is none of the employer's business what they do outside of business hours. Such argument is nonsense, and any man of experience will declare that it is not the work that kills men, but the temptations that assail them from 6 p.m. to midnight. In the city of New York where the temptation for a good time is perhaps greater than in any city in the country, I have often observed ambitious young men and women going to night school in order to acquire a better education. That kind of determination is not found in ordinary people; they are the extraordinary; they are the kind of people who are ready to open the door when Opportunity comes to knock.

They are the young men and women who are ambitious and bound to succeed.

### Learning Homely Tasks

We have in our employ a number of young men who came to us upon their graduation from high school. These young men were placed in our store on a very nominal salary, in some cases a mere living. Our object in starting them on a low salary was to encourage in them the practice of economy. It has been our idea to help these young men build for the future. We have in each case insisted on a careful, thorough training. We invariably start young men at sweeping, opening boxes, washing windows, and doing stock work. These duties are humble but important ones. A store should be kept as clean and tidy as a proud housewife keeps her home. Customers do not like to trade at an untidy store.

### Stock Keeping

To be a good stock keeper is one of the important attainments of a merchant. Not only does this apply to keeping stock clean, straight, and in order, but free from odds and ends. Take for instance, a dozen shirts: one must sell ten of them in order to pay the manufacturer. The two that are left represent the mer-

chant's profit, and he has made no money on the dozen shirts until he has sold these two. That is exactly the reason why our system will not permit of sales, cut and slash prices.

Therefore, one of the first principles for the young man to acquire in becoming a merchant is to know how to keep stock.

### Grasping Principles

His advancement and his knowledge of the details of the business will depend largely on his application and ability to grasp fundamental principles. He is taught first the value of truthful statements; not to exaggerate; to make good every statement; to be courteous, pleasant in all his dealings; in short, the word Service, *real Service*, is the one thing we insist on him delivering. It is for this reason that we include Service as a part of a merchant's equipment as pointed out in the beginning.

### Valuable Training

If a young man will submit himself to this regime in the same spirit that a man submits himself to college demands, the training that he will get in a J. C. Penney Company store will be worth thousands of dollars to him. No greater opportunity ever existed anywhere than in our organization. True, there may be just now a temporary slow down owing to the war, but the fact that this business has been developed in sixteen years from nothing to its present size is evidence the principles must be right.

What I want to impress on the mind of every young man is this: Do not think of the salary you are drawing, but fit yourself for the future. Let the foundation you are laying to-day be strong and solid, it will then be enduring. You may then build just as high as your ability and capacity will permit.

There is nothing mysterious about success. The trouble with the average individual is that he is not prepared when the opportunity comes. The thing to do is to "dig in," and to strike out with a determination to be something, to be somebody, and success will most certainly crown your efforts.

### NEW REGULATIONS AS TO SHIPPING ICE-PACKED POULTRY

Ice-packed poultry may not be shipped by freight in the United States in less than carload lots for more than 100 miles, under a new Food Administration regulation which became effective Sept. 16. Exceptions are made to this rule only when mixed carloads for identical destination are made up of at least 15,000 pounds of two or more of the following commodities: Poultry, cheese, butter or eggs. At least 7,500 pounds of the total weight must be made up of ice-packed poultry.

NOTE.—This article is from "The Dynamo," the internal house organ of the J. C. Penney Co., and was written by Mr. Penney.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**L**ATEST advices from the United States are to the effect that the Government there has commandeered the entire prune crop, sizes 40 to 90 inclusive. That leaves only the smallest and the largest for distribution to civilians, and the entire production of these sizes will not represent any appreciable tonnage. The outlook as far as Canada is concerned is that there will be no new crop prunes for this market.

One reliable broker stated that he didn't believe in all the orders he had booked there would be a total of one car of the sizes now left for civilian use, and it is further thought the domestic trade will be taken care of first. Present stocks of old crop prunes are considered pretty fair in Canada, so no immediate effects from this loss will be felt.

The sugar situation shows no improvement during the week. The entry of one refinery on the market is usually marked by the withdrawal of another. The result is there can be no accumulation of stocks and no opportunity much to say that the outlook is better.

Another few days and the coupon system of distribution will be in use. At the present time it looks as though there is an accumulation of these and if the dealers are able to secure sugar enough to use up the coupons, there will be little hardship felt.

**MONTREAL**—Of prime importance this week is an advance for molasses of ten cents per gallon. Even at this the demand is active, and sales are made promptly as the goods arrive. One jobber expects 2,000 puncheons to arrive in a few days.

Various packed fish goods are higher, as are also powdered bath brick, stove dressing and various adjustments by jobbers on tapioca and rice. In a general way the market on prunes is firm, while peaches and apricots are higher and figs are reported very scarce, and will probably advance. Shelled walnuts have attained higher levels.

Some items have declined, and canned tomatoes are easier. Refugee beans, too, are marked

down. Pearl tapioca and seed grade also have been readjusted in one quarter.

Honey is in big demand, and the market is firm. Cocoa is very active and teas are beginning to move.

**TORONTO**—Advances have been recorded in various items affecting the grocery trade during the week, and at least one important decline. Lobsters, peanut butter, maple butter and marmalade are lines registering an increase in price. Butter plates have also gone to higher levels, and another line of soaps is included in the list to follow the upward trend. A decline of 50c per 98-lb. bag of pot and pearl barley has occurred in some quarters.

The coffee market rules very firmly, and no indication of any easing away is noticeable. Supplies on hand are being absorbed quite rapidly under influence of a good demand and a gradual stiffening of prices is looked for.

Cocoa is also very strong. The output is restricted owing to regulations surrounding manufacturers and whereas no change, up or down, has marked the situation this week, higher levels would not come as any great surprise.

Brokers intimate that sales of raisins on the market have been exceptionally heavy. Growers have withdrawn all quotations, and last orders sent in are accepted only if able to supply the goods. Recent rains have invaded the raisin belt, but the extent of the damage is not yet known.

Prices on nuts show some slight variation from week to week, and the general tendency is towards higher levels. Orders are going forward freely, and indications are that sufficient supplies will be available to take care of the holiday trade.

All lines of spices rule with a firm undertone. A little weakness was apparent in peppers last week, but the reverse is true now, the market having gained decided strength in the past few days. Sales in all lines are good.

# QUEBEC MARKETS

**M**ONTREAL, Oct. 9.—Grocery markets have ruled quite steady this week, changes not being quite so numerous. There is a fairly good trade, but this was interfered with by the unseasonable and very wet weather.

## Stove Dressing; Bath Bricks, Fish Up

Montreal.

**VARIOUS LINES.**—Stove polish of Nonsuch make has been advanced in one quarter 15c per doz. to \$1.40. This applies to the liquid line. Bath brick, in powdered form, is up 10c and sells at \$1.35 to \$1.40 per dozen. Various lines of package fish are up also. Lines made by the Halifax Fish Co. are selling as follows: Crates of 24 1-lb. boxes are advanced from \$5.15 to \$5.50; 12 3-lb. from \$8.25 to \$8.75. Acadia Fish Co.'s line of fish cake is priced at \$5.40 for 12 2-lb. size and at \$4.10 for 20 1-lbs. This is an advance respectively of 25c and 20c per case. Shredded codfish in boxes of 2 doz. is up from \$2.40 to \$2.50.

## Sugars Steady; Supply Short

Montreal.

**SUGAR.**—A steady price basis is maintained here and there is little new to note. One refiner reported a better condition as regards supplies of raw sugar, but there is not a great deal of change generally in this respect. Beet sugar refiners expect to be operating on their supplies toward the close of the month. Demand from the consumer is insistent and the sales by retail grocers are therefore more frequent than ever, but in very limited lots. In a general sense, the refiners expect a steady market condition to prevail.

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

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

## Tomatoes \$2.20; Packs Uncertain

Montreal.

**CANNED GOODS.**—New prices are quoted in one quarter on canned tomatoes. For 3-lb. cans \$2.20 is named; 2½ lbs. \$2.10; 2 lb., \$1.75; and 1 lb., \$1.25. It is anticipated that prices will

be lower on this line than they were expected to be earlier in the season and the outlook, while still uncertain, indicates that there will be from 75 per cent. to 85 per cent. of the expected yield. Deliveries are already being made.

Corn, as heretofore intimated in CANADIAN GROCER, will be scarce and high in price. There is little, if any, to hand as yet, but some shipments will be made soon.

There is quite a considerable amount of various canned fruits still on spot and prices on these are ruling steady without change.

Salmon Sockeye—	
“Clover Leaf,” ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoos, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 “¼s”	20 00
Lobsters, ½-lb. tins, doz.	3 60

Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 3s	2 20
Tomatoes, U.S. pack, 2s	1 75
Tomatoes, Canadian pack, 2 lb.	2 10
Tomatoes, 2½s	2 10
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Corn, 2s, doz.	2 55
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

## Molasses Advances 10c; Big Demand

Montreal.

**MOLASSES, SYRUPS.**—A full advance of ten cents is made in the price of molasses. This makes a new high record and is in definite accord with the tendencies of the markets as definitely pointed out in CANADIAN GROCER in recent weeks. There has been an improvement in delivery and one large jobber expects 2,000 puncheons to arrive

very soon. The demand is such as to quickly absorb all stocks so that little is held on spot.

Syrups are active. Cane syrup makers are oversold in some cases and the market is firm but unchanged. Corn syrups are steady and the sales reported are heavy. While the market for corn has declined of late, corn syrup manufacturers state that they have had to pay full prices for supplies and for the immediate present they expect prices to be maintained.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00

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

For outside territories prices range about 3c lower.

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

## Rice Prices Hold; Demand Good

Montreal.

**RICE.**—There is a firm position on this commodity and yet importers feel that the market ought to hold well on very much the same basis as is prevailing to-day. There is plenty on spot here but the sale of rice has been generally better and quite heavy with some jobbers of late. It is understood that a great deal of rice is wanted by the United States Government and that this may be a factor in affecting the civilian requirements later. With good transport facilities on the Pacific it is expected that there will be enough supply here to take care of the trade. The markets are steady.

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

## Shelled Walnuts 85c-95c Markets Are Active

Montreal.

**NUTS.**—Shelled walnuts have been advancing rapidly and prices are quoted now around 85 to 95c per pound. The available supplies are not large and jobbers have been buying quite freely in anticipation of their future needs. A generally firm market obtains here

with firming tendencies as supplies become shorter. Brokers have had a big business for many weeks past.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 55	0 55
Almonds (Jordan)	0 70	0 70
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22 1/2	0 23 1/2
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags	0 26	0 26
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18 1/2	0 19
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33

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

*Apricots, Peaches Firmer; Prunes*

**Montreal.**  
DRIED FRUITS.—Dried peaches and apricots are firmer and these are being quoted from one to three cents per pound over previous quotations of a week ago by some jobbers. The position is firm and high prices are likely to prevail, with supplies in sight none too plentiful.

It is stated that raisins carried over from last year are in fairly good supply and that orders can be readily filled. The position is different when it comes to figs, these being hard to get with embargoes against their import from Portugal. In mats, they are especially scarce.

Apricots—		
Choice	0 26	0 27
Slabs	0 24	0 24
Fancy	0 30	0 30
Apples (evaporated)	0 18	0 20
Peaches (fancy)	0 21	0 23
Faced	0 19	0 19
Choice	0 18 1/2	0 21
Extra choice	0 19 1/2	0 21
12 oz., per pkge.	0 16	0 16
Pears	0 18 1/2	0 18 1/2
Drained Peels (old)—		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 41
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 10 1/2	0 11 1/2
Muscatels, loose, 3-crown, lb.	0 12 1/2	0 12 1/2
Muscatels, 4-crown, lb.	0 13	0 13
Cal. Seedless, 15 oz.	0 15 1/2	0 15 1/2
Cal. seedless, loose	0 14 1/2	0 14 1/2
Fancy seeded, 16 oz. pkgs.	0 14	0 14
Choice seeded, 16 oz. pkgs.	0 13	0 13
Valencias, selected	0 11 1/2	0 11 1/2
Valencias, 4-crown layers	0 11 1/2	0 11 1/2
Currants, old	0 24	0 29
Cartons	0 32	0 32
80 lb. Ainslia	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	7 92	7 92
Packages only	0 19	0 20
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	0 12

Figs, Portuguese (mats)	0 13	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
California, 40-50s	0 19	0 19
50-lb. boxes, 80-90s	0 14 1/2	0 14 1/2
90-100s	0 13	0 13
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 18
60-70s	0 17	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13 1/2
Oregon, 30-40s	0 15 1/2	0 15 1/2
40-50s	J 15 1/2	J 15 1/2
50-60s	0 12 1/2	0 12 1/2

*Beans to Be Moderate; Damaged*

**Montreal.**  
BEANS.—The trade expects that beans will be plentiful this year and that prices will consequently be moderate as compared with those of a year ago. The Quebec growers have had a good reason, speaking of those who were able to harvest their crop before the excessively wet weather came, and with a large percentage saved, this part of Canada will be fairly well fixed in the matter of supplies. Japanese beans will also be forthcoming, it is expected, in good quantity.

Beans—		
Canadian, hand-picked, bush	8 00	8 10
Ontario, new crop, 3 to 4 lbs.	8 00	9 00
British Columbia	9 00	9 00
Brown Beans	7 50	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 60
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	6 50	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

*Tea Enquires Continue; Sales Good*

**Montreal.**  
TEAS.—Markets rule with a firm undertone and while there are no quotable changes, there is no desire to sell at lower figures. Japans and Javas are moving very well and enquiries are beginning to come in from Western Canada. A gradual improvement is expected to manifest itself in the matter of sales as retailers liquidate their stocks bought months ago.

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

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

*Much Honey Purchased; Prices Firm*

**Montreal.**  
HONEY, MAPLE PRODUCTS.—Honey is high in price. This will continue, it is expected, for the buying has been active and well maintained. Sup-

plies have been very good thus far and while there is no actual change for the week, it is not unlikely that prices will be revised upward.

Maple sugar and syrup are very firm and the price high. Quotations are withdrawn for the week and while the quantities available are small, it is expected that some limited lots may be obtained.

Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	0 13 1/2	0 13 1/2
Syrup, 5-gal. tins, per gal.	0 13 1/2	0 13 1/2
8 1/2-lb. tins	0 13 1/2	0 13 1/2
Sugar, in blocks, per lb.	0 13 1/2	0 13 1/2
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 28	0 28
In tins, 60 lbs.	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
Honey—Buckwheat, tins or bb's.	0 23	0 23

*Cocoa Sales Better; Coffee Is Firm*

**Montreal.**  
COFFEE, COCOA.—Sales of cocoa are maintained on a steady and firm basis, and there has been much improvement in selling here. This will continue as the weather gets colder.

Coffees are steady and the movement is good. There is considerable buying of future coffees outside and quite a marked activity for spot lots also. Sales to the trade are maintained on a fairly active basis.

Coffee, Roasted—		
Bogotas, lb.	0 29 1/2	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28 1/2	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30

Cocoa—		
Bulk cocoa (sweet)	0 25	0 25
Bulk cocoa (sweet)	0 25	0 25

*Spices Hold Firmly; Careful Buying*

**Montreal.**  
SPICES.—Careful buying of spices has been the order in this market and prices have held firmly all around. There is not much disposition to buy in large lots by anyone, and while a more active movement was reported from the States, it was expected that this would not mean extensive trading. Some lines are not any too free in supply, but stocks are very good, notwithstanding.

Spices—		
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	1 30
Cardamon seed, per lb., bulk	2 00	2 00
Caraway, Dutch, nominal	0 50	0 50
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40

Celery seed, bulk .....	0 70
Shredded cocoonut, in pairs.....	0 21 0 23
Pimento, whole .....	0 20 0 22

For spices packed in cartons add 3/4 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Choice Apples**

**\$5.50-\$6.00 Barrel**

**Montreal.**

**FRUITS.**—Apples are becoming more plentiful with the advance of the season and good grades are selling at \$5.50 to \$6 per bbl. A large amount of imported California fruit is coming to hand and prices are fairly high all around. Pears are somewhat lower and peaches, grapes and plums have declined to lower levels. It is unlikely that there will be lower prices for these lines.

<b>Apples—</b>		
Duchess (in bbls.), No. 1 .....	5 50	
Do., (in bbls.), No. 2 .....	4 50	
No. 1 Alexanders, bbl. ....	5 50	
No. 2 Alexanders, bbl. ....	5 00	
St. Lawrence (in bbls.) No. 1 ..	6 00	
Do., Do., No. 2 .....	5 00	
Wealthy (in bbls.), No. 1 .....	6 00	
Do., Do., No. 2 .....	5 50	
Gravensteins, No. 1 .....	6 00	
Do., No. 2 .....	5 50	
Fameuse, No. 1 .....	7 50	
Do., No. 2 .....	6 50	
Apricots (Cal.), box .....	3 00	
Bananas (fancy large), bunch ..	5 00	
Canataloupes (45 size), crate ..	6 50	
Do., (15 size), crate .....	3 00	
Grapes (California fancy), 4 bask	3 00	
<b>Grapes—</b>		
Blue (6-qt.) .....	0 45	
Tokays .....	3 00	
Malagas .....	2 50	
Grape fruit (fancy Jamaica) ..	3 75	4 75
Grape fruit (fancy Porto Ricos)		
80, 96, 112 .....		5 00
Grape fruit (fancy Porto Ricos)		
54, 46 .....		4 75
Lemons (fancy new Messina) ..	8 00	9 00
Lemons, California .....		5 00
Lemons, new Verdellis, 300 size ..		4 50
Lemons (chole) .....		7 00
Lemons (California seedless) ..		8 00
Oranges, Valencia lates .....	10 50	11 00
Oranges, California navels .....		10 00
Oranges (bitter) .....	4 00	5 00
Oranges, Jamaica .....		4 75
Plums (Cal.), crates .....		3 00
Do., basket .....	1 75	2 00
Do., 11-qt. baskets .....	1 25	1 50
Do., 6-qt. baskets .....	0 75	1 00
Do., 11-qt. Pears .....		1 25
Pineapples, Cuban (crate) .....		6 00
Pineapples, Florida .....		6 00
Pears, Cal., eating, small box ..		4 00
Pears, basket (11-qt.) .....	1 25	
Do., Bartlettas .....	4 00	5 00
Do., basket .....		1 25
<b>Peaches—</b>		
No. 1, Canadian—		
11-qt. baskets .....	1 00	1 25
6-qt. baskets .....	0 65	0 90

**Montreal Potatoes \$2.25;**  
**Imported Sweet \$2.75**

**Montreal.**

**VEGETABLES.**—Imported sweet potatoes are available now and are ranging in price from \$2.75 to \$3 per hamper. Local grown potatoes are a little freer at \$2.25 per bag. There is a tendency to lower prices for the root vegetables, but this will very likely be but temporary. Parsnips, for instance, are quoted at \$1.50 per bag and \$1.00 per dozen bunches. There is a good array of vegetables still and buying is very active.

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

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

**New Flour Here;**

**More Feeds Now**

**Montreal.**

**FLOUR AND FEEDS.**—New milled flour is selling well now on the basis arranged recently. Supplies are ample to meet the demand and millers are getting in shape for the fall and winter business. As a consequence of the new milling of flour more bran is available, and this is finding ready sale. Shorts are not available so readily and more could be sold by the mills.

**War Standard, Graham and Whole**

<b>Wheat Flours—</b>		
Car lots (on track) .....	11 50	
Car lots (delivered), Bakers .....	11 65	
Small lots (delivered) .....	11 75	
Bran, per ton .....	37 25	
Shorts .....	42 25	
Crushed oats .....	61 00	70 00
Barley meal .....	60 00	67 00
Barley chop .....	60 00	67 00

**ONTARIO MARKETS**

**TORONTO, October 9.**—Higher prices have been named on butter plates, soap and lobster. Additional lines of barreled and boxed apples are on the market with prices ranging at high levels. Lemons are higher at primary points, which will probably be reflected here. Business as a whole is considered very good.

**Sugar Situation**

**Shows Little Change**

**Toronto.**

**SUGAR.**—There is little new to report on the situation on sugar during the week. There is some sugar coming to hand, but this is not of sufficient volume to provide for any accumulation of stocks, and material relief is not looked for for some time to come. One week one refiner is out of the market and their re-entering the market is marked by the withdrawal of another refiner so it would seem that until they are all operating at a sufficient rate to send tonnage every week that everyone will

<b>Gluten feed (23% protein)—</b>	
F.O.B. Cardinal .....	62 00
F.O.B. Ft. William .....	60 00
Feed oats, per bushel .....	1 05
Shorts and brand delivered in Montreal \$2 per ton extra.	

**While Grain Lower;**

**Cereal Market Holds**

**Montreal.**

**CEREALS.**—While there is an easier basis for various grains the active selling of the mills on oatmeal, cornmeal, etc., has enabled them to keep pretty fully cleaned up on stock and no declines in cereal prices have been effected. It is stated that the available stock of oats for milling is not large and the market for the cereal therefore holds. It is probable that there may be a downward revision for peas ere long. Substitute flours are moving out well.

**Self-raising flour—**

3-lb. pkgs., doz. ....	2 90
6-lb. pkgs., doz. ....	5 70
Cornmeal, Pure Gold .....	6 75
Cornmeal .....	5 75
Cornmeal (bolted) .....	4 25
Barley, pearl .....	6 50
Barley, pot, 98 lbs. ....	5 25
Barley (roasted) .....	7 50
Barley flour, 98 lbs. ....	5 75
Buckwheat flour, 98 lbs. ....	9 50
Corn flour, 98 lbs. ....	5 80
Corn flour (standard) .....	5 45
Rice flour .....	8 75
Oat flour .....	6 00
Hominy grits, 98 lbs. ....	6 75
Hominy, pearl, 98 lbs. ....	7 50
Graham flour .....	5 90
<b>Oatmeal (standard-granulated and fine)</b> .....	5 70
Peas, Canadian, boiling, bush. ....	4 80
Split peas .....	9 00
Rolled oats, 90-lb. bags .....	5 30
<b>Rolled oats (family pack.), case</b> .....	5 50
Oatmeal (packages) fine cut. ....	5 75
Rolled oats (small size), case .....	2 00
Rolled wheat (100-lb. bbls.) .....	6 75
Rye flour (Can.), 98 lbs. ....	6 00
Do. (American), 98 lbs. ....	6 85
Tapioca flour, lb. ....	0 15

be confined to a comparatively small allowance. The coupons on which the wholesalers will be working from now on have arrived, and after Oct. 15, this method of securing sugar will be in evidence. If there is only sufficient sugar provided to take care of the coupons there should be little kick coming. Price on Acadia sugar, Toronto basis, is again ruling at \$9.79.

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

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c

per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1

**Butter Plates**

*Higher; Soap Too*

Toronto.

**BUTTER PLATES, SOAP.**—A further change which provides for an advance has been made in butter plates. The Rite Shape 500-½s are now quoted at \$3.90 per thousand; 500-1s are now \$4.15; 500-2s are now \$4.75; 250-3s are now \$5.60; 250-5s are now \$7.50. A change in the Pugsley Dingman line of soap has been affected, the advanced prices being as follows: Electric soap \$6.75 per box; Naptha, \$6.75. Happy Home, \$6.25. Tip Top Soap Chips 100 packages are quoted at \$7.00 a box; the XX Standard Chips in cases of fifty pounds, \$7.90 per box, and in barrels 15½c per pound. White Knight soap, less than 5 cases is quoted at \$7.45; five case lots, \$7.40, and ten case lots, \$7.35 per case. Robertson's peanut butter in 24 lb. pails at 25c per pound and Small's maple butter at \$5.50 per case are selling at higher figures.

**Small Size**

*Containers To Go*

Toronto.

**MOLASSES, SYRUPS.**—Definite advice is forthcoming that all sizes of containers smaller than 2½s will be eliminated in the United States. The range of sizes then which will be offered to the trade here will be 2½s, 5s and 10s. It is more than likely that the big demand will fall on the 2½ size. It is understood that manufacturers will be permitted to clean up their present stock of the small size containers.

Greater interest is being shown in Pure Cane sugar syrup, the reason for this being attributed largely to shortage of the sugar itself. Prices are firm and range from 7½ to 8c per pound, in barrel lots.

**Corn Syrups—**

Barrels, Crown or Bee Hive, per lb.	0 07½
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

**Cane Syrups—**

Barrels and half barrels, lb.	0 07½	0 08
Cases, 2-lb. tins, 2 doz. in case	7 00	

**Molasses—**

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 60	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		

Tins, 10-lb., baking grade, case of ¼ doz.	6 95
West Indies, 1½, 48s	6 95

**Marmalade Goes**

*Higher; Markets Steady*

Toronto.

**CANNED GOODS.**—Developments of a particularly interesting character are missing this week. The trade seems to be following a somewhat normal course with prices showing a slight upward trend in some lines. New prices have been named on Shirriff's marmalade which ranges as follows: 8-oz. jars, loose, \$1.85; packed, \$1.95; 12-oz. jars, loose, \$2.50; packed, \$2.65; 16-oz. jars, loose, \$3.20; packed, \$3.35; 22-oz. jars, loose, \$4.35; packed, \$4.50. A general increase in the price of lobster seems to be coming through, another brand, ½s. being added to the list quoted at \$3.75.

**CORN FLOUR DROPS 80c BARREL**

As **CANADIAN GROCER** goes to press, advice has been received indicating that a sharp decline in corn flour has also become effective amounting to 80c per barrel. This makes quotations read for the white \$10.20 per bbl. and the Government standard \$9.20 per bbl. Mills are also permitted to sell white corn flour to the bakers now. It is also understood that the embargo on the importation of all substitute flours has been lifted. This means that barley flour, rye flour and corn flour can be brought in from the United States. This action was taken, it is intimated, owing to fact that mills here have been unable to meet the requirements of the trade and to provide sufficient supplies to encourage use of substitutes.

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

**Salmon—**

Soekeye, 1s, doz.	4 00	4 50
Soekeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chumms, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 25	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	8 75	
Pitchards, 1-lb. talls, doz.	2 15	

**Canned Vegetables—**

Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 10	
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 90	
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	1 95
Plums, Green Gage	1 30	1 95
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	

Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

**Government Takes**

*40 to 90 Prunes*

Toronto.

**DRIED FRUITS.**—Most recent advices from the United States indicate that the Government there has taken over all the prunes, sizes 40 to 90 inclusive. That leaves only the very small size and the very large size available for civilian use, and production of these will amount to a very small figure. The trade now seems quite resigned to the fact that there will be no offering of new crop prunes. Very heavy sales of raisins are reported on the local market and the growers have now stopped taking orders. Recent rains in California have hit the raisin belt and may result in some damage to the crop. It is unknown as yet how much this may be.

Apples, evaporated, Ontario	0 18	0 20
Do., do., Nova Scotia	0 17	
Apricots, unpitted	0 16½	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 43½	
Orange	0 45½	
Citron	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mata, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		3 50
Cal., 8 oz., 20s, case		2 00
Prunes—		
30-40s, per lb., 25s, faced	0 18	
40-50s, per lb., 25s, faced	0 16½	0 19
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 12½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, faced	0 11	0 12
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22	
Extra fancy	0 23	
Raisins—		
California bleached, lb.	0 15	
Valencia, Cal.	0 10½	0 11
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

**Teas Steady;**

*Fair Demand*

Toronto.

**TEAS.**—The market is steady and no outstanding feature is in evidence. A very fair demand is reported and prices rule with a firm undertone.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62

Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

**Coffee Very Strong; Cocoa Too**

**Toronto.**  
**COFFEE.**—The coffee market is very strong and no sign of weakness is apparent. Supplies are being absorbed quite rapidly under influence of good demand, and replacement of stocks is not the easiest thing to-day. Cocoa is also very firm though no change in the market is reported. The demand shows continued improvement.

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

**Stiff Feeling In All Spices**

**Toronto.**  
**SPICES.**—The variation from levels prevailing last week is noticeable. Peppers which showed a little weakness have firmed up again, and are ruling strong. The demand on all lines is considered satisfactory.

**Market Ruling At Strong Prices**

**Toronto.**  
**NUTS.**—The market as a whole shows a decidedly firm tendency. Slight revisions in prices occur from week to week, but the general tendency is towards higher levels. A splendid volume of orders has already been shipped out this month and indications are that when the returns for the full month are in that they will prove very satisfactory. The range of quotations on both shelled and in the shell follows:

Almonds, Tarragonas, lb.	0 27	0 30
Walnuts, Bordeaux	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 34
Walnuts, Manchurian, lb.		
Filberts, lb.	0 24	0 30
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 27
Shelled—		
Almonds, lb.	0 53	0 55
Filberts, lb.	0 28	0 30
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

**Trade Very Quiet in Beans**

**Toronto.**  
**BEANS.**—There is little or no interest in this commodity. Stocks are heavy and demand practically nothing.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
--------------------------------------	------	------

Do., hand-picked	8 00	
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotonashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17 1/2	0 19

**Rice is Held At Firm Levels.**

**Toronto.**  
**RICES.**—The market holds firm under influence of similar conditions at primary points. Prices are unchanged for the week, and the demand continues along very satisfactory lines.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14 1/2	0 16

**Prices Firm; Business Normal**

**Toronto.**  
**PACKAGE GOODS.**—The market rules with a firm undertone and a normal amount of business is being transacted. Prices are unchanged for the week at the following levels:

Cornflakes, per case	4 00	4 25
Rollod oats, round, family size, 20s		5 60
Rollod oats, round, regular 18s, case	2 00	
Rollod oats, square, 20s	5 60	
Shredded wheat, 36s, case	4 50	
Cornstarch, No 1, round cartons	0 11 1/2	0 11 1/2
Do., No. 2, pound cartons	0 10 1/2	0 10 1/2
Laundry starch, in 1-lb. cartons	0 10 1/2	0 11 1/2
Do., in 6-lb. tins	0 13 1/2	0 13 1/2
Do., in 6-lb. boxes	0 13 1/2	0 13 1/2
Do., in 100-lb. kecs.	0 11 1/2	0 11 1/2

**Honey Firm; Maple Syrup Normal**

**Toronto.**  
**HONEY, MAPLE SYRUP.**—Sales of honey have held at a very satisfactory level, and supplies have been equal to all requirements. Prices are ruling at firm levels and are unchanged. The situation in maple syrup is normal. Prices are steady and the demand satisfactory.

Honey—		
Clover, 2 1/2-lb. tins	0 29	
5-lb. tins	0 28	0 28 1/2
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27 1/2	0 29
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2 1/2-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals. gal.		2 00

**Florida Grape Fruit Now Offering**

**Toronto.**  
**FRUITS.**—The first shipments of Florida grape fruit have arrived on the local market. Prices range fairly high at from \$6.25 to \$7.00 per case. In box apples, the first arrivals of B. C. Jonathans are reported. There are unfavorable reports from Washington in regard to crop of Jonathans, worm dam-

age having developed, which may mean a small percentage of extra fancy stock to offer. First shipments of McIntosh Reds from Montana are now on the way. Most of these lines are very high in price, costing about as much now as they sold for last year. A wider range of barrel apples is now available, prices being given below. A strong advance in California lemons at primary points, amounting to \$1.00 per box, is reported. This has not yet been reflected here, but undoubtedly will be. Oranges show continued strength, and little recession from present values is expected before arrival of new crop.

Apples—			
Early, 11-qt. basket	0 30	0 50	
Do., B.C. Crab, box	2 25	2 50	
Do., Crab, 11-qt. basket	0 65	0 75	
Do., B.C. McIntosh Reds, box	3 25	3 50	
Do., B.C. Jonathans, box		3 50	
Do., in Barrels, No. 1	No. 2	No. 3	
Kings	5 00	4 50	4 00
Greenings	5 00	4 50	4 00
Wealthy's	5 00	4 50	4 00
Colbert's	4 50	4 25	3 50
Blenheims	5 00	4 50	4 00
Ribstons	5 00	4 50	4 00
Alexanders	5 00	4 50	4 00
Wolf River	5 00	4 50	4 00
St. Lawrence	5 00	4 50	4 00
Snows	6 00	5 50	5 00
C. Pippin	5 00	4 50	4 00
Bananas, per lb.		0 5 1/2	0 06
Cranberries, bbls.			13 00
Do., 1/2 bbls.			6 50
Grapes, Cal., Malagas, crate			3 50
Do., Cal., Tokays, crate			3 75
Do., Canadian, basket			0 38
Florida, 36s, 46s			6 25
Do., 54s, 64s, 72s, 80s			6 50
Do., 96s			5 50
Oranges—			
Valencias—			
126s, 150s	10 00	10 50	
176s, 200s, 216s, 250s, 288s	10 50	10 75	
324s, 360s		6 50	7 00
Jamaicas—			
176s, 200s, 216s			7 50
Lemons, Cal., case	5 00	6 75	
Do., Messina Verdellis, box		7 50	
Pineapples—			
Floridas, 30s, 36s, case	5 50	6 00	
Peaches, Can., 6-qt. flats	0 50	0 65	
Do., 11-qt. flats	0 65	0 90	
Pears, Cal., winter varieties		5 00	
Do., Can., basket	0 60	1 00	
Plums, Can., 11-qt. basket		1 00	
Potatoes Easier; Onions Strong			
<b>Toronto.</b>			
<b>VEGETABLES.</b> —A somewhat easier feeling in regard to local potatoes has developed. Sweet potatoes are in good supply, and prices show a decline for the week. Onions have firmed up at shipping points and indications from some sources are that a big percentage has been marketed. Locally the market is just a trifle easier at \$2.50 per 100-lb. bag. Celery is again in evidence, being quoted at 50c dozen.			
Cabbage, Can., crate		1 35	
Do., do., doz.	0 75	0 90	
Cantaloupes—			
Do., Can., 16s	0 60	0 90	
Celery, dozen		0 50	
Corn, doz.		0 25	
Cucumbers, Can., basket	0 35	0 50	
Gherkins, 6-qt. basket	1 00	1 25	
Do., 11-qt. basket	1 50	2 00	
Egg Plant, basket		0 65	
Onions, Can. Yellow, 100-lb. bag	2 50		
Do., Pickling, 11-qt. basket	1 25	1 75	
Parsley, basket	0 40	0 50	
Peppers, green, basket	0 75	1 00	
Potatoes, New Jersey sweet, hamper	2 75	2 85	
Potatoes, Canadian, bag		2 25	
Quinces, 11s		1 00	
Tomatoes, basket	0 40	0 50	
Turnips, basket		0 30	
Vegetable Marrows, crate	0 25	0 30	

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Oct. 9.—The potato market, as was expected, is showing a considerably firmer feeling this week and prices now run from \$32 to \$35 for lowlands and \$42 to \$45 for Ashcroft and other high land varieties. Other root vegetables are very reasonable in price, and carrots and turnips are going into consumption readily. The apple market is steady with \$2.75 ruling for choice dessert apples. Smoked meats are firm, but the demand is not strong. Compound lard has eased off to 26¼. Fresh eggs are still scarce and are quoted at 74 cents. Cheese has advanced to 27½. Despite the commanding of the creamery output there has been no change in butter prices. Oranges are selling at \$10.00 to \$10.50.

### VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 80
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	32 00 35 00
Potatoes, lowland	42 00 45 00
Potatoes, ashcroft	0 32½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound	0 52
Butter, fresh made creamery, lb.	0 26¼
Cheese, Canadian	0 32½
Margarine	0 74
Eggs, new-laid, in cartons, doz.	10 00 10 50
Oranges, box	8 50
Lemons	

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 9.—Compound lard has advanced ½c. Hams and bacon again advance ½c. New laid eggs are quoted at \$15 a case and are scarce; No. 1 storage are quoted at \$14 and \$14.20. Chicken haddie advanced 50c per case. Shoe polish now \$1.30 a dozen. Some small hand-picked white beans are offering at \$8.75 per hundred. Corn 2's are selling at \$5.40 to \$5.90 a case. Peaches choice evaporated are quoted at 18c to 20c. Potatoes are 29c. Oranges \$10; lemons \$7.50 to \$8.50 per case.

### CALGARY:

Beans, small, lb.	0 09 0 11
Beans, small white, per cwt.	8 75
Flour, 98s, per bbl.	10 95
Pure flour, 49s, per bbl.	12 20
Cornmeal, 24s, per bbl.	12 30

Molasses, extra fancy, gal.	1 15
Rolled oats, 80s	4 80
Rice, Siam, cwt.	10 75 11 00
Rice, Japan	11 00 12 00
Rice, China, per mat, No. 1	5 10
Do., No. 2	4 70
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large	0 26 0 27
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 60
Eggs, new-laid, case	15 00
Eggs, No. 1 storage, case	14 00 14 20
Candied peel, lemon, lb.	
Tomatoes, 2½s, stand. case, spot	4 10 4 20
Corn, 2s, standard, case	5 40 5 90
Do., new	3 35 3 60
Peas, 2s, standard case	3 60
Apples, gal., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	7 50 8 10
Do., new pack	8 50
Raspberries, 2s, Ontario, case	
Do., new pack	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	17 75
Do., halves	18 25
Potatoes, per ton	29 00
Oranges, Valencias, case	10 00
Lemons, case	7 50 8 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Oct. 9.—Following the order commandeering creamery butter the Saskatchewan Co-operative Creameries, Ltd., have been forced to reduce price for butter fat 1c per pound. In Alberta the reduction is 2c. Potatoes are quoted at 50c to \$1 per bushel. The new order effective September 23 reducing the freight rates on sugar from British Columbia points has resulted in a decline of 25c per hundred in price of sugar here. Further advances in this commodity are however expected before the first of the year. Wholesalers were notified to-day of serious damage to raisin crop in California as result of heavy rains. Condensed and evaporated milks show tendency to advance.

### REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	
Flour, standard, 98s	5 55
Molasses, New Orleans, gal.	0 75
Rolled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large	0 27 0 27½
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 47½
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 75 5 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70

Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tail, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Potatoes, bushel	0 50 1 00

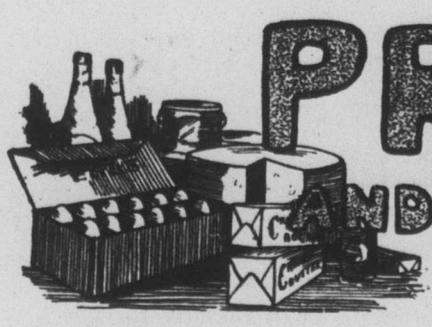
## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 9.—Exceedingly heavy rains over week-end have further delayed potato digging operations and will increase the wastage from rot. Meanwhile prices are firm but unchanged. Ordinary cornmeal is easier and is quoted \$3.75 to \$3.80. Beans show a reduction on yellowed \$9 to \$9.10; white \$8 to \$8.25. Rice is also lower and is quoted 10 to \$10.10. Cheese is higher, being 27c to 27½c. Another increase in butter is announced, creamery selling at 48c to 50c; dairy 45c to 48c; tub 42c. Onions, 75-pound bags are quoted at \$2.10 to \$2.25. There is no ryemeal or evaporated apples on the market at present.

### ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 75 3 80
Corn flour, white, 98-lb. bag	7 75
Do., yellow, 98-lb. bag	5 60
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	6 65
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 98 1 02
Rolled oats, bbl.	11 75
Beans, yellow-eyed	9 00 9 10
Beans, Canadian, white	8 00 8 25
Rice, Siam, cwt.	10 00 10 10
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B., twins	0 27 0 27½
Eggs, fresh, doz.	0 50 0 55
Eggs, case	0 47 0 48
Breakfast bacon	0 35 0 38
Butter, creamery, per lb.	0 48 0 50
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 42
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27 0 27½
American clear pork	56 00 64 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont., case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 75-lb. bags	2 10 2 25
Lemons, Cal., Messina	8 00 9 00
Oranges, Cal., case	10 00 12 00
Grapefruit, case	7 50 8 00
Bananas, per lb.	0 07
Plums, Cal., crate	3 00 4 00
Peaches, Cal., crate	3 00



# PRODUCE AND PROVISIONS

## Butter Stocks Ample to Meet Demands

Uneasiness in the Trade Owing to Action of Government in Taking Over Creamery Stocks—Increase in Storage Holdings over 1917—Introduction of Margarine Has Changed Trading Conditions.

**T**HE uncertainty that resulted from the Government action in regard to taking over the stock of butter produced by the creameries until Nov. 9 has occasioned a good deal of uneasiness among the retail grocery trade. There has been a feeling that this action would result in a lack of adequate stocks in the near future requirements. The supplies of dairy butter that used to be a great factor in the butter trade of the smaller places, has of recent years been falling off to a marked extent, as the farmers discovered that it was about as profitable to take their milk to the creamery as to make their own butter. As a result the merchant sees little supplies of butter coming in, and with the creameries shut off as a source of supply he is inclined to fear that there is likely to be an actual and acute shortage.

### A Safe Margin, in Surplus Stock

While this fear seemed on the face of it to be based on substantial grounds, a little enquiry into the actual facts of the situation makes it very evident that no such results are actually to be feared. There is a reserve supply of butter in storage at the moment, that appears quite adequate for taking care of the demand that for the next month must be transferred from the creameries to the cold storage plant.

### Stocks of Butter in Excess of Former Years

The report of the Cost of Living Commissioner on the stocks of butter of the storage houses, shows a very marked improvement over the stocks on hand in previous years. The latest figures available are those based on conditions on August 1, which show a total storage of 18,536,598 pounds of creamery butter and 1,714,691 pounds of dairy butter. In the interval between then and the present time there has been a greater movement into storage than there has been out. So that these figures can be taken as the minimum of stocks on hand at the present time. The Canada Food Board sets the figure at 20,000,000 pounds. As a matter of comparison it might be noted that the re-

turns from a large though not complete list of storages for August 1, 1917, gave storage holdings on butter at 10,977,514 pounds, while same storages this year on the corresponding date showed holdings totalling 13,435,861, a clear increase of holdings in storage of about two and a half million pounds. Moreover the holdings in 1917 were not below, but rather above the normal, so that this surplus may be considered as an actual surplus to set against the loss occasioned by the withdrawal of the productions of the creameries from Canadian consumption.

### Consumption Not Likely to Exceed Surplus

Whether this surplus is equal to meeting the demand made upon it is therefore the only matter of moment. Figures regarding actual monthly consumption of butter in Canada. The only figures dealing with this matter that are available are those appearing in the report of the Cost of Living Commissioner dated July, 1917, and these figures are for the month of March, 1916. These figures show a total consumption during the month of 2,176,032 pounds of butter actually taken out of storage, while in addition to this there is the output of the creamery which is light at that time of year. It is to be remembered, too, in considering these figures, that they hardly represent a fair basis to judge the probable consumption during October, 1918. For one thing they are based on a month when the dealer is more heavily dependent on the cold storage than at any other time. Dairy butter from the farm is hardly a factor at all at that period, and the movement out of storage may be considered as materially heavier than it would be at the present time. Moreover the introduction of margarine since that date has made a considerable difference in trading conditions. While the consumption may look small beside the consumption of butter, it is none the less a large item that must be taken into consideration at this time. There seems no likelihood therefore that this surplus supply in storage

will not be quite adequate to meet the demands made upon it, which will leave the storage companies in approximately the same position to meet the winter trade that they were in last season, when there was no shortage of butter.

### Creameries Must Play Fair

There is a tendency on the part of some creameries to adopt a very antagonistic attitude to these government regulations. There are cases where the creameries since this order became effective have sold their cream to the United States because the sale of the cream represented a better profit to them than the Government figure. In such action there lies a real element of danger, because cream shipped to the United States is a complete loss to this country, and in the event of the creamery production not being sufficient to meet the requirements of the Government there is very little doubt that any deficiency would be met out of storage stocks.

### Requisitioning Storage Stocks Would Have Meant Higher Prices

Some people may be inclined to feel that this would have been a better method of meeting the need anyway. There is this consideration to be thought of, however, that under the regulation as it at present stands, the butter to come out of storage was bought in the regular season and under normal conditions so that the price going into storage was considerably lower than at present and on this purchase price the companies are allowed only a certain fixed effective margin of profit.

Now, if the Government's requirements had been requisitioned the storage companies would have at once gone on the open market to purchase stocks to recoup their losses. There would be a high competitive buying which would of necessity mean increased prices on stocks going into storage, that sooner or later would have to be faced by the consumer. As the matter stands at present, there is little likelihood of any great advance. The produce man's profit is based on the

purchase price and this was settled months ago.

The danger of the situation, of course, is the question of whether or not the creameries will be able to produce the requisite amount of butter for the Government. If there is no disturbance of present conditions, this production should prove ample, but if the creameries shipped cream across the line to any extent, or if the farmer should be induced by the prospect of better prices to cut off his supply of cream to the creamery, and should instead go in for making dairy butter, and there is apparently nothing to prevent either of these conditions arising, then the situation might become serious and this seriousness would ultimately result in higher prices.

It is a fairly general belief however, that the creameries will accept these regulations with good grace, realizing their necessity, and if this is so there is no reason to fear any hardship as far as stocks of better are concerned. Already the large storage companies are feeling the effect of the regulation in a largely increased business. They are confident however, that they will be able to take care of the trade without difficulty, if the trade is contented to buy only in normal quantities.

#### THE FISHING INDUSTRY IN CANADA

The value of sea fish in first hands, caught in Canadian waters during August, amounted to \$4,260,388. This exceeds the value for the same month last year by \$139,117. The quantity of cod, haddock and hake landed on the Atlantic Coast, however, was 66,063 cwts. less. Herring and mackerel, on the other hand, were caught in greater quantities; the former by 52,166 cwts. and the latter by 12,495 cwts.

Fishing operations on the Atlantic Coast were interfered with to a considerable extent during the month by the presence of an enemy submarine. Unfortunately, nine Lunenburg county vessels, valued at \$264,000, with fish valued at \$136,000, also one Yarmouth vessel, with a good catch of fish on board, were sunk. Notwithstanding this loss, the quantity of cod landed by the Lunenburg fleet was only 4,800 cwts. less than that landed in August last year. The main falling off in the landings of these fish was in New Brunswick and Quebec, where both fish and bait were scarce.

Lobster fishing continued until the 10th of August in a section of Northumberland Strait, and the total pack, since the opening of the season in November last, was 101,967 cases and the shipment in shell, 53,612 cwts. Last year the total pack was 181,277 cases and the shipment in shell, 70,321 cwts., but fishing continued till September 10 along the southern part of the gulf, from Antigonish county to Gaspé, including Prince Edward Island. In the preceding year (1916), with fishing ended at the usual time, August 10, the pack was 188,545 cases and the shipment in shell, 94,409 cwts.

In the Fraser River district of British Columbia, sockeye salmon were not abundant during the month. Shortage of ice at Prince Rupert kept some halibut boats in port for several days. The greater proportion of salmon taken in the Vancouver Island district consisted of humpbacks. These were very plentiful in the northern part of the island. Pilchards were abundant on the west coast and large quantities were canned, pickled and used as bait.

#### 600,000 CASES OF EGGS NEEDED TO MEET ALLIED DEMANDS

Considerable activity in held eggs is in evidence in an effort to fill the desire of the British trade in the purchase of held eggs for the Allies. Specifications for these eggs were out some time ago and they were so exacting that a number of big operators declined to consider the business because of the inability to secure export cases and help to pack the eggs in such cases. Nearly all the case manufacturers have refused to entertain a proposition because of the condition of the lumber market as well as the scarcity of skilled labor. This week one big concern asked an operator to submit the dimensions of the cases required and it is more than likely that this manufacturer will be able to make up some cases in time for the export trade. All eggs must be shipped before Christmas.

The rumor will not own that about 600,000 cases of eggs are wanted for the Allied Countries. Many operators believe it would be detrimental to America to take that many eggs out of the coolers, which would mean that much less for local consumption. Representatives of the Allied Governments seem anxious to get these eggs and almost daily conferences are being held with these people by men who are in a position to contract or have in hand eggs such as are wanted.

#### ENFORCE LAW AGAINST HAWKERS

(Continued from page 30)

talking he passed out about fifty cheques to members who had given him long standing accounts to collect. One merchant got \$118 and was told there was more coming. Many merchants got cheques for from \$10 to \$50 which they had long ago given up as lost.

"I gave the secretary \$400 worth of accounts to collect" said one merchant, who received a cheque for \$90. "If anyone had offered me \$25 for the whole lot six months ago I would have been glad to take it."

#### Buy Victory Bonds

"I never expected to see this \$50," said another member, "so I guess I might as well buy a Victory bond with it and help along a good cause."

By the system of making the members come to the meetings in order to get their cheques, two important ends are served. A good attendance is assured at the meetings and more general interest in the work of the association is fostered. The secretary deducts ten per cent. from his collections to cover the cost of the work. At this week's meeting it was decided to extend the work,

and Crown Attorney Rodd was made an honorary member of the association, and to him will be turned over to handle in the courts any collections which the secretary finds it necessary to take drastic action to collect. Up to the present he has been using a series of three letters, followed by personal appeal. The last letter of the three states that if settlement is not made within a reasonable date that action will be taken.

#### Will Back It Up

"It is advisable for us to mean what we say," says the secretary. "It is no use telling delinquents that we are going to take action and then not do it. We they will pay up, and even if there are laugh at us. When they realize that we are determined to collect and are ready to take the matter to court if necessary they will pay up, and even if there are a few cases in which we lose out it will have the effect of showing others that we are not going to stand any nonsense. When those who buy goods and do not pay realize that this association in full force stands behind any merchant who is a member they will be less inclined to trifle. We can make this body the means of practically eliminating all undesirable credit. If the merchants will cooperate fully and use the facilities they have they need not sell to any parties who have not paid other members. If merchants who have had trouble will send me the names of those who do not pay and turn over all accounts to me, immediate action will be taken. Other merchants who may be doubtful about a party can call me up at my office, and if there is trouble I can soon let them know and save them any loss."

#### On Cash Basis

President C. H. Smith, who is one of Windsor's leading dry goods merchants declared that he was refusing credit to all who asked for it and putting his business on an actual cash basis. He instructs his clerks to tell anyone who asks for time that it cannot be granted, as owing to present conditions business demands that he get cash for all he sells.

A baker who is a member of the association is so pleased at the collection work that Mr. Ray has done that at this week's meeting he turned over \$900 worth of accounts to him to collect.

This week's meeting took the form of a banquet and was held in the Chamber of Commerce rooms. More than 200 members were present and a fine programme was thoroughly enjoyed. Rev. E. T. Collins gave an effective address on fire prevention, pointing out the enormous losses and the importance of taking measures to prevent it.

C. E. Parsons, of the MacLean Publishing Co. spoke on the value of the trade papers to the merchants of Canada.

#### CAPE COD CRANBERRIES.

The crop of Cape Cod cranberries, a well known grade familiar to the Canadian trade, is estimated at 200,000 barrels.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**B**UTTER prices show an advance during the week, creamery being up about 1c per pound while dairy butter has jumped from 3 to 5c. The trade as a whole seems quite satisfied that no shortage of creamery will develop, stocks being good and the period of withdrawal of fresh supplies limited.

Eggs show a general advance of about 2c per dozen. Supplies coming to hand are small and access to storage stocks has been necessary to take care of the demand which has kept up at a remarkably good level.

Declines in poultry have been made, ducks, hens, and chickens all dropping from 1 to 2c per pound. Very heavy receipts are reported and dealers indicate that they have been kept on the jump to handle shipments. Sales have been maintained at a good level.

Another fifty cents decline in live hogs has been made for the week in two breaks of twenty-five cents. Sales of dressed meats have been heavy, the call being for very best cuts. Backs and smoked hams are scarce and heavy demand precludes possibilities of an accumulation of supplies for some little time. Prices are very firm and show little change.

### Live Hogs Down ; Light Receipts

Montreal.

**PROVISIONS.**—Packers tried to buy hogs at \$19.25 this week and a few lots were secured at this figure. At \$19.50 the bulk of early offerings went, and the run was light. This was a definite reflection of bad weather conditions prevailing at the week end and on Monday the run was about 500 hogs against 1,000 the week previous. Dressed hogs, too, are a little easier at \$27.50 to \$28.

Cured and cooked meats still sell actively and the prices are steady and unchanged. Bacon is more active than usual, the recent order regarding its use evidently making for a more general use of this popular breakfast food.

Hogs, Dressed—		
Abattoir killed, small	27 50	28 00
Do., heavy, 225-275 lbs.		26 00
Hogs, live	19 25	19 50
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43 1/2	0 44
Roll, per lb.	0 33 1/2	0 34 1/2
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29 1/2
Long clear bacon, small lots	0 29 1/2	0 30
Fat backs, lb.	0 29 1/2	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

### Quarter of a Cent Advance in Lard

Montreal.

**LARD.**—An advance of one quarter of a cent, per pound is made for lard. This is in keeping with a firm undertone, and the demand is heavy now. There are ample stocks and the undertone is steadily firm.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32 1/2
Pails, 20 lbs.	0 32 3/4
Bricks, 1 lb., per lb.	0 34

### Shortening Firm; None Too Plentiful

Montreal.

**SHORTENING.**—A very firm undertone surrounds the shortening market and advances are likely to be made. In the meantime the stocks in jobbers hands are none too heavy. This is partly caused by the container situation, it being difficult to procure tins. There is a good demand at full prices.

Shortening—	
Tierces, 400 lbs., per lb.	0 26 1/4
Tubs, 50 lbs.	0 26 3/4
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

### Margarine Firming, Will Be Higher

Montreal.

**MARGARINE.**—Advances are likely to be announced in the immediate future for margarine. The demand has much improved and this, and the high cost for various fats used will, jobbers think, make for a revision of prices to higher levels. In the meantime the basis is unchanged as given below.

Margarine—	
Prints, according to quality, lb.	0 30 0 32 0 34

Tubs, according to quality, lb.	0 29	0 31	0 33
---------------------------------	------	------	------

### Dairy Butter 44c; Market Rules Firm

Montreal.

**BUTTER.**—The advance of last week for creamery grade butter is followed this week by an increase for dairy make. This is selling, in prints at 44c and in tubs at 42c. The situation was changed in part at least through the action of the government in commandeering supplies, although the receipts have declined. For the comparative period of May 1 to October 5 the receipts of butter for 1918 show a decline of 58,988 packages over the same period of 1917.

Butter—	
Creamery prints (fresh made)	0 50
Creamery solids (fresh made)	0 49
Dairy prints, choice	0 44
Dairy, in tubs, choice	0 42

### Cheese Advances One to Two Cents

Montreal.

**CHEESE.**—In view of the action of the Dairy Produce Commission in offering to pay two cents per pound more for what cheese they wanted for overseas, local jobbers' prices advanced in accordance therewith one to two cents per pound. The reflection appeared on country cheese boards too. Receipts of cheese are lighter for the year to date, and from May 1 to date no fewer than 53,384 boxes were received here. The market is very firm and a firm trade is maintained in a jobbing way.

Cheese—	
Large, per lb.	0 26
Twins, per lb.	0 26 1/2
Triplets, per lb.	0 26 1/4
Stilton, per lb.	0 29 1/2
Fancy, old, cheese, per lb.	0 28 1/2

### Egg Market Firm, Sales Heavy

Montreal.

**EGGS.**—Firmness of undertone, with a decided tendency to advance is characteristic of the egg market this week. Receipts are very small when viewed in the light of demand. Consumption of stocks is steadily maintained, and if the demand keeps up a deep cut will be made in available supplies. Already there is a considerable shortage here of new laid eggs, and storage stocks on October 1 were 20,244 cases short of those held on the same date a year ago. It is expected that prices will shortly advance again.

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

### Best Poultry Firm, Poor Grades Easy

Montreal.

**POULTRY.**—The best grade of poultry is on a maintained price basis, and if the shippers continue to send in so much

unconditioned stock this will continue. During the past week more poor poultry has found its way to market than usual and this accounts for reports of a lowering price basis all around. One of the leading poultry men in Montreal stated to CANADIAN GROCER that the future market depended upon the grade of poultry shipped in, and that present high prices might be paid for some time unless the farmer fattened his birds before marketing.

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

**Fresh Pike 10½c;  
Salmon, Halibut Up**

**Montreal.**  
**FISH.**—Fresh frozen pike is easier and the price down to 10½c this week. Advances are made for B. C. salmon, flounders and halibut. The tendencies are to higher prices for several lines although the week has ruled with somewhat less change in prices than usual. Demand from the consuming trade has been active and supplies are probably in a good shape as could be expected. The demand on haddock and cod is heavy and these lines are not too plentiful, while whitefish is even scarcer. Oysters are figuring more each week in sales.

**SMOKED FISH.**

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

**SALTED AND PICKLED FISH.**

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

**SHRIMPS, LOBSTERS, OYSTERS**

Lobsters, medium and large, lb.	0 60	
Prawns, lb.	0 40	
Shrimps, lb.	0 38	
Scallops, per gallon	4 00	
<b>OYSTERS—</b>		
Ordinary, No. 1, gal.	2 75	
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	13 75	
1 gal. (wine) cans	9 60	
3 gal. (wine) cans	7 50	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	9 00	

**FRESH FROZEN SEA FISH**

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09

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

**FRESH FROZEN LAKE FISH**

Pike, lb.	0 10½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 15	0 16

**FRESH FISH**

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout		0 45
Pike	0 12	0 13
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.		0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)		0 26
Flounders	0 08	0 10
Perch		0 09
Bullheads		0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels		0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish		0 25

**Meats Steady;  
Live Hogs Lower**

**Toronto.**  
**PROVISIONS.**—The market generally on dressed meats is steady with a few slight revisions noticeable in range below. A marked scarcity of hams and backs is reported in some quarters, and in view of present heavy demands little accumulation of stocks is possible. Live hogs declined another 50c to an \$18.75 fed and watered basis this week. The run has been better for the past couple of weeks and will, it is thought, keep up fairly well.

<b>HAMS—</b>		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
<b>BACKS—</b>		
Plain	0 46	0 48
Trimmed, with rib in		0 48
Boneless, per lb.	0 50	0 52
<b>BACON—</b>		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37½	0 40
<b>Dry Salt Meats—</b>		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.		0 30
Fat backs	0 32½	0 34
<b>COOKED MEATS—</b>		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
<b>BARREL PORK—</b>		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
<b>HOGS—</b>		
Dressed, 70-100 lbs. weight	29 00	
Live, off cars	19 00	
Live, fed and watered	18 75	
Live, f.o.b.	18 00	

**Lard Selling  
Freely; Very Firm**

**Toronto.**  
**LARD.**—Orders continue to come in freely and the amount runs up to a very satisfactory total. Prices are ruling with a firm undertone but show no change for the week.

Lard, pure, tierces, 400 lbs., lb. \$0 31 \$0 32½  
In 60-lb. tubs, ¼-½c higher than tierces; pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Strength Noted  
In Shortening; Moving**

**Toronto.**  
**SHORTENING.**—The undertone to the market is very firm though no change in the price is reported. An undercurrent of uncertainty in regard to supplies is felt for the future but as yet there is no scarcity. The demand holds up well.

Shortening, tierces, 400 lbs., lb. \$0 26  
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

**Margarine Sells  
Freely; Very Firm**

**Toronto.**  
**MARGARINE.**—Sales of margarine show continued improvement although this is attributed so far to just the natural increase in the consumption. The feeling prevails, however, that sales of margarine should show a marked increase owing to the restrictions on the use of creamery butter and the results of this should be manifest in another few days. Prices to the trade show no change during the week, ranging as follows:

**Margarine—**

1-lb. prints, No. 1	\$0 32	\$0 34
Do., No. 2	0 30	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

**Butter Now On  
Higher Levels**

**Toronto.**  
**BUTTER.**—A general stiffening of butter prices is noticeable this week. Creamery prints are up to 51c to 52c per pound and creamery solids are selling at 51c. A sharp advance has been made in dairy prints, the fresh separator being quoted at 49c to 50c per pound and the No. 1 at 46c. Orders for creamery butter are being confined to storage stocks and it is expected that the demand will reach very heavy proportions.

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

**Higher Prices  
Noted on Eggs**

**Toronto.**  
**EGGS.**—Higher prices have been reached on eggs from one to two cents per dozen during the week. Production has fallen off considerably, and were it not for storage stocks available the demand could not be taken care of. The

range of prices which is now prevailing is given as follows:

Eggs—		
New-laid, in cartons, doz.	0 60	0 65
Do., extras		0 59
Do., No. 1, doz.	0 54	0 55
Storage, No. 1, doz.	0 51	0 52
Splits and No. 2, doz.	0 45	0 47

### Cheese Scarce; Prices Higher

Toronto.

**CHEESE**—Indications are that cheese is rather scarce. There is a splendid demand in evidence and dealers indicate that this is hard to take care of. Prices have advanced in line with the increase made for purchases on the dairy produce commission account. This amounted to two cents per pound and this is the change made in prices to the retail trade.

Cheese—		
New, large	0 26	0 27
Stilton (new)	0 29	0 30
Twins, 1/4 lb. higher than large cheese. Trip-lets 1/4 lb. higher than large cheese.		

### Hens, Chickens Lower; Heavy Receipts

Toronto.

**POULTRY**—A decline in buying prices on hens and spring chickens has been made. This amounts to about two cents per pound all around. Dealers indicate that good supplies are coming to hand, in fact they are having some difficulty in taking care of the heavy shipments. The demand from the trade keeps up remarkably well with prices ranging as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$ .20-\$0 15	\$ .20-\$ .
Ducklings	0 20	0 20
Turkeys	0 30	0 30
Roosters	0 18	0 18
Hens, over 4 lbs.	0 23-0 24	0 23-0 24
Hens, under 4 lbs.	0 18-0 20	0 18-0 20
Chickens, Spring, 2 lbs. or over	0 24	0 24
Squabs, dozen	4 50	4 50

Prices quoted to retail trade:

	Live	Dressed
Hens, light	0 30	0 34
Do., heavy		0 37
Chickens, spring	0 35	0 42
Ducklings	0 30	0 33
Turkeys	0 36	0 40

### Fish Coming In Freely; Trout Down

Toronto.

**FISH**—Supplies of both fresh and frozen fish show decided improvement during the week. Dealers indicate that they will have ample to meet the full requirements of the trade. A decline in fresh lake trout has taken place amounting to 1c per pound. A wide range of prices in herring is provided for from \$1.75 to \$2.75 per box. The full range of fish now available with quotations now being offered to the trade are as follows:

#### FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Do., Scrod, lb.	0 08	0 08 1/2
Flounders, lb.	0 08	0 11
Flukes		0 15
Gasereau, lb.	0 08	0 08 1/2
Halibut, medium, lb.	0 22 1/2	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large	0 21 1/2	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10 1/2	0 11

Do., Scrod, lb.	0 08	0 08 1/2
Herring, lb.	0 08	0 09
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 15	0 15 1/2
Tomcods, lb.	0 05	0 05 1/2

#### FRESH LAKE FISH

Herring, dressed, lb.	0 11	0 12 1/2
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

#### SMOKED FISH

Bloaters, 50 Count, box	2 25
Ciscoes, lb.	0 18
Haddies, box	2 50
Do., fillets, lb.	0 17
Do., Finnian, lb.	0 15
Herring, Kippered, box	1 75
Shrimps, can	1 75

#### FROZEN SEA FISH

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

#### FROZEN LAKE FISH

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

#### DRY AND PICKLED FISH

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

### Flour Moving Fairly Well

Toronto.

**FLOUR**—Milling of new wheat is proceeding satisfactorily though some delay in shipments is reported. It is indicated that comparatively little is coming lake and rail as formerly, all rail seeming to be the routing given wheat. Sales are very good and trade requirements are being met.

#### FLOUR

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

### Mill Feeds Moving Out

Toronto.

**MILL FEEDS**—Mill feeds moving into consumptive channels as quickly as available. No change in price is noted.

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

### Barley Declines; Other Items Changed

Toronto.

**CEREALS**—A decline of 50c in both pearl and pot barley has been made in some quarters this week, making price on 98's \$6.50 and \$5.00 respectively. Golden cornmeal is at \$5.50 and pearl hominy, 98's at \$6.00. Other lines are unchanged and full range of quotations follows:

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	6 50	7 00
Barley, pot, 98s	5 00	6 00
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 50	6 50
Do., fancy yellow, 98s	5 00	5 40
Corn flour, white, bbl.	11 00	11 15
Do., Government standard, bbl.	10 00	10 15
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 00	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	5 80	6 50
Potato Flour, lb.		0 18
Oat Flour		6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 25	7 75
Peas, split	8 50	9 00
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

### SUGAR PRICES IN OTHER LANDS

The total sugar consumption in the United States for the fiscal year 1917-18 was 8,218,582,000 pounds. In Great Britain the total consumption for 1916 amounted to 3,131,198,000 pounds. In France for the same period it was 1,141,242,000 pounds; in Italy, 553,906,000 pounds; while in Canada for the year ending March 31, 1917, the total amount of sugar consumed was 704,400,000 pounds.

The wholesale cost of sugar per 100 pounds on May 1st was \$8.07 in Canada, \$12.59 in England, \$12.28 in France, and \$26.30 in Italy, as compared with \$7.30 in the U. S. The average wholesale cost per 100 pounds in the allied countries was \$12.52 1/4; so that if the United States had paid the same price for sugar as that paid by the allied countries, our national sugar bill would have been increased by \$429,419,864.50.

In Sweden sugar is now selling at 14 cents a pound, Spain at 19 cents, Brazil at 25 cents, Portugal at 21.4 cents, and India at 14 cents.

### UNITED STATES SETS LIMIT OF PROFIT ON POULTRY AND EGGS

The United States Food Administration has set a very definite limit of profit in eggs and poultry; the limitations are as follows:

"On sales by original packers and storers to wholesale dealers not more than 6 per cent.; to jobbers or suppliers of hotels and institutions, not more than 10 per cent.; to retailers in original packages at market, not more than 11 per cent.; on eggs candled after removal from storage, not more than 16 per cent.; to hotels and institutions on eggs candled after removal from cold storage, not more than 10 per cent."

With reference to candled eggs the ruling is: "In selling candled eggs the actual net candling loss may be included in the cost, but the expense of labor and materials in candling and all repacking expenses cannot be so included."

"On storage poultry on sales by original packers to wholesalers not more than 6 per cent. profit; to jobbers or suppliers of hotels, etc., not more than 11 per cent. profit; and to retailers not more than 16 per cent. profit."



## Have No Hesitation

in choosing

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

**SMITH  
AND  
PROCTOR**

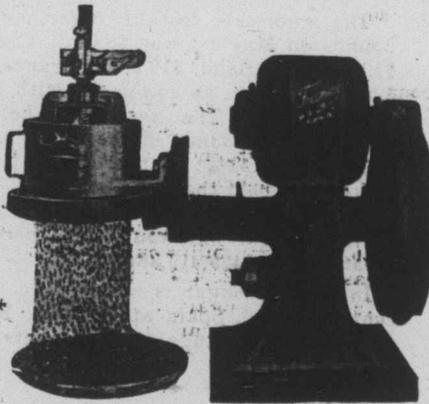
SOLE PACKERS

Halifax · N.S.

SMITH & PROCTOR · HALIFAX, N.S.

## WIN THE WAR By Saving Everything

*How About Your Scrap Bone?*



Don't kick at the high price of eggs. It's not her fault; feed her **Ground Bone** and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

**The W. A. Freeman Co., Limited**  
HAMILTON, ONT.

TORONTO—114 York Street, near King  
MONTREAL—16 Notre Dame St. E. Uptown 8547



*A Real  
Egg Substitute*

# RELEG

Pronounce "REAL EGG".

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

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

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

Once used always used.

Just Order Some and Try it for Yourself

**RELEG COMPANY, Regd.**  
34 King Street, Quebec, Canada

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

# Furnivall's

FINE  
FRUIT  
PURE JAM

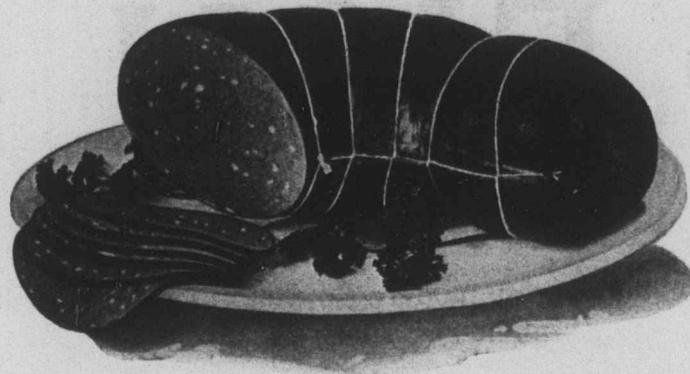
AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited, St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren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

Factors which have made Furnivall's the favorite jams of critical people are the using of fresh-gathered, sun-ripened fruits of perfect quality, the use of pure cane sugar and the sanitary and hygienic factory conditions.

Housewives prefer Furnivall's and come back for it after a first purchase.

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

Canada Food Board License No. 14-167



***Here's a popular line for the Present Season  
—a product that EVERYBODY likes!***

**M**AKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

*Davies Quality Bologna* is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna*—*Davies "Lakeside" Bologna*—*Davies Belforts*—*Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

**THE WILLIAM DAVIES COMPANY LIMITED**

**MONTREAL**

**TORONTO**

**HAMILTON**

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

**Fresh  
Smoked  
Dried**

# FISH

**Frozen  
Pickled  
Salted**

**The trade, only, supplied**

We operate the largest modern cold storage and fish handling plant in Eastern Canada.

## Leonard Fisheries Limited

Successors to Leonard Bros., Matthews & Scott, A. Wilson & Son

**Producers, Packers, Distributors**

**Branches:**

Port Hawkesbury, N.S.  
Queensport, N.S.  
Canso, N.S.  
Halifax, N.S.

**Steam Trawler Owners**

**HEAD OFFICE:**

### MONTREAL

**Branches:**

Eastern Harbour, N.S.  
North Sydney, N.S.  
Grand River, Que.  
St. John, N.B.

*Canada Food Board Licenses 1-018-19-20-21-22-23-24-25-26-1153*

## \$1 FOR A MAN

*Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.*

**W**HAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

**CANADIAN GROCER WANT ADS.**

153 UNIVERSITY AVENUE, TORONTO

# H.P. SAUCE

**Sells by Merit**

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which makes its sales progressive.

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



## P. E. I. PRODUCE

We solicit your enquiries for

- POTATOES
- FULL COOKED DINNERS
- SEED POTATOES
- P. E. I. CLAMS

**Carvell Bros.**

Wholesale Grocers and Produce Merchants  
 CHARLOTTETOWN - - P. E. I.

## OYSTERS AND FISH

Get in touch with me for

- XXX Oysters
- Smelts
- Frozen Herring
- Frozen Mackerel

Fish is the food of the moment.

**EMILE PATUREL**

SHEDIAC, N.B.

License No. 1-748.

## 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

**DONALD H. BAIN CO.**

AGENTS FOR THE CANADIAN NORTH-WEST

We always have a few carloads of  
 2's and 2 1/2's

## CANNING SHOOKS

ON HAND

Write or wire for prices.

**W. C. Edwards & Co., Limited**

OTTAWA, ONTARIO

# 20% RICE FLOUR

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

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

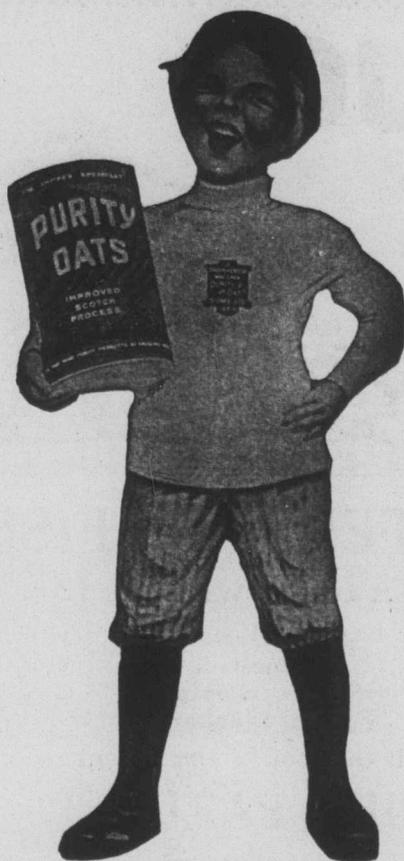
Agents:

D. W. ROSS CO., MONTREAL

Mills at:

MONTREAL AND VICTORIA

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



The Purity Kid.

## Using Oats To Save Flour

is no hardship for the housewife or any of the family. Purity Oats are high in food value, reasonable in cost, and dependable in the baking.

# PURITY OATS

should not be confused with ordinary rolled oats. PURITY OATS are carefully milled from the world famous Alberta Oats—the finest in flavor and richest in nutriment.

As a substitute for wheat flour or for porridge, PURITY OATS deserve the grocers' strongest recommendation.

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

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

## WETHEY'S

### Mince Meats

(both Condensed and Bulk)

always lead



*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128

## The VINEGAR SEASON

IS ON

We make all strengths  
in both Spirit and Cider

*Write us for prices.*

**Taylor & Pringle Co., Ltd.**  
Owen Sound, Ont.

Canada Food Board License No. 14-153

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

# KING GEORGE'S NAVY

CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

## 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



Keep *Sani-Flush* before the eyes of your customers. Many of them have been convinced by the manufacturer's advertising that they need

## *Sani-Flush*

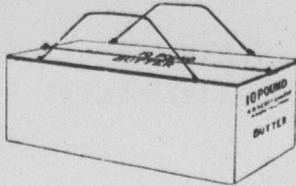
They will buy it as soon as you let them know you handle it.

**Harold F. Ritchie & Co., Limited**  
10-12 McCaul Street, Toronto, Ont.

MR. GROCER

# Here's a Butter Box

with a real idea  
back of it!



Convenient — Collapsible—  
Secure. Just such a con-  
tainer as farmers, motor-  
ists and visitors to the  
country will thoroughly ap-  
prove of.  
Can be had in the following  
sizes: 3, 5, 10, 20, 30 and  
45 lb. sizes.  
You can win good extra  
business and extra profits  
by showing a little display  
of these Butter Boxes in  
your store.

Write for quotations.

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



## "McCASKEY" Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

**McCaskey Systems**  
Limited

245 Carlaw Ave., - Toronto



## Oakey's "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

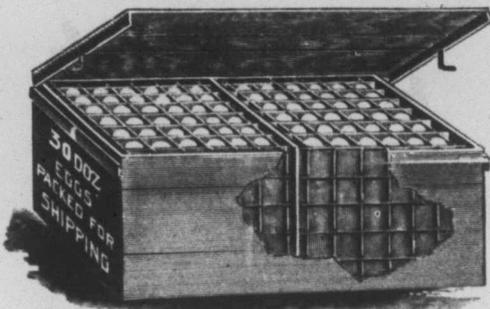
Manufacturers of Emery Cloth,  
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

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

## THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and  
extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65  
PER INCH PER YEAR

### BAKING POWDER

#### ROYAL BAKING POWDER

Size	Less than 10-case lots	Per doz.
Dime	\$ 1 15	
4-oz.	1 65	
6-oz.	2 45	
8-oz.	3 10	
12-oz.	4 65	
16-oz.	5 90	
2 1/2-lb.	14 60	
5-lb.	27 85	

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

### JAMS

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

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

### DOMINION CANNERS, LTD.

#### CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

### BAKED BEANS WITH PORK

Brands—Canada First, Simcoe,  
Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Chili Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's 1/2 doz. per case: Chili and Tomato Sauce, for hotel and restaurant use (grs.) \$12: plain, \$10.	

### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68

5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

### BLUE

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

### COCOA AND CHOCOLATE

#### THE COWAN CO., LTD.

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

#### (Unsweetened Chocolate)

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

### SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

### CHOCOLATE CONFECTIONS

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

### 6c. LINES

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

### 10c LINES

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

# National Efficiency

**Will get a big boost when every grocer learns to run his business so as to get every cent of legitimate profit out of it.**

The man who gives away goods in overweight, or loses time and often money, too, in making intricate price calculations is not heading towards efficiency.

The man who uses a Dayton Automatic Scale is building his business on a solid rock. He's safeguarding it at the vital point—just where his goods are turned into money.

He is using a machine of wonderful construction—the finest piece of machinery ever built or used for weighing purposes. Its weighing is perfect to a hairs-weight. Its price calculations are immediate and accurate to a fraction. The public have come to know these things just as well as you or we do—that's why

## Dayton Automatic Scales



are always trade magnets. They show that the owner is up-to-date, that he's honest and he's willing to prove it by using a scale that is absolutely fair to buyer and seller alike. The public not only want a square deal but they want to see that they are getting it.

### This Illustration Shows

Dayton Computing Candy and Spice Scale No. 167. It computes to full capacity, 5 lbs. Range of prices, 10c to \$1 per lb. Standard finishes: Turquoise, Blue or Gold. Nickel finish extra. Agate bearings. Scoop or Glass Platform. Equipped with rubber feet for glass show case use. Made entirely in Canada.

Let us send you—now—a copy of our latest Illustrated Catalogue showing the many Daytons awaiting your choice. There is certainly one for your business.

## DAYTON AUTOMATIC SCALES

ROYCE AND CAMPBELL AVENUES

TORONTO, ONTARIO

FRANK E MUTTON, Vice-President and General Manager

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

## A Vegetable Garden the Year round



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

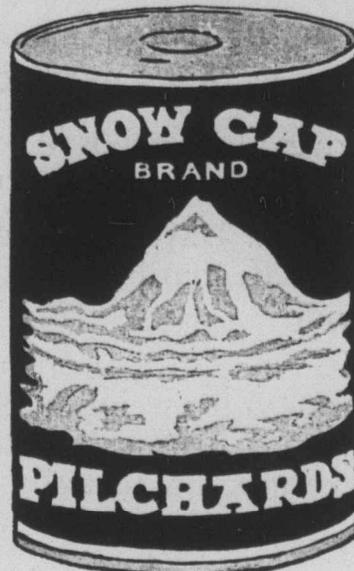
This will be a big seller in your town as soon as the fresh vegetables are done. It has the same flavor as fresh picked garden vegetables — but there is no waste.

Ask your iobber for Chilliwack Brand.

**CHILLIWACK EVAPORATING  
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

## Salmon Commandeered



**SNOW CAP  
BRAND  
PILCHARDS**

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

*They are More of a Dainty Than Tuna Fish*

**“Snow Cap”**

is Hand Packed by

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

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

## “PRIMROSE”

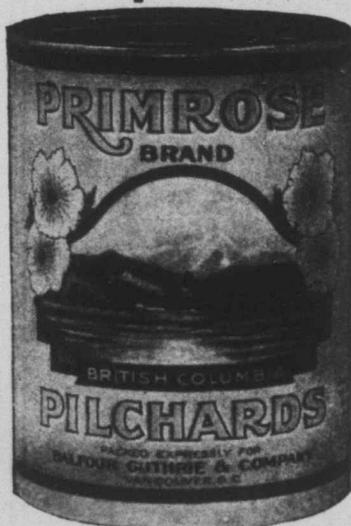
**PILCHARDS**

*Strictly Prime Quality*

**Ocean Caught**

**Packed Only By Hand**

Rich in flavor, and high in food value.



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

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

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

## THE GROCER

handling

**COPELAND'S**



Diamond C Brands

**Corn Flour and Corn Meal**

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

Milled from the highest grade American Corn.

**G. COPELAND & SONS**

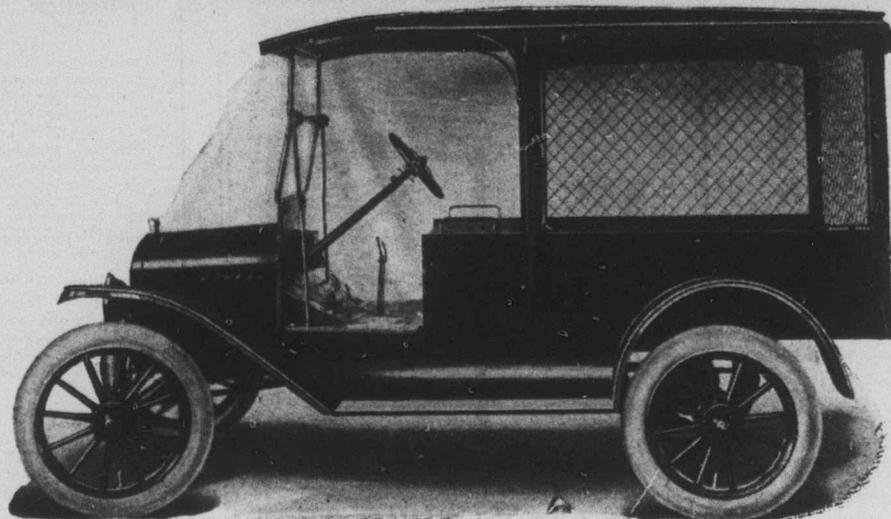
MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

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

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

# Put the Right Kind of Body On Your Motor Delivery Chassis



This Style with Rear Screen—\$143.00

Four Standard Styles of Bodies Interchangeable on Same Base Unit Body

## Have Some Style About Your Delivery

Poor Delivery Service loses more  
Trade than any other single fault  
in the average storekeeper's system

Perhaps you have long pondered the question: "How can I improve my delivery?" Here's the answer: Put a Babcock body on the chassis of your motor car.

# *Babcock Commercial Bodies*

are very handsome in appearance, are constructed of steel skeleton framework, rendering them *rigid, strong and durable*. If there is no agent representing us in your town, please write us direct for prices and particulars. Babcock bodies are easy to put on—no expert assistance required. Parts all fit perfectly by actual test before shipping.

**WRITE TO-DAY—YOU GET OUR REPLY TO-MORROW.**

*Illustrated Literature on Request*

**CARRIAGE FACTORIES, LTD.**

HEAD OFFICES:  
Excelsior Life Building, Toronto

SALES OFFICES:  
Montreal, Toronto, Winnipeg

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

# Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

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

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

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

**X-X-X**  
**PHOSPHATE CREAM TARTAR**  
Formerly only sold in Bulk,  
NOW offered to the Grocery  
Trade in Five and Ten Pound  
Cartons.

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



Order from your Wholesaler,  
or direct from

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

# Apples

Let us look after your requirements. We handle the Famous

**GEORGIAN BAY**  
**BRAND APPLES**

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

We invite correspondence.

**LEMON BROS.**  
OWEN SOUND, ONTARIO

# Serious Shortage of Hydro Power in Ontario

THROUGH a sudden reduction of power delivered under the Hydro-Electric system last week industry was heavily handicapped, and as a result manufacturers and domestic consumers in Toronto and other centres are making strenuous protest. The outlook is that the situation may become even worse as the autumnal load increases, and winter difficulties have to be faced. What is being done in the interests of better hydro-service, and what must be done quickly, are subjects treated in a vigorous article on the matter in THE FINANCIAL POST, dated Oct. 5th. Send for a copy.

### Shell Industry Will Keep Up

THE POST also tells in a strong, concise article reasons why the Canadian shell-making industry may be expected to keep up to full earning power for a considerable time yet, though war news is so much better of late. This is an encouraging article. Read it in THE FINANCIAL POST dated Oct. 5th. Send for a copy.

### Sulphur Queen a German Canadian

FRIEDA FRASCH was her name. She owns the Louisiana Sulphur Mines which her father developed, and which furnish the world's supply of sulphur. Her dad was Saxon, not Prussian, and had a heart as well as business ability. Now she is Mrs. —, but read the fascinating story of the sulphur industry and its wealth in THE FINANCIAL POST for Oct. 5th. Send for a copy.

### Other Contents of This Issue

ONLY a few leading items in the contents list of THE POST for Oct. 5th are mentioned here, but every item in THE POST is well worth your attention. Pick out your interests amongst these subjects. They are all in the Oct. 5th issue of THE POST. Send for a copy.

Developments Follow Fast in Paper Industry.

Regulations re Butter and Grain Agitate West.

Operating Costs Are Depressing Railway Profits.

Root Evil of Farm Loan is Emphasized. The Problems of East and West—National Policy.

Butter Supply Commandeered. Railway Boards' Strange Attitude as to Dividends.

Steps Taken to Insure Increase of 'Phone Rates.

How National Efficiency is Being Sapped. Strict Economy to Save Fuel Supply.

News of Canadian Securities—Latest Facts. Germany's Developing Financial Difficulties.

New Bond System Will Mean Work for the Banks.

National Cheque Collecting System Advocated.

Hamilton Will Have Large Size Overdraft. As mentioned, these items are only a few out of many valuable and interesting subjects clearly and concisely dealt with in THE FINANCIAL POST dated October 5th. Send for a copy.

The MacLean Publishing Co.,  
153 University Ave., Toronto.

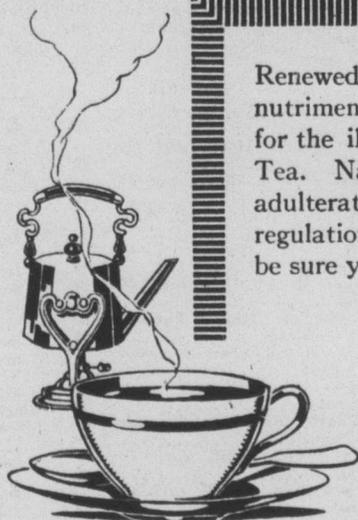
Send me a sample copy of THE FINANCIAL POST. I am interested in.....

Name .....

Address .....

C.G. 10A

# 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

The growth of the demand for Japan Tea is not due entirely to the aggressive way in which we advertise it to the consumer, but rather to a combination of such publicity and its own superior quality.

First users of Japan Tea invariably become regular users. Suggest it to your particular customers.



## Every woman is a Klim prospect

Practically every woman who will come into your store to-morrow will use Klim if you recommend it. Klim reduces milk bills, assists in cutting the H. C. of L., and makes war-time foods more palatable and nutritious. Klim is welcomed wherever its value is known—pasteurized separated milk in powder form—fresh and sweet at all times, convenient, economical.

Klim is genuine—the flavor proves it.

### Canadian Milk Products Ltd.

Toronto Montreal

Also stocked by

W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton, Regina, and Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

## Do you need a good man?

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

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

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

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

Send along your ad. to-day.

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

#### CALIFORNIA FRUIT CANNERS ASSOCIATION

##### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

##### YUBA BRAND

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

##### BORDEN MILK CO., LTD., CONDENSED MILK

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

##### EVAPORATED MILK

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

##### CONDENSED COFFEE

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

##### CARNATION MILK PRODUCTS CO., LTD.

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

##### EVAPORATED MILK

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

##### W. CLARK, LIMITED, MONTREAL.

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

Cooked Tripe—1s, \$2.45; 2s, \$4.45.  
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.  
Stewed Kidney—1s, \$4.45; 2s, \$8.95.  
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.  
Sausage Meat—1s, \$4, 2s, \$7.75.  
Corn Beef Hash — ½s, \$1.95; 1s, \$3.70; 2s, \$5.45.  
Beef Steak and Onions—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.  
Jellied Hocks—2s, \$9.95; 6s, \$29.80; Irish Stew—1s, \$3.45; 2s, \$6.75.  
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.  
Boneless Chicken — ½s, \$5.90; 1s, \$8.95.  
Boneless Turkey — ½s, \$5.90; 1s, \$8.95.  
Ox Tongue—½s, \$3.85; 1s, \$7.95; 1½s, \$12.45; 2s, \$15.95; 2½s, \$17.50; 3½s, \$27; 6s, \$45.  
Lunch Tongue—½s, \$3.45; 1s, \$6.75; 2s, \$15.50.  
Tongue Lunch—1s, \$6.75.  
Beef Suet—1s, \$4.90; 2s, \$8.50.  
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.  
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.  
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.  
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.  
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.35; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$12.50.  
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, flats, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.  
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.  
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.  
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.  
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.  
Canadian Bollied Dinner—1s, \$2.45; 2s, \$5.95.  
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.  
Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.60; 2s, \$4.30.  
Tongue, Ham and Veal Pates—½s, \$2.25.  
Ham and Veal Pates—½s, \$2.25.  
Smoked Vienna Style Sausage—½s, \$2.45.  
Pate De Foie—½s, 75c; ½s, \$1.40.  
Plum Pudding—½s, \$2.45.  
Potted Beef Ham—½s, 75c; ½s, \$1.40.  
Beef—½s, 75c; ½s, \$1.40.  
Potted Tongue—½s, 75c; ½s, \$1.40.  
Potted Game (Venison)—½s, 75c.  
Potted Veal—½s, 75c; ½s, \$1.40.  
Potted Meats (Assorted)—½s, 80c; ½s, \$1.45.  
Devilled Beef Ham—½s, 75c; ½s, \$1.40.  
Beef—½s, 75c; ½s, \$1.40.  
Devilled Tongue—½s, 75c; ½s, \$1.40.  
Veal—½s, 75c; ½s, \$1.40.  
Devilled Meats (Assorted)—½s, 80c; ½s, \$1.45.

##### In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.  
Ox Tongue — 1½s, \$14.50; 2s, \$17.50.  
Lunch Tongue—1s, \$9.95.  
Sliced Smoked Beef—½s, \$1.75; ½s, \$2.85; 1s, \$4.15.  
Mince-meat—1s, \$3.45.  
Potted Chicken—½s, \$2.35.  
Ham—½s, \$2.35.  
Tongue—½s, \$2.35.  
Venison—½s, \$2.35.  
Chicken Breast—½s, \$9.95.  
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.  
Peanut Butter—½s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 83c; 12s, 31c; 24s, 30c; 50s, 30c.

**ALL VARIETIES  
FALL AND WINTER  
APPLES**

ONTARIO AND NOVA SCOTIA PACK  
IN BARRELS AND BOXES  
B.C. and WASHINGTON EXTRA FANCY  
STOCK IN BOXES  
TOKAY GRAPES, HOWELL PEARS,  
CAPE COD CRANBERRIES,  
FLORIDA GRAPE FRUIT,  
VALENCIA ORANGES,  
BANANAS,  
CALIFORNIA LEMONS

**DOMESTIC VEGETABLES**

POTATOES, ONIONS, CARROTS, BEETS,  
TURNIPS, PARSNIPS, CABBAGE,  
IN CARLOADS OR LESS.  
GET IN TOUCH WITH US FOR PRICES.

**DUNCANS LIMITED  
NORTH BAY, ONT.**

Canada Food Control License No. 151  
Branches: SUDBURY, COBALT, TIMMINS.

WE SPECIALIZE IN

**Fancy Boxed Apples**

HAVING FOR NEXT WEEK'S  
OFFERING

4 cars of Jonathans, 1 car McIntosh  
Reds. All high-grade quality and mar-  
ketable sizes.

Car California Grapefruit.  
Car Barreled Cranberries (firm stock).  
Car Winter Nelles.

**Good stock** of Yellow Danvers, 75-lb.  
and 100-lb. sacks; dry, clean stock.  
We consider onions a good buy at the  
present prices, so advise stocking up.  
We carry all other staple lines, etc.

**If any potatoes to offer, communicate  
with us at once.**

Canadian Food Control License No. 3-027 and 3-028

**McBRIDE BROS.  
Toronto**

**OCEAN  
BLUE**

gives the right kind of "service."

It pleases buyer and seller alike.

Order from your Wholesaler.

**HARGREAVES BROS. & CO.**

WESTERN AGENTS:—For Manito-  
ba, Saskatchewan and Alberta.—W. L.  
W. L. Mackenzie & Co.,  
Ltd., Winnipeg, Re-  
gina, Saskatoon,  
Calgary and  
Edmonton. For  
British Colum-  
bia and Yukon,  
—Creeden &  
Avory, Rooms 5  
and 6, Jones  
Block, 67 Hast-  
ings Street W.,  
Vancouver, B.C.



**Fresh Arrivals  
This Week**

1 Car Extra Fancy Florida  
Grape Fruit, all sizes  
(Price much lower than oranges)

1 Car Fancy Cape Cod Cranberries

1 Car Fancy British Columbia Apples  
McIntosh Reds, in boxes, all sizes

1 Car Extra Fancy Jersey  
Sweet Potatoes, in hampers

Bananas, Oranges, Lemons  
and all other kinds Foreign  
and Domestic Fruits.

*The House of Quality.*

**HUGH WALKER & SON**

Established 1861

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.



## Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the  
Watford Mfg. Co. Ltd., Delectaland, Watford, England.

409

## When in need of Wrapping Paper Twines & Cordage

# Brooms Brushes Baskets

## Grocers' Sundries

### Walter Woods & Co.

Hamilton and Winnipeg

## INDEX TO ADVERTISERS

<b>A</b>		<b>L</b>	
American Pad & Textile Co...	8	Lambe, W. G. ....	15
<b>B</b>		Leon Bros. ....	56
Babbitts (Wm. H. Dunn Co.)	9	Leonard Fisheries Ltd. ....	48
Baker, Walter & Co. ....	15	Little Bros., Ltd. ....	14
Bain, Donald H., Co. ....	13	Loggie, Sons & Co. ....	15
Bodley, C. J. ....	4	<b>M</b>	
Borden Milk Co. ....	1	Malcolm Condensing Co. ....	23
Box #00 ....	9	Maclure, A. M., & Co. ....	13
Bewes Co., Ltd. ....	2	Mackay Co., Ltd., John ....	16
Bowser & Co., S. F. ....	9	MacLeod & Co., D. J. ....	13
Buffalo Specialty Co. ....	8	Maclure & Langley ....	15
<b>C</b>		Magor, Son & Co., Ltd. ....	24
Canada Maple Exchange ....	11	Mann, C. A., & Co. ....	63
Canadian Milk Products Co...	58	Maritime Fish Corp. ....	19
Carriage Factories, Ltd. ....	55	Marsh Grape Juice Co. ....	16
Carvell Bros. ....	49	Marshall, H. D. ....	16
Canada Nut Co. ....	14	McBride Bros. ....	61
Channell Chemical Co., Ltd. ....		Miller Bros. Co. ....	52
Inside front cover		Mathieu, J. L. ....	17
Clark, W., Ltd. ....	7	Midland Vinegar ....	49
Connors Bros. ....	22	Mount Royal Milling Co. ....	49
Copeland & Sons, G. ....	54	Macdonald & Co., W. L. ....	14
Chilliwack Evaporating & Packing Co. ....	54	McCaskey Systems ....	52
Cockburn Co., F. D. ....	13	McCart, W. J. ....	17
Climax Baler ....	64	<b>N</b>	
Connecticut Oyster Co. ....		Nagle Mercantile Co. ....	64
Front and Back Covers		National Licorice Co. ....	51
Church & Dwight ....	9	Nelson, C. J. ....	14
<b>D</b>		Nutrient Food Co. ....	63
Davis & Sons, S. ....	4	Nootka Canning Co. ....	54
Davies, Wm., Co. ....	47	Nagle & Co., N. (Volpeek)...	64
Duncans, Ltd. ....	61	<b>O</b>	
Dayton Scale Co. ....	53	Oakeys, John, & Son, Ltd. ....	52
Defiance Packing Co. ....	54	Oury Millar Co. ....	60
Dole Bros., Ltd. ....	49	<b>P</b>	
Dominion Salt Co. ....	18	Patrick, W. G., & Co. ....	15
Dominion Cannery ....	2	Paturel, Emil ....	49
<b>E</b>		Pennock, H. P., & Co., Ltd. ....	12
Eckhardt, H. P., & Co. ....	59	Perry, H. L., & Co. ....	12
Edwards, W. C. ....	49	Pullan, E. ....	63
Ei Roi-Tan, Ltd. ....	11	<b>R</b>	
Elliott, W. F. ....	15	Releg Co., Ltd. ....	46
Escott, W. H., Co. ....	12	Rock City Tobacco Co. ....	51
Eddy, E. B., Co. ....	5	Rose & Laflamme, Ltd. ....	16
Estabrooks, Ltd., T. H. ....	23	<b>S</b>	
<b>F</b>		Sarnia Barrel Works ....	63
Freeman & Sheely ....	16	Scott-Bathgate Co., Ltd. ....	12
Freeman, The W. A., Co. ....	46	Shaw & Ellis ....	18
Furnivall-New, Ltd. ....	46	Spratts, Limited ....	8
Fugita Co. ....	Inside Front Cover	Schofield & Beer ....	16
<b>G</b>		Stevens-Hepner Co. ....	60
Gaetz & Co. ....	16	Scott, A. B., Ltd. ....	52
Genest, J. R. ....	16	Smith & Son, E. D. ....	10
Gillespie Co., The Robt. ....	14	Smith & Proctor ....	46
Grant, C. H. ....	13	<b>T</b>	
Griffin & Skelly ....	11	Taylor & Pringle ....	50
<b>H</b>		Tobin, J., & Son ....	14
Hargraves, Canada, Ltd. ....	61	Toronto Salt Works ....	63
Hart, C. B., Reg. ....	16	Trent Mfg. Co. ....	63
Hatton Co., Ltd., D. ....	20	Thompson, E. B. ....	63
Hygienic Products Co. ....	51	Turton, J. E. ....	16
Hillock & Co., John ....	18	Toronto Pottery Co. ....	63
<b>I</b>		<b>V</b>	
Imperial Rice Milling Co. ....	8	Vogans, Ltd. ....	63
Imperial Oil Co. ....	Inside Back Cover	<b>W</b>	
Ingersoll Packing Co. ....	24	Wagstaffe, Ltd. ....	6
<b>J</b>		Walker, Hugh, & Son ....	61
James & Co. ....	3	Watford Mfg. Co. ....	62
Japan Tea Co. ....	57	Watson & Truesdale ....	13
Jones Packing & Provision Co. ....	56	Wethey, J. H., & Co. ....	50
Jones, C. & J. ....	13	White & Co. ....	21
Jeffress Co., Ltd., E. W. ....	17	Williams Storage Co. ....	13
<b>K</b>		Woods, Walter, & Co. ....	62
Kavanagh Co. ....	63	Western Canada Flour Mills Co. ....	50

# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



**Overseas  
CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**



**JARS AND  
BUTTER CROCKS**

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

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

## BARRELS

(The best shipping package.)  
We make them all sizes and for all pur-  
poses. For Apples, green or dry; Cereals,  
Crackers, Bottles, Candy, Spices, Hard-  
ware, Meat, etc.

Get our prices.  
**THE SARNIA BARREL WORKS, SARNIA, ONT.**

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

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

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

### MARKET BRIEFS

Elimination of all containers  
smaller than 2½s for packing mol-  
lasses is reported from the United  
States.. That leaves 2½s, 5s and  
10s, and will throw bulk of trade  
here on to the 2½ size.. The move-  
ment towards standardization of  
sizes is generally welcomed among  
the trade, as feeling existed that  
continued new sizes being placed  
on the market were more harmful  
than otherwise.. It meant too big  
an investment to carry full range  
of sizes.

\* \* \*

The United States Government  
in announcing that they would take  
all the prunes, sizes 40s to 90s  
inclusive, virtually sealed the doom  
of the Canadian trade as far as this  
commodity is concerned.. A fair  
stock of old crop prunes is avail-  
able, but the trade is resigned to  
the fact that no new crop will be  
forthcoming.

Sales of raisins have been very  
heavy, and growers have finally  
withdrawn from the market. Rec-  
ent rains have hit the raisin belt  
but extent of damage, if any, is  
not yet known.

\* \* \*

The first arrivals of Florida  
grape fruit are reported, and prices  
ruling show a high level. Barrel  
apples are offered in a wide variety  
and at stiff prices.. Box apples  
from coast points are arriving  
in fairly liberal quantities, but  
prices are high, costing almost as  
much now as they sold for last  
year.

### MINCEMEAT

Write, wire or telephone for quota-  
tions for prompt or fall delivery.

**E. B. THOMPSON**  
20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-INCH CUSHION FILLERS  
CORRUGATED FLATS

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

## CHOCOLATTA

contains chocolate, milk and sugar in pow-  
dered form.

Makes a delicious drink served hot or cold.  
Suggest it to your customers for Home  
and Overseas.

**NUTRIENT FOOD CO., TORONTO**

### DRING SAUSAGE

Montreal and Quebec Province Grocers, atten-  
tion—We are the only manufacturer of this  
most delicious sausage. We deliver in lots of  
5 lbs. or more, to all Montreal Grocers and  
Butchers.

**KAVANAGH PROVISION CO.**

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980  
Canada Food Board License No. 9-980

## SUGAR BAGS

With or Without Liners

**E. Pullan, Toronto**

## GROCERS & BUTCHERS

Buy the Best

**FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER**

**C. A. MANN & CO.**

LONDON, Ontario

"Canada Food Board License No. 7-078"

These one-inch spaces  
only \$1.25 per insertion  
if used each issue in the  
year.

# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

**DEAD STOCK OF PATENT MEDICINES,** drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

**SALESMAN WOULD LIKE HIGH GRADE** lines for Quebec city and district. Address, Box 66, St. Rochs, Quebec.

**EXPERIENCED GROCERY CLERK WANTED** for general store in Saskatchewan. State salary and experience in first letter. Matthewson Bros., Strassburg, Sask.

**WANTED—FIFTY-GALLON BOWSER OIL** tank. State lowest cash price. Box 758, Lindsay, Ontario.

**AN EXPERIENCED MAN TO TAKE CARE** of horse and do delivering and outside work around General Store and to fill in time in store. Apply with reference, stating experience and salary expected. Lewis Bros., Richmond, Ont.

**AGENCY WANTED FOR QUEBEC.** SALARY or commission. First-class references. Write A. S., 164 Desfranciscains, Quebec.

**THOSE OVERDUE ACCOUNTS CAN BE COLLECTED IF YOU** use "Walker Collection Letters." One collection resulting from their use will pay your cost many times over. \$2.00 with order. Canadian Credit Indemnity Co., Box 444, Canadian Grocer.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

## FOR SALE

**CASH GROCERY BUSINESS AVERAGING** \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

**FOR SALE—GROCERY AND MEAT BUSINESS** in Western Ontario City, centrally situated. Established over thirty-five years ago; both country and city trade, turnover about \$20,000 yearly. Stock about \$2,000. Ill health reason for selling; must go south for winter. Apply Box 442, Canadian Grocer, Toronto.

**FOR SALE—SPLENDID GROCERY STOCK.** Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

**GENERAL STORE, ALL LINES, GROCERIES** stock \$4,000; dry goods \$7,000. Turnover in 1917 over \$15,000; 1918 over \$17,000. Reasonable rent for buildings. Stock was bought with intention of staying in business, but purchaser been raised from Category E to A2. Immediate sale. Cash preferred. Apply Mrs. D. E. Munro, Auburn, Ontario.

**FOR SALE—GENERAL COUNTRY STORE IN** best mixed farming district in Alberta, post office attached, on Canadian Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3,500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

### AGENCIES WANTED.

**I AM PREPARED TO REPRESENT AN ESTABLISHED** manufacturer, in Toronto and district, on commission. Will consider only good lines, but can satisfactorily further your interests here. Box 446, Canadian Grocer, Toronto.



## PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

## Cash in on Your Book Debts

Get that which is rightfully yours.

**WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY** if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

**The Nagle Mercantile Agency**  
Westmount (Montreal) Que.

**FIRST AID IN THE KITCHEN +**

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

**H. NAGLE & CO., BOX 2024, MONTREAL.**

# VOL-PEEK

## DUST vs. GOODWILL

**D**UST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

### STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

An ordinary floor sprayer may be used in applying Standard Floor Dressing.

**IMPERIAL OIL LIMITED**

BRANCHES IN ALL CITIES



Please Post Conspicuously

## DEPARTMENT OF COMMERCE

U. S. BUREAU OF FISHERIERS

WASHINGTON

# WHY YOU SHOULD EAT OYSTERS

The Oyster Production of the United States is the Greatest in the World. It can be Made Much Greater because vast areas of unproductive bottom can be made productive by Oyster Culture.

The Purity of oysters placed on the market is now More Assured by United States and State Inspection and the co-operation of the large producers.

Don't be afraid of Green Gilled Oysters. The gray-green color, which is of vegetable origin and derived from their food, forms a deep fringe within the open edge of the oyster. Such oysters are Often the Best and in France are prized above all others.

## Therefore Eat Oysters

It is A Duty to utilize this vast food resource as far as possible and save other foods of which there is a dearth.

It is also A Pleasure to use the oyster which in other countries than ours is a luxury rather than a common food.

It is not one of the cheap foods when measured by the cost of its useful constituents, but is valuable as an Appetizing Variant of the Diet. A reasonable variety of food is necessary to the health of a civilized people.

The oyster is Without Waste, Digestible, Wholesome, and Delicious, and it may be Prepared in Many Ways. If you wish to know how, Write for a Cook Book, to

## CONNECTICUT OYSTER CO., LIMITED

*Canada's Oyster House*

50 Jarvis Street

Toronto, Canada