

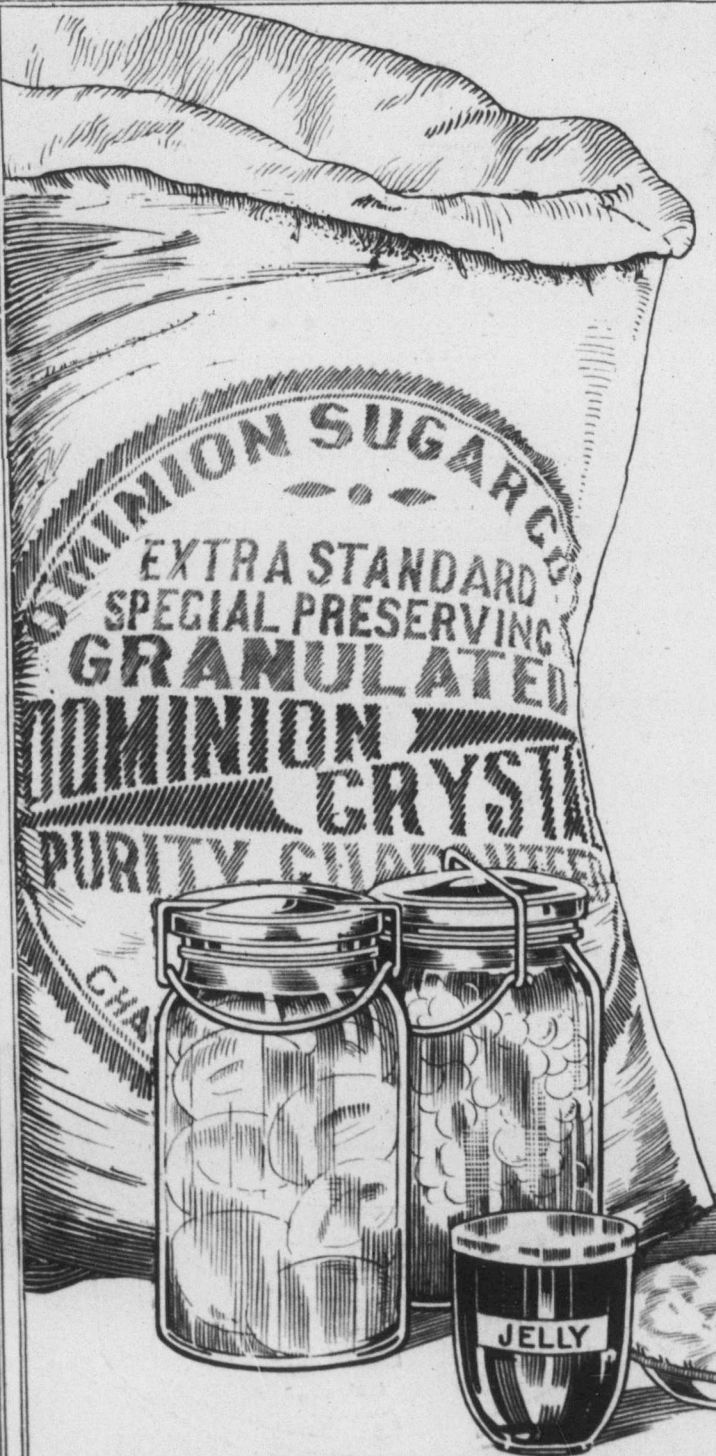
CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, OCTOBER 17, 1919

No. 42



DOMINION CRYSTAL SUGAR

THE sugar that is always uniform in quality and in granulation. The kind that makes jellies "Jell." The kind that adds richness of flavor to preserved fruits. Dissolving quickly, it releases its concentrated sweetness into such acid fruits as strawberries, raspberries, apples, grapes and currants.

More and more people are asking for it, as our advertising makes its merit known to women. They find it gives unfailing satisfaction in preserving, in baking and for table use. That is why the grocers of Canada find it to their advantage to feature this brand.

The
Dominion Sugar Co., Limited
HEAD OFFICE - CHATHAM

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



Four More Blue Seal Products To help you build a bigger business

Camembert Cheese is delicious in all cheese recipes, with macaroni and for potatoes au gratin. Upholds the Blue Seal reputation.

Antipasto is a brand new product made with Tuna fish, pickles and Truffle in Italian oil sauce. Delicious for salads.

Cream Cheese. Not the ordinary kind, but with a delicacy and flavor which is distinctive. Your customers will like it.

Pimento Cheese completes the Blue Seal cheese family. It has a distinctive flavor which caters to customers who want variety.

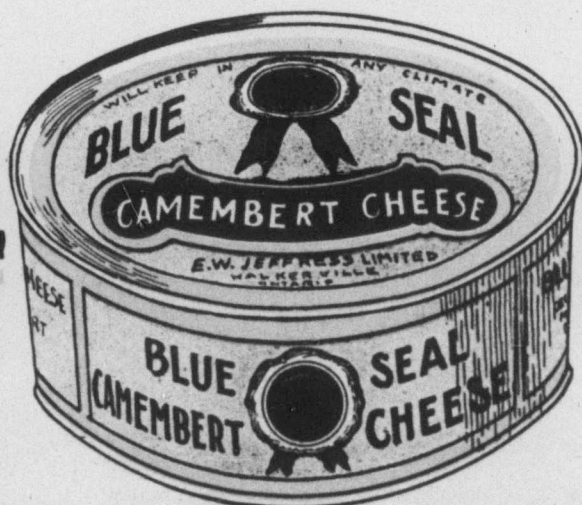
E. W. Jeffress, Limited

WALKERVILLE,

ONTARIO

Distributors:

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



"It's a pleasure to feature Borden's"

say grocers who handle Borden Products. Their fame for quality, their convenience and popularity make them big sellers. It takes little effort on a salesman's part to sell Borden products. They sell themselves on their reputation. All you need to do is to feature your Borden Brands regularly. Give them prominent displays and ring up increased earnings.



You can handle BORDEN BRANDS of MILK with perfect confidence, knowing that every can in every case will sell and give satisfaction.

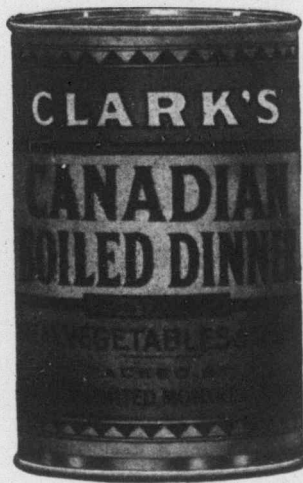
Get your share of the growing demand by identifying your store with these leaders of quality.

Borden Milk Company, Limited

MONTREAL

VANCOUVER

CLARK'S CANADIAN BOILED DINNER



The finest Beef and carefully selected vegetables, perfectly cooked.

In attractive packages, economical to the consumer and a ready seller.

SPAGHETTI

with TOMATO SAUCE and CHEESE

Corned Beef Hash

Beef Steak and Onions

Sliced Smoked Beef

Potted Meats, etc.



All

CLARK'S PREPARED FOODS

are "MADE IN CANADA" by "CANADIANS"

W. Clark, Limited

MONTREAL



Wethey's Mince Meats

have been on the market for 36 years and are more popular than ever.

<i>Bulk Grades</i> <i>Tubs and Pails</i>	}	Standard
		Extra Standard
		Ready to Use
		Home Made

<i>Condensed Grade</i>	}	Packaged Mince Meat
		3 doz. cartons in case

Each a Leader in its own particular class.

Order from your jobber and specify Wethey's.

J. H. WETHEY, LIMITED

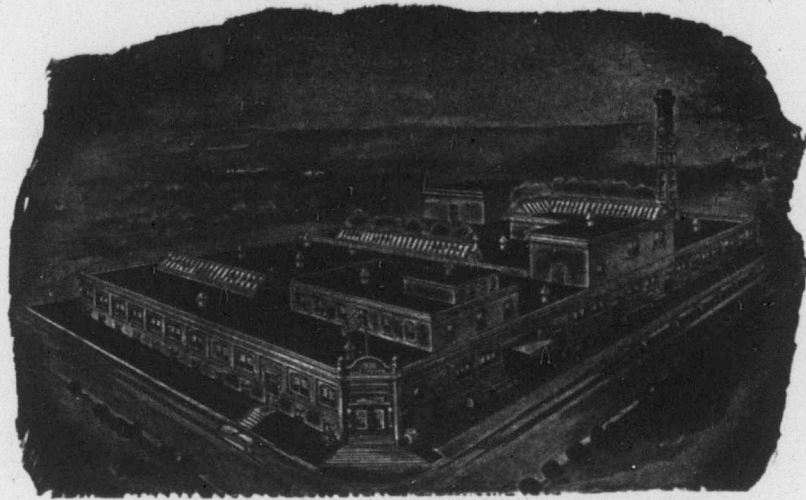
St. Catharines, Ontario

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

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



The Coffee Test—By Cups

THE above is a view of a corner of our coffee testing room in our Santos house. Here a sample of every coffee shipped from Santos is carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

This is one of the many important services rendered to our customers. Direct shipments to Canada can be arranged on through bills of lading. Let us start this direct service working for you.

J. Aron & Company, Inc.

COFFEE

Importers

Exporters

CHICAGO

NEW YORK

LONDON

SANTOS

NEW ORLEANS

Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here told by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:

X "Those Pesky Farmers Out West"

By Hopkins Moorhouse, Author of "Deep Furrows"

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

X "Fifty Years in the West"

By Professor W. T. Allison

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

"Further Discoveries of New Land"

By Vilhjalmur Stefansson

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

X "The Banshee Bell"

By Edith G. Bayne

A bright love story laid in the mountains of British Columbia.

Other Splendid Features of October MacLean's

X "The Turmoil at Ottawa"

By J. K. Munro

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the political opportunists. It plucks many tail feathers from our party leaders.

"Spanish Doubloons"

By Camilla Kenyon

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

"The Airy Prince"

By Arthur Beverley Baxter

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

"His Majesty's Well-Beloved"

By Baroness Orczy

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

"Ebb and Flow"

By C. W. Stephens

A strong business story laid in the province of Quebec.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

OCTOBER ISSUE Now On Sale At All News Dealers **20c**

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or \$2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.



THINKING OF MINCE MEAT

?

Soon your jobber's salesman will be in to sell you mince meat. If you have handled Bowes Mince Meat before you will unhesitatingly select it again this season as your leading line. But, if you have never sold this well-known brand before, we would urge you to give it a trial. You will be surprised how much profit there is for you and satisfaction for your customers in this good product.

**ORDER YOUR REQUIREMENTS
FROM YOUR JOBBER.**

Easy to Sell "WANTMORE" PEANUT BUTTER

*The Finest Spread There
Is For Bread*

First—Because it is an extra delicious and extra nourishing peanut butter that appeals to both children and grown-ups.

Second—Your customers know of "Wantmore." We are telling them about it through a big consumer publicity campaign. One of these advertisements is reproduced at the side—sure money makers for you if you'll connect up by displaying "Wantmore" in your store.

Get a trial supply of "Wantmore" and prove its selling value.

Use cuts in your own local "Wantmore" advertising. We'll supply you with them free of charge.



Want More? You Bet He Does!

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

Wantmore
PEANUT BUTTER

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

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

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA



R. L. FOWLER & COMPANY, LIMITED

CALGARY

SASKATOON

REGINA

1919 Season Pack
of
Canned Salmon Now Ready
Cover your requirements now

*Our
Reliable Brands*

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback



*Our
Reliable Brands*

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

**WALNUTS, BEANS, RICE
PEANUTS**

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal.

Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO
WINNIPEG
Saskatoon
Edmonton
Vancouver

Regina
Calgary
London, Eng.

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

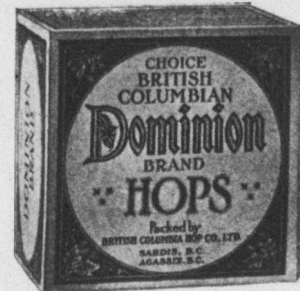


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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

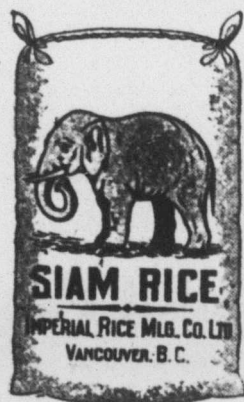


Largest Hop Growers in Canada

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Y & S STICK LICORICES in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

WALLACE'S HERRINGS



Like Wallace's Salmon and
Pilchards Give Splendid
Satisfaction.

Your Jobbers Can Get Them
For You

WALLACE FISHERIES LIMITED
VANCOUVER



EVERY MORSEL EDIBLE
AND DELICIOUS

*I didn't realize what a delicacy a Pilchard
was till I tried*

"ALBATROSS PILCHARDS"

The Best Value Canned Fish on the Market.

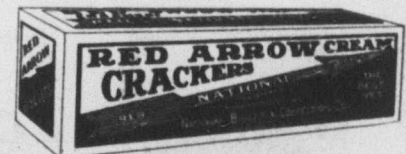
Clayoquot Sound Canning Co., Ltd.
VICTORIA.

J. L. Beckwith, Agent, Victoria, B.C.

YOU CERTAINLY PICKED A WINNER!
RED ARROW BRAND

**ARE A
PHENOMENAL
SUCCESS**

The National Biscuit & Confection Co., Ltd.



RICE

RICE FLOUR

RICE MIDDINGS

**Mount Royal Milling
and
Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
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 announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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



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

QUAKER BRAND GOODS WILL PAY

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

We will need the Grocers' co-operation.



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



Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk
Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Dry Goods, Shirt-Waists, Hats and Women Furnishings. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 102 Set has 222 Interchangeable Younits For Large Store Windows, \$41.25
No. 102½ Set has 122 Interchangeable Younits For Small Store Windows, \$20.35

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.
The Oscar Oulsen Co. 3850 Fourth Street Cincinnati, Ohio, U. S. A.

When Writing Advertisers Be Sure and Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.

THE McLAY BROKERAGE CO. WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd. Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company

Brokers and Manufacturers' Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co. WHOLESALE GROCERY COMMISSION AGENTS

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

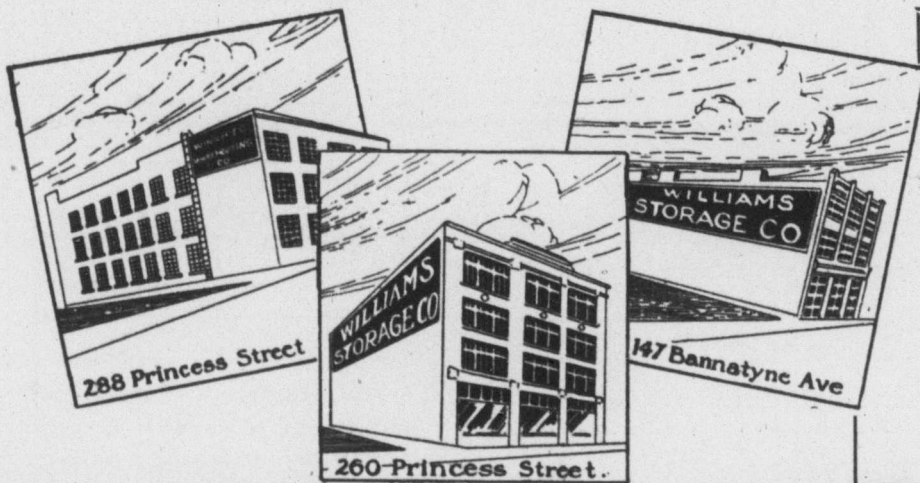
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

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

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

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

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

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

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

J. K. McLaughlan
Manufacturers' Agent and
Grocery Broker
Biscuits, Confectionery, Jams,
Cereals, Grocery and Drug
Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

E. RICHARDS & CO.
We have offices in the heart of the City
of London, and are open to represent you
in the United Kingdom.
Write us, we can interest you.
11 Queen Victoria St., London, England

The Advertisers would like to know
where you saw their adver-
tisements—tell them.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask.	Calgary, Alta. Ft. William, Ont. Edmonton, Alta.
---	--

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

Sell the Best

.....

"BETTER be sure than sorry."
OCEAN Blue is the highest
standard attainable in a Laundry
Blue.

True, it sells at only a few cents a
packet, but nothing has been sacrificed
to bring it down to a popular price.

As you want to please ALL your cus-
tomers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

Ask your wholesaler for Non-Alcoholic Liquors, or write
S. G. BENDON UTILITY CO.
MONTREAL

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

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

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

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtrade.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

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

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

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

See the Want Ad page
in the back of this number---it will interest you.

You Try This
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



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

The J. H. Hanson Co., Ltd.
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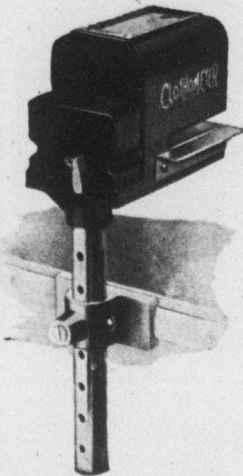
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Write To-day for Descriptive Folder.

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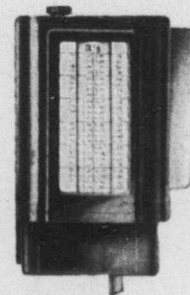
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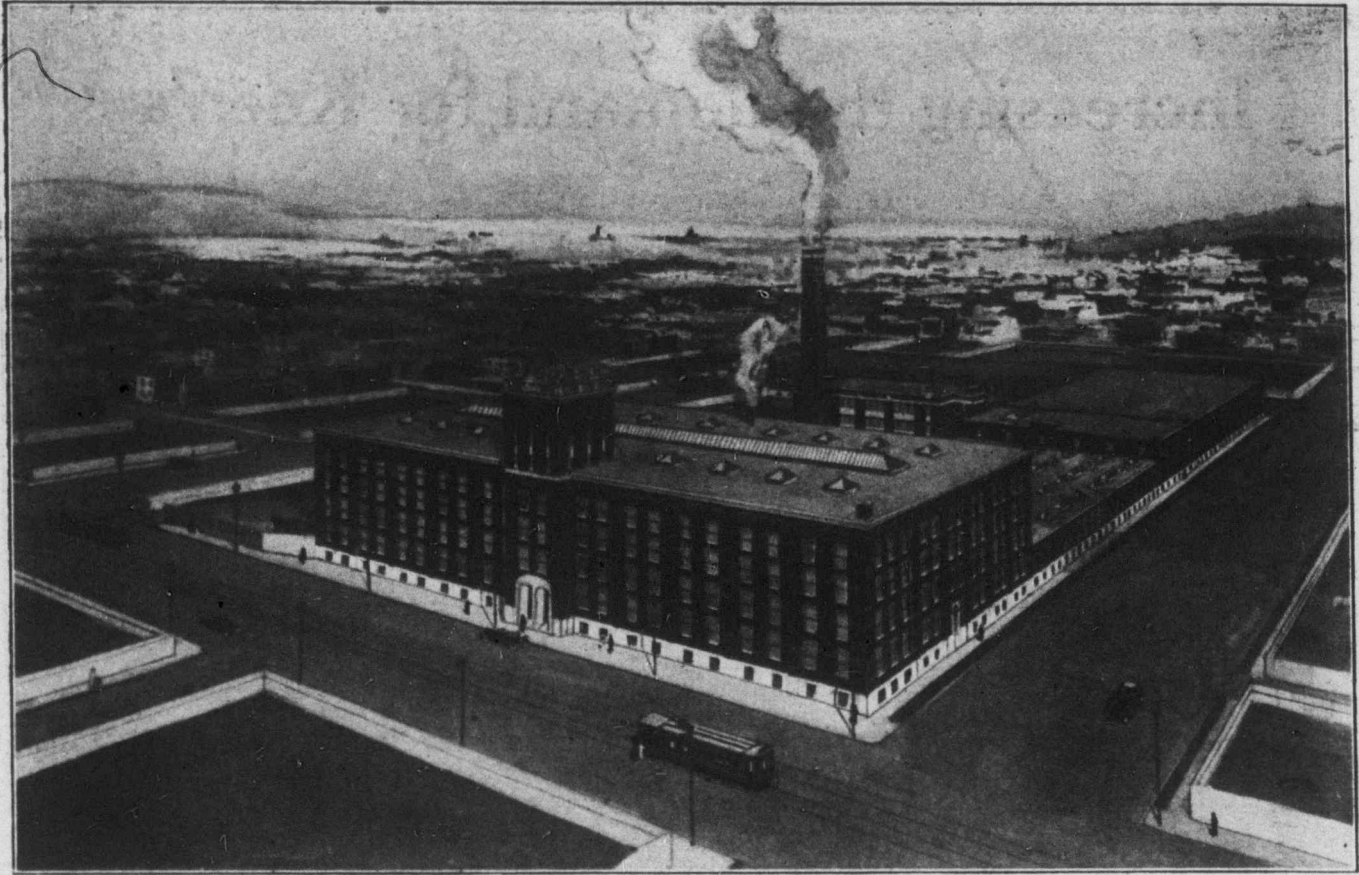
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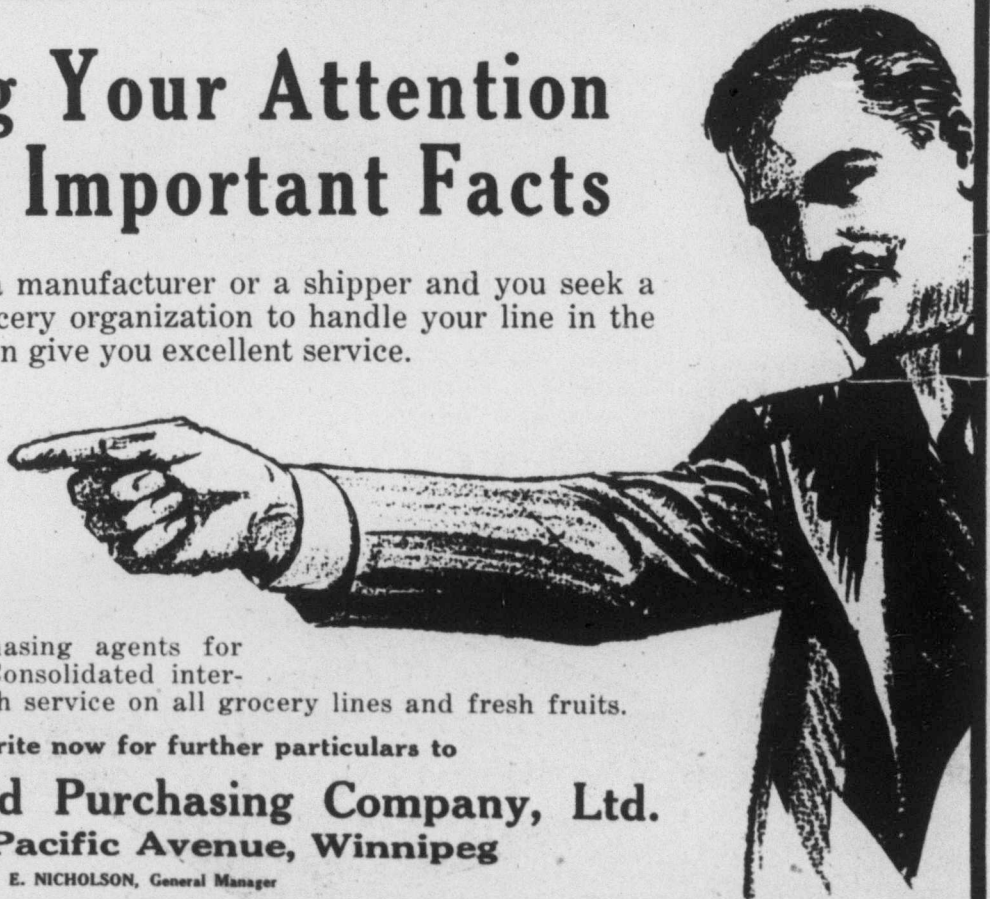
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CANADIAN GROCER

Vol. XXXIII.

TORONTO, OCTOBER 17, 1919

No. 42

N. B. Merchants Convene at Moncton

Interesting Sessions in Which the Board of Commerce Comes in for Much Unfavorable Attention—Dominion President Urges "Get-Together" Spirit.

MONCTON, N.B.—The fifth annual convention of the New Brunswick Retail Merchants' Association, held this week in Moncton with a closing banquet in St. John, was regarded as being the most successful gathering of its kind yet conducted by the members. Included among those at the meetings were: J. A. Banfield, Winnipeg, Dominion president; E. M. Trowern, Ottawa, Dominion secretary, and W. M. Banfield, Toronto. Speeches of different members indicated much dissatisfaction with the work of the Dominion Board of Commerce which they said "would not be improved until competent commercial men were given representation in its dealings." A resolution was passed to this effect.

The delegates were welcomed by the retiring president, A. O. Skinner, of St. John, N.B.; his Worship, Mayor Price, of Moncton; H. S. Bell, president of the Moncton Board of Trade, and R. P. Dickson for the Moncton Branch of the R. M. A. Mr. Skinner referred to the high cost of living and to profiteering, and said that the Retail Merchants' Association should condemn this practice through the press.

Condemns Methods of Board of Commerce

J. A. Banfield gave a forceful address in which he complimented the New Brunswick branch upon its work. He emphasized the need of honest dealings. "Service is satisfaction," he said, "and if followed up will mean success. Don't knock. Don't try to cover up knowledge. The R.M.A. has no need to do that. It stands for honest weights and measure, no misrepresentation of goods bought and sold, no false advertising, and to help others." With its estimated one thousand members the association, working in the right channels, could do a vast amount of good for Canada. Mr. Banfield criticized the work of the Dominion Board of Commerce, stating that those probing the cost of living should be men with practical business experience. Business men as well as labor should be represented on Government commissions. He thought that Mr. O'Connor had no right to go on a "rambling commission," taking the position

that at least two members of the board should sit at every hearing.

Mr. Trowern was heard to advantage in an address dealing with similar matters. Later, at the banquet in St. John, he said that the convention had been a distinct success and that the R. M. A. was merely on the threshold of its work. All retailers should join it as it had proved of such a benefit to those who belonged. "Get to know one another better," he said, "and help educate the people in the proper channels. The association needs support and must get it from all its members."

He and the secretary of the provincial organization, Miss Frances P. Alward, of St. John, who was re-elected, were warmly complimented upon their good work in the interests of the R. M. A.

A committee was appointed to inquire into the matter of a fire insurance department similar to that of the Saskatchewan branch.

A resolution was passed favoring

Thanksgiving Day as a permanent day for the celebration of peace, and that it and Armistice Day be observed on Monday.

Ask Dominion Board Literature

The question of educating the public to the importance of the retail merchant in any community was urged in a resolution asking the Dominion Board to supply to the branches literature in the nature of bulletins to be placed in the parcels of customers, explaining this matter.

Parcel Post Methods Condemned

A condemnation of the parcels post system was voiced in another resolution passed, and also of the manner in which the Dominion Board of Commerce was conducting its enquiry into the cost of living. This resolution said the enquiry was not producing the results intended, and advocated that the board be placed under the direction of competent business men. A special committee was appointed to consider the matter of adding certain features to the credit reporting department with an idea of improving this end.

The Banquet

Prior to the banquet in St. John the executive held a brief meeting at which, among other matters discussed, were the early closing act and its application to rural communities. This was left to the incoming legislation committee to deal with. The banquet proved a splendid success, being enjoyable, entertaining, and educative. F. W. Daniel presided, and made a neat address in which he said that never in Canadian history was there a time in which the R. M. A. was meeting such conditions as existed today. There had been a great inspiration because of the spirit prevailing and the manner in which the sessions in Moncton had been conducted. He wished the newly elected president all success, and said he had been glad that the association had been able to come to St. John to close its meeting.

His Worship Mayor Hayes addressed the gathering, expressing his pleasure at being present, and extending a hearty welcome. R. B. Emerson, president of the Board of Trade, was also heard in

OFFICERS OF N.B. RETAIL MERCHANTS' ASSOCIATION

President—Percy L. Higgins, Moncton.

Vice-President—F. W. Daniel, St. John.

2nd Vice-President—W. G. Dewolfe, St. Stephen.

Treasurer—Allan A. McIntyre, St. John.

Provincial Auditor—H. W. Rising, St. John.

Provincial Secretary—Miss Alward.

The advisory committee appointed by the Association for the coming year consists of Wm. Hawker, P. M. Rising, J. H. Vaughan, T. F. Drummie, G. M. Ross, T. A. Armour, A. N. McLean, A. E. Everett, C. H. Burt, J. J. Weddall, R. P. Dickson, G. E. Ford, T. P. Price, Robert Strain, James Staples, H. E. Buck, L. W. Smith, A. E. McSweeney, S. E. Fisher, A. Skeene, J. P. McBay, W. Jennings, J. T. Carr, F. S. Creed, A. Archibald, and R. G. Innis.

an address of welcome, and promised the association any aid which the body he represented could give to its work.

57 Questions to Present to Legislature

In reply to the toast of the visitors, J. A. Banfield was heard in an able speech. He said that the R. M. A. was a body which would care for the trials and tribulations of retail merchants and lay them before the powers at Ottawa. There were fifty-seven subjects for settlement affecting the R. M. A. to be taken up at Ottawa. The question seemed to be whether the retailer was to be allowed to run his business or to be told by outsiders what he must do to run it. "Never mind your prices—we'll regulate them"—this was the cry being given to retailers in Canada, and their response should be: "Here are my keys; you run my business, but I'll hold you responsible."

The Question of Sugar

Referring to the question of sugar, Mr. Banfield read a letter which he and Mr. Trowern had sent in protest, saying that the retail merchants thought they were not receiving proper consideration. The refiner was allowed 40 cents, the wholesaler five per cent., but the retailer was given one cent. Then came the Kavanaugh case, where a respectable retail dealer was prosecuted. "Someone had to be made the goat, and I suppose this firm was elected," said Mr. Banfield. Touching on the milk situation, he said that despite the action

of the Board of Commerce it was still being sold at 15 cents.

The retail merchant danced to the tune played by the manufacturer, the speaker said; the latter to raw material, and all danced to labor. This was an unhealthy condition of affairs. The people were the hardest task-masters to meet, but they were the ones the merchant had to deal with. Thanks to the fact that the R. M. A. had been organized, he said the small dealer had been protected at the recent Industrial Conference in Ottawa, as their organization helped materially to stop the adoption of the eight-hour day. Mr. Banfield concluded with references to Canada's financial standing, saying that the last estimate showed the Dominion to possess

\$2,375 in natural wealth for every man, woman and child, the richest country in the world in regard to per capita wealth. He recited from Chapman's poem: "Where Does the West Begin?" in closing what was a fine address and which made a telling impression upon the gathering.

A pleasing programme of entertainment numbers was given, in which W. H. Banfield of Toronto, was heard in several humorous and instructive selections, and other contributors were given by Mr. Guy, Mr. Cochrane, Mr. Smith and Mr. Carson. They were given a vote of thanks at the close of the dinner, which afforded much pleasure to a gathering of about one hundred members.

Decontrol of Sugar Will Affect Next Year's Prices

Decontrol Means World Competition for Cuban Raw Sugar, Which Has Already Advanced Some Purchases From \$5.50 to \$6.50

THE strong prospect of a free market for sugar in 1920 is an interesting illustration of the drift of economic conditions toward normal. The agitation over the high cost of living will naturally have been an element in suggesting a continuance of Government control. In fact, were the question of

sugar prices exclusively within the power of one country to regulate, it is a fairly safe prediction that price control would have continued.

But there were three parties to the question of the price of the 1920 Cuban sugar crop. In the first place there is the Cuban producer and his Government; in the second place the American consumer and his Government, and thirdly there is the European buyer. And it has been the European buyer who has created a condition making continuation of price control practically impossible. For some weeks British buyers have been purchasing large stock of 1920 Cuban sugars and at prices which pretty consistently ignored the 5.50 cents per pound price level which has prevailed this year under the Sugar Equalization Board. In fact, it is reliably stated that one of the largest Cuban producers has already sold one-third of its 1920 crop at an average price of 1 cent per pound above the 1919 fixed price. And current prices in Cuba have naturally gone even above this level. Early crop sugars are even now being offered at 7 to 7½ cents.

England Accustomed to High Prices

England, in 1919, has become accustomed to an 18 cent per pound retail price for sugar.

The American consumer in 1920 will hardly be called upon to endure this hardship, but he will doubtless have to pay substantially more than 11 or 12 cents and will also in all probability witness considerable and possibly sharp fluctuations in the price of granulated.

The cane sugar refiners have for two years operated under price control. There have been severe handicaps, and at times a good deal of red tape in Government price fixation. But the policy of non-fluctuating prices for raws and refined has completely lifted from the shoulders of refiners the speculative risk inevitable in buying raws in a free price market. In 1920 the element of speculation in raws will reappear, and this will be com-

Responsible for Loss Through Non-Fulfilment of Contract

Montreal Firm Must Pay for Loss to Shipping Company in Goods Refused—Judge Holds That Bill of Lading is Evidence of Final Agreement.

HENRI Lariviere & Co., were condemned by judgment of Mr. Justice Weir in the Superior Court at Montreal recently, to pay \$1,075.41 and all costs in an action in which they were sued for the capital sum named by the Canadian Cereal and Flour Mills Company, Limited, being the difference obtained from the resale on July 16, 1917, of 460 bags of guaranteed ninety per cent. winter wheat flour, first sold on May 19, 1917, to defendants, but refused by them when delivery was offered. Hence the necessity for plaintiffs to resell and the loss was sustained owing to a fall in the market price of flour.

Defendants pleaded that the flour was not shipped to the point desired.

Mr. Justice Weir said it was established by the proof that if defendants had accepted the draft and got possession of the bill of lading according to the terms of their contract with plaintiff, and as they were requested to do by the advice note of the railway company, they would have been able to obtain the delivery of the flour at the place indicated therein. Having refused to honor the draft in question, and to take up the bill of lading, they were responsible for the non-arrival of the car in

question at the Ontario street siding—the destination indicated in the bill of lading as desired by them. Not having done so, the judge said it was the defendants who were in default to pay the price and take delivery of the title to the flour, which was a condition precedent to the physical delivery thereof.

Bill of Lading Evidence of Agreement

"It may be stated as a general rule," concluded Mr. Justice Weir, "applicable to bills of lading that, as a contract expressing the terms and conditions upon which the property is to be transported, a bill of lading is to be regarded as the sole evidence of the final agreement, in which are merged all prior and contemporaneous agreements of the parties.

"The refusal of defendants to take up the bill of lading and give instructions to the railway company for the delivery of the flour at the Ontario street siding appears to have been influenced by the fact that between the date of purchase of the flour and its arrival in Montreal the market price for flour had fallen considerably, and the reasons pleaded are merely subterfuges."

The court dismissed defendants' plea and condemned them to pay to plaintiff \$1,075.41, with interest and costs.

plicated by the fact that Cuban sugars are no longer an American buyer's natural monopoly, but are subject to European demand up to a probable total of 1,500,000 tons, or say one-third of a possible 4,500,000-ton crop next year.

Sugar stocks as a class have been strongly in the speculative forefront since the probability of free prices in 1920 became apparent. The argument that unfettered prices mean larger profits to Cuban raw sugar producers is probably sound.

With the refiners, however, the 1920 experience may easily be different, especially if prices are unduly inflated early in the next crop year.

Scarcity of Potatoes is Not Likely

Shipments of New Brunswick and Quebec Potatoes to This Market Have Been Heavy—Ontario Production Comparatively Light

PRICES of potatoes are easier this week again, and the supplies seem to be fairly ample. Ontario potatoes are quoted at \$1.90 per bag, and the Quebecs at the same figure. New Brunswick potatoes have not been arriving as freely in the past week as they were a while ago. Present indications do not point to any scarcity of potatoes, Toronto dealers told CANADIAN GROCER. Shipments from the Eastern provinces have been fairly heavy. According to the latest report of the Dominion Bureau of Statistics showing the condition of potatoes in the various provinces, New Brunswick has more than an average crop, but a blight in the early part of September, caused by wet weather, has done a lot of damage to the crop in the St. John River section. Quebec and Nova Scotia are average, but Ontario shows the poorest report of the Dominion. The crop in Ontario is a very light one. Decreases are shown in nearly every district, and so far as early potatoes are concerned, the crop has been practically a failure. Estimates of the Provincial Department of Agriculture place the acreage at 154,820 acres, as compared with 166,203 acres in 1918, so that the actual production in the province promises to be curtailed both by a smaller acreage and a lower yield per acre.

B.C. Potatoes in Demand

In British Columbia conditions look very favorable, but in some districts the yield is below average. Growers in that province are somewhat inclined to look for higher prices than are at present prevailing and higher than most of the buyers and dealers think are likely to be reached. There is a very heavy demand for British Columbia potatoes, not only for the domestic markets, but for export as well. The United States takes heavy consignments of B.C. potatoes every year.

No Shortage Expected

Dealers do not look for any shortage of potatoes as far as the Toronto mar-

ket is concerned, nor in the province generally. Receipts of potatoes have been fairly heavy, and unless a big demand springs up from American buyers there should be no shortage here, and prices should be easy. It is possible, however, that Western potatoes will not come on this market in as large quantities as heretofore, because of the high freight rates that are prevailing, and which would render the cost of the potatoes to the consumer higher than the prices for Ontario and Eastern potatoes.

It is rumored that one American refinery intends to acquire a large Cuban sugar producer. Such a step would be a very important change in policy for the country's largest refiner. If the company did decide to go into Cuban raws, it will not be with any idea of producing the sugar it refines. Such an investment would be far too enormous even were companies producing this amount of raw sugar susceptible of purchase. But with world conditions in sugar as they are, it may be the part of wisdom for the refinery to own a small part of its raw supplies. Such an ownership would at least give it an influence or protection on Cuban price competition.

ket is concerned, nor in the province generally. Receipts of potatoes have been fairly heavy, and unless a big demand springs up from American buyers there should be no shortage here, and prices should be easy. It is possible, however, that Western potatoes will not come on this market in as large quantities as heretofore, because of the high freight rates that are prevailing, and which would render the cost of the potatoes to the consumer higher than the prices for Ontario and Eastern potatoes.

In the Leamington district of Ontario the production of onions is only 50 per cent. of last year, or even less, and the same is true of almost every district in the province. The crop is reported as being very good in British Columbia. Ontario onions are selling to the trade at from \$4.50 to \$5 per cwt.

U. S. MEASURE TO CONTINUE SUGAR CONTROL

Legislation under which the Government would resume and retain throughout 1920 complete control of the sugar business of the country to meet the existing shortage and insure the best possible distribution was introduced in the Senate recently by Senator McNary.

The measure authorizes the President to vote the Government's stock in the United States Equalization Board, a Delaware corporation that was formed for the purpose of wartime control of sugar so as to perpetuate the policies of wartime control. The board is given all the powers heretofore exercised by the Food Administration regarding sugar.

A system of licensing dealers in sugar is authorized, with penalties of \$5,000 fine, two years' imprisonment, or both, for violation of regulations that may be prepared. These regulations will aim to insure fair prices and distribution and to prevent speculation and discrimination. The powers include right of the President to forbid exports of sugar and to forbid or fix the terms of import.

SUGAR DEMANDS GREATER THAN EVER

There is an apparent increase in the demand for refined sugar from the Canadian trade. This is due to several causes, and among them it is apparent that the gradual sentiment in favor of prohibition has stimulated an increased demand for confectionery. As instancing the change, one of the largest refiners in Eastern Canada stated this week to CANADIAN GROCER that one candy manufacturer from a Western Canada city had intimated a few days ago that he was short twenty carloads on delivery of his product. This is but one evidence of the increased call for sugars. This refiner stated that the demand for their sugars was greater than in all their previous history.

Another additional demand upon sugar supplies is found in a largely increased demand for soft drinks, and which are increasing greatly in popularity. The large quantities of sugar used in their manufacture has called for increased output to meet these requirements.

RECORD PRODUCTION OF CALIFORNIA WALNUTS

"Barring only the remote possibility of a very severe heat wave, California will again this year surpass all previous walnut production records, with a crop estimated at 46,000,000 pounds, as against 39,000,000 in 1918, and 32,000,000 in 1917."

That is the optimistic announcement made by the California Walnut Growers' Association in a recent report distributed among its customers. "The big crop is due primarily to two factors," the report adds. "First, better, more intelligent and more thorough cultural methods on the part of growers; second, the ever-increasing acreage coming into bearing. There are now 77,000 acres of walnuts in California.

"The walnut trees were fully a month later than usual in putting on their foliage and setting the crop, but the development of the nuts is now not over ten days later than normal. Because of this short growing season the nuts did not have time to develop as large average sizes as last year, consequently the crop will show about 17 per cent. No. 2s, and the No. 1s will not be so large as in 1918."

It is further added that practically the entire increase will be on the Budded variety. This variety has been becoming steadily more popular, and the association predicts that some day there will be ten pounds of Buds produced to one pound of Soft Shells. No estimate is made of the price at which the nuts will sell to dealers. The report states, however, that owing to increased cost of production the price will in all likelihood be higher than that of last year.

The Dominion Food Products, Limited, is a new firm establishing at Guelph, Ont. The president is C. R. Evans, of Hagersville, Ont. Others interested are Mayor Carter, of Guelph; Norman A. D. Wise, and W. D. Leith.

Good Apple Prospects for Canada

Nova Scotia and British Columbia Will Have a Record Yield, With the Quality of Fruit Generally Fair—Some Sections of Ontario and Quebec Have Fair Yield, But Crop in Most Instances Has Been Seriously Cut by Pests

DURING the past month there has been a marked improvement in prospects both in the Annapolis Valley of Nova Scotia and in the Okanagan Valley of British Columbia. The latter district will produce a record crop, and the yield in Nova Scotia will about equal the record crop of 1911. So far as quality is concerned, conditions in Nova Scotia are none too good, apple scab being quite prevalent throughout the valley. The percentage of low grade fruit that will be marketed, has, however, been appreciably lessened by heavy purchases for evaporating purposes.

No material change has taken place in Ontario during the past month. Frequent rains have been of great benefit in sizing up the fruit, and in all districts apples are reported to be coloring well. Apple scab, codling moth and "side worm" have affected the quality of the fruit in many districts, and grades are running largely to domestic and No. 3.

The Situation in Western Ontario

There has been slight improvement in conditions throughout Western Ontario during the past month, and prospects are by no means favorable. Heavy winds reduced the yield to some extent in the Lake Erie section, where there is now reported to be 25 per cent. of an average crop. The fruit is generally clean so far as scab is concerned, but considerable injury has been done by codling worm. Oxford, Lambton, Wellington and Waterloo counties have about a medium crop. The bulk of the crop in Lambton county is in the northern section. Baldwin spot is reported serious at Arkona. There are some good orchards near St. George, and a number of orchards in the Ingersoll district, which give particularly good promise. Baldwins and Spys are the leading varieties. The result of careful spraying are very much in evidence, and where this attention has not been given the fruit is of exceedingly poor quality; sprayed orchards on the other hand are turning out well. Quite favorable reports have been received from Guelph. The crop in Middlesex county is generally light, although some orchards have a fair crop of Spys and Greening. There are not, however, sufficient apples in this county to supply local requirements. Reports from Port Elgin state that there is scarcely any fruit in uncared for orchards; thoroughly sprayed orchards have a fair supply of Spy, Tolman Sweet, Colvert and Snow. At Delhi (Norfolk), Spys are a medium crop, and other varieties 10 per cent. At Burlington and Georgetown (Halton) there appears to have been some improvement over earlier estimates as regards quality. The fruit has colored splendidly and recent rains have helped to develop size. The fruit is generally clean, and the crop is 25

per cent. of average. Spys and Baldwins are leading at Burlington; at Georgetown, Spys will constitute about 90 per cent. of the total production.

In the Georgian Bay district an increase of 25 per cent. over 1918 is predicted. Spys are the leading variety both as to quantity and quality, and will produce 40 per cent. of the output from this district. The fruit is growing and coloring well.

Eastern Ontario Prospects

In the district east of Toronto the fruit is maturing about two weeks earlier than usual and is running largely to the lower grades. There are comparatively few clean orchards and a considerable percentage of small fruit on account of the weakened vitality of trees, due to winter injury. The following is a summary of many reports received during the past few days:

In the Trenton section the production will about equal that of 1918, the bulk of clean, well sized fruit being in sprayed orchards. Spys are the principal variety and are of fair quality. Color is generally good. Most of the pack will be graded No. 3 and Domestic, and not more than 25 per cent. Nos. 1 and 2. Ben Davis are particularly poor quality. Stark and Greening have a medium crop in some orchards.

In Prince Edward County heavy rains have caused much dropping, and much of the fruit is being packed No. 3 because of scab. There seems, however, to have been some improvement in the general prospects during the past four weeks. In the St. Lawrence Valley the McIntosh and Fameuse are nearly all picked and in storage ready for packing. Apple scab has developed to some extent on these two varieties, and it is estimated that there is not more than 10 per cent. of No. 1 fruit.

The Situation in Nova Scotia

The estimates of the apple crop in the Annapolis Valley have varied greatly, and it is difficult to arrive at even an approximate figure. It is probable that, after allowing for local consumption, and for fruit used by canning factories, evaporators and cider mills there will probably be a surplus available for shipment out of the province of approximately 1,500,000 barrels. Gravensteins are badly spotted, and few orchards will grade better than 20 per cent. No. 1 for this variety; Ben Davis are also spotted. Ribston, King, Russet, Baldwin and Nonpareil all are a heavy crop, while Stark, Blenheim and Gravensteins are much lighter. The heavy purchase of the lower grades for evaporator purposes has been of the greatest help in raising the standard of the packed fruit and in relieving the threatened scarcity of barrels. The

fruit is coloring well, and with the exceptions above noted is of fair quality.

Other Maritime Province Prospects

In Prince Edward Island, Wealthy, Gravenstein and Ribston are now being packed and are a larger crop than was expected on account of size development. Winter varieties also promise to be above average.

In New Brunswick, Greening, Bishop Pippin and Dudley are a medium to good crop; McIntosh, Spy and Ribston, medium; Fameuse, light. The larger portion of this year's crop was in the earlier varieties.

Conditions in Quebec

From Quebec Province the following reports are received: In the St. Hilaire-Rougemont district there is about a medium crop on trees that have withstood the winter of 1917-18, and the quality is good in the few orchards. Heavy winds on September 22 to 24 removed quite a lot of apples from the trees. The extent of the winter injury in this district is very great, and many trees are still in a dying condition. There has also been some dropping at Abbotsford, due to frequent windstorms. Scab has developed to some extent on Fameuse and McIntosh, and there is also some injury by railroad worm, but neither of these blemishes is apparent in properly sprayed orchards. The fruit has colored well and is of fair quality. At Hemmingford, apple scab and railroad worm are very serious, and comparatively few orchards have any clean fruit; the bulk of the crop is packing No. 3 and Domestic.

B. C. to Have Record Year

In the British Columbia fruit belt.—Early estimates for the Okanagan Valley have been fully maintained, and may ultimately prove to be too low. Early shipments show an increase of almost 50 per cent. over those of last year. Winter varieties will not show as large an increase; Jonathan and McIntosh are about 30 per cent. better than last year. McIntosh were all harvested by the end of September, and the movement of Jonathans just commencing. A severe windstorm on September 18 and 19 caused about 5 per cent. of loss throughout the valley, Wealthy and McIntosh suffering particularly.

It seems certain that the Okanagan Valley will produce the largest apple crop in its history. The serious shortage of water earlier in the season was relieved at the critical moment by rains, which saved the situation. At the present time general conditions are all that could be desired. The fruit is practically free from scab and of good size and color generally.

In the Kootenay Valley the apple crop

is not quite as large as early estimates, but still promises to exceed that of last year by 20 per cent. In some sections certain varieties are under size, but on the average the quality will equal that of last year. The fruit is coloring well. A very severe hailstorm struck the Nakusp district on September 4, affecting practically the entire crop. Considerable increase is reported from the Grand Forks district, the estimate of 50,000 boxes at the end of August being now placed at 80,000.

PRICE MAINTENANCE QUESTION STILL IN COURT

When Colgate & Company won its decision from the Supreme Court of the United States and established the legality of what has since come to be known as the "Colgate Plan" for meeting price cutting, it was thought by many interested manufacturers that the matter had been settled and that the means were at hand for preventing the cut-rate dealer from pursuing his course without resort to special legislation to meet the trade evil.

Even this decision left a loop-hole, since the "Colgate Plan" merely provided that the manufacturer should refuse to sell to dealers who did not maintain the manufacturer's list price. It did not meet the possibility that a dealer who, though in his own retail trade maintaining the manufacturer's price might sell to another who would resort to price cutting.

In its sales policy the Beech-Nut Packing Company has made this extension of the "Colgate Plan" and is now haled into court because of it. What is perhaps more important to all manufacturers is that the entire principle of the "Colgate Plan" is challenged, despite the fact that it has been sustained by the Supreme Court. The present action lies against the Beech-Nut Packing Company for violation of a law other than that on which Colgate & Company won their decision. It is now the Federal Trade Commission that declares that the Federal Trade Commission Act, rather than the Sherman Law, is violated and it has issued an order requiring the Beech-Nut Packing Company to desist from its practice of refusing to sell to the price cutters.

From this order the Beech-Nut Company has appealed, and the case will be argued before the United States Circuit Court of Appeals sitting in New York in October, Hon. Charles Evans Hughes appearing for the packing company as he did previously for Colgate & Company.

FRENCH WEST INDIAN VANILLA

The entire vanilla crop of the French West Indies, totalling 45,000 pounds, has been shipped to America, it is stated, with the exception of one lot of 5,000 pounds, which has been prepared after the Mexican style. The preparer states it is difficult for the eye to detect in what respects his vanilla differs from the Mexican, and that he recently sold some of it at \$3.50 per pound to a whole-

Easier Prices for December Delivery

Shelled Spanish Peanuts Are Being Sold for Delivery in December at 19 Cents Per Pound—Market in Nuts, However, is Generally Strong

THERE continues very strong prices on all nuts, although some dealers are quoting lower levels on shelled nuts for delivery in December and early in the New Year. Present quotations on spot are very strong and are at the highest figures ever known. Spanish peanuts are selling at 25 cents per pound, and walnuts at from 88 to 90 cents. Almonds are selling at from 62 to 65 cents. Some dealers are quoting Spanish peanuts for delivery in December at 19 cents per pound, and also taking orders for delivery early in the New Year on Manchurian walnuts at 65 cents per pound. Receipts of French walnuts are not likely to be heavy as

prices quoted in France are so high as to make the buying of them almost prohibitive. A dollar per pound is being asked for Bordeaux walnuts in France, which would render the price of the same on this market the highest on record, and at such a figure as to make them practically unsaleable.

There is such a demand for almonds, and from so many markets, that easier prices on them are not at all likely. New almonds should be available for this market about the middle of next month. A very strong market is also looked for in new filberts. Just now they are selling to the trade at from 50 to 55 cents per pound.

sale house in New York City. His claim is that Guadeloupe vanilla was grown from imported Mexican vanilla vines, that climatic conditions here do not differ much from those of Mexico, and that his preparation, being Mexican, certainly should sell at Mexican prices. It will take time, however, to establish such a market.

The prospects for a good vanilla crop for 1919 are excellent, with promise of 50 per cent. more than in 1918.

THE UNITED STATES APPLE CROP

The United States Bureau of Crop Estimates has published figures on the apple crop in the United States for the coming season, comparing it with last year's production. The figures are as follows: The box apple crop promises to be 30,675,000 boxes, as compared with 21,309,000 boxes in 1918, or an increase of 44 per cent. in the box apple crop. The barrel apple crop, on the other hand, promises to be 12,850,000 barrels, as compared with 17,657,000 barrels in 1918, or 73 per cent. of last year's barrel apple crop.

JAPANESE MERCHANTS DISCUSS ORIENTAL EXHIBITION

At a meeting of representatives of Japanese retailers and wholesalers held recently in Vancouver, the proposed Oriental Exhibition was thoroughly discussed, and it was decided in view of the short time which would be at their disposal if the fair was held this fall, that it would be better to stage the exhibition next July or August.

BRITISH FRUIT BUYERS COMING

A. Aldridge, representing the interests of McGeorge & Jardine, fruit importers, Temple Court, Liverpool, England, will be in Vancouver soon. C. Simons, of Garcia Jacobs & Co., Ltd., London, Liverpool and Glasgow, should reach Vernon some time this month. Mr. Simons is now visiting California, Oregon and

Washington, in the interests of his firm. Mr. Wilshen, another representative of a large London house, will visit British Columbia in the near future.

U.S. SUGAR EQUALIZATION BOARD URGES PREFERENCE FOR ESSENTIAL INDUSTRIES

The U. S. Sugar Equalization Board is advocating a return to the allotment system in operation in the United States last year. The following suggestion was recently made public by the Board:

"In view of the present abnormal demand for sugar and the inability to keep pace with it, also considering the limited supply, it is the opinion of the Board that a committee on distribution should be organized, not only to stop duplication of orders, but to give such preferences as were suggested by the Food Administration somewhat on the order of the A-B-C-D-E class arrangement."

"Confectioners and candy manufacturers, for instance, ought to be cut down to 50 per cent. of their last year's requirements, bakers to 70 per cent., and other less essentials regulated accordingly, while preference should be given to manufacturers of medicines, fruit preservers, condensed milk companies, etc. Our observation has been that candy manufacturers have not only had their normal supply of sugar, but in many cases have anticipated their wants and been able to acquire sugar ahead at the expense of more essential industries."

SERIOUS FIRE IN TOBACCO FACTORY

Damage ranging between \$15,000 and \$20,000 was caused by fire October 7th in the Lemesurier tobacco factory, on St. Valier street, Quebec city. The fire was discovered in the mailing room, which is on the fourth floor, where all the leaf tobacco is stored.

Merchant and Farmer are Teammates

How the Merchant Can Help the Farmer, and the Farmer the Merchant, and Both Aid in Building Up the Community in Which They Live—Some Interesting Viewpoints on a Very Vital Question

An address by Fred C. Middleton of the Social Service Council of Manitoba, delivered at the recent R. M. A. Convention at Brandon, Man.

FRED C. MIDDLETON, secretary of the Community Organization Department of the Social Service Council of Manitoba, dealing with the important and interesting question, "Merchant and Farmer—Community Team Mates," said:

Hopkins Moorehouse, in his very interesting book, "Deep Furrows," faces the question as to whether continued co-operation among farmers in the buying of household and farm supplies does not mean that the country retailer will be forced out of business. He maintains that such a result would be disastrous. "The country retailer," he says, "is pulling on the other end of the whiffletree with the farmer for community progress. Each is necessary to the other, and it is a vital matter if the co-operation of the farmer is going to kill off a teammate."

Team-mates! How true that is. Yet how little of team-work is actually done in most rural communities by merchant and farmer; how much of misunderstanding, suspicion and ill-will there seems to be, and what serious results are following such lack of team-work! The depopulation of the towns and villages in Manitoba has been going on for at least ten years—and that in spite of the fact that the area of land under cultivation and the number of resident farmers have increased. And, of course, the cities have increased their population, until to-day in an admittedly rural country we have 56 per cent. of our people living in four cities. The attractiveness of the social life of the rural centres suffers accordingly.

But what connection is there between depopulated towns and villages and lack of co-operation between these community teammates, the merchant and farmer? A very intimate connection. The people move into the cities not only because of the attraction of the "bright lights," but because they get employment there. Now, it is evident that the city should be the transportation junction, the manufacturing centre, and the wholesale distributing point for the country, but it is not at all necessary that so much of the retail business of the country should be done in the city as is being done. It is the fact that so much of the retail business of the local community is done through city retailers that is forcing population out of the country town. Figures for the fiscal year ending March, 1917, show that in ten towns in Manitoba, none of which have a population of over 300, no less than \$400,000 of business was done through the money order department of the Post Office. If we add a similar amount for the orders sent through banks and express companies we have the surprising total of almost one million dollars' worth of the retail business of the community transacted in the city instead of through the local merchant, an average of \$100,000 per year for each little town. What a boost it would give the population of these towns if that million dollars of business were done at home, and what an impetus it would give to the place as a social centre!

Well, who is to blame for this state of affairs? Why does not more community business flow through community channels? The merchant is partly to blame. First, his business methods are often out of date and inefficient, especially in the matter of

buying, bookkeeping, advertising, and displaying of goods. A recent survey conducted by a member of the University Extension Department revealed the fact that out of 591 merchants passed in review, no less than 30 per cent. were judged inefficient. Such merchants cannot expect "home loyalty" to overlook inefficiency. Second, the merchants, again, have not yet learned to co-operate with each other, and hence it is small wonder that they do not co-operate with the farmer. It is true that co-operative buying has been started on a small scale by some Manitoba merchants, but in too many places it is still the rule for three local merchants to each get in one-third of a carload of goods by local freight, instead of clubbing together and securing the advantage of carload lots. More co-operative buying must be done, too, by the wholesalers who supply these retailers. The mail order house buys the whole product of a factory—why should not two or three jobbers co-operate and do the same? If they did it would allow their retailers to compete with the mail order house in price. A third fault of some merchants is their unwillingness to meet the farmer half-way. Carl had lots of apples, twine, salt, sugar, etc., could often be handled through the local merchant if he was willing to unbend a little. Many farmers will agree with H. W. Wood, president of the United Farmers of Alberta, in the following statement: "The local merchant gives us a local distribution service, a service which has to be given. . . . If he will co-operate with us to put his business on a legitimate basis we are willing to quit trying to do business ourselves, for we want to farm, not to go into business."

But of these two team-mates for community progress, the merchant is not the only one to blame—the farmer also stands condemned at least on three counts. First, he is still very much of an individualist and is not yet willing to fully co-operate with his fellow-farmers. A case in point was the attempt made last fall to control the wages of harvest help. A maximum of \$5 per day was agreed upon—but how did it work? Well, it did not work at all. What was the trouble, the outrageous demand of the harvesters? No, the failure of the farmers to stand together. I personally secured two men for a farmer friend and sent them out to Neepawa, engaged at \$5 per day, but they never reached there. Why? Well, at some place along the line a farmer met that train and something like the following dialogue occurred between him and the Galicians I had sent out: "Where you go?" "I go Neepawa." "How much you get?" "Five dollars a day." "I give you five-fifty." "All right, mister, I work for you." Small wonder that such a farmer fails to co-operate with his local merchant; for mark you, it was the farmer, not the Galician who was to blame for that rise in wages. Second, the farmer is not fair, either, in the comparison he makes between local prices and those he receives through carload or mail order shipments. He wants to buy a dollar's worth of goods at carload prices and fails too often to add to mail order prices the cost of stamp, money order and freight. In the third place the farmer stands condemned because he often uses the merchant as a convenience for rush orders and fall credit, and sends out his cash to the city retailer.

So, partly because the merchant is to blame and partly because the farmer is to blame, community business fail to flow

through community channels. As a result stores close up, people move out, and social life stagnates. No wonder under such conditions young people press into the cities. Can conditions be improved? Can the gulf be bridged between these two essential factors in rural life? I believe they can.

In the first place, the merchants must measure up to the demand for efficiency and service; more of them must take advantage of the salesmanship and other courses being provided by their own association and the university; they must stop "knocking" the mail order houses and copy their efficient methods; they must buy co-operatively and see that their jobbers buy co-operatively. If it is true, for instance, that a mail order house can sell retail at a lower price than the local merchants can buy wholesale, there is something wrong somewhere; and I fancy it is not with the mail order house, but with the local merchants and their jobbers. Finally, they must establish more cordial relationships between themselves and their customers. There must be some "get-together" agency through which farmer and merchant can learn to understand each other better and acknowledge their mutual inter-dependence.

Such a medium I believe will be found in the Community Club, which is a neighborhood organization through which farmers and merchants, and, indeed, all sections of the community, may learn the art of living together in the spirit of the second commandment and the golden rule. To love your neighbor as yourself, to do unto others as you would that they should do to you—that is the challenge that comes to you to-day. To sympathetically co-operate and unselfishly serve—that is the call of the new day.

The Community Club provides the medium through which this call may be answered, through which this challenge may be accepted. It is an organization that takes in the whole community, the basis of membership being citizenship. There are usually many other organizations in the town and district, but they are all sectional. The Board of Trade takes in the retail merchants and other business men, but excludes anyone else. The Grain Growers' Association takes in farmers only; the Home Economics Society takes in women only; the lodges recognize only initiated members who have taken the degrees and whose dues are paid up; the churches appeal to those only who are members or adherents of their particular denomination. And so it goes—every one of these organizations, from its very nature, sectional; and, indeed, consciously or unconsciously, each acts as a divisive element. We seek to overcome this defect, and a glance at the picture of the community wheel will illustrate how we propose to do it. There are eight spokes in this wheel, representing eight factors in the average community. Hitherto these organizations have worked along parallel lines, each seeking to carry on their own work without much thought of their relation each to the other, or to the community as a whole. The Community Club movement seeks to have them move along concentric lines, all working toward a common centre, the good of the community. It seeks to remind the farmer, the school teacher, the merchant, the preacher, that while they may have a special work to do through their own organization, they are a part of the whole community, and must share in the community tasks.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

POTATOES IN CAR LOTS

Please give me the names and addresses of some potato dealers from New Brunswick or agents shipping direct in car lots.—Spazoni Bros., Box 89, White River, Ont.

Answer.—Paul F. Gauvreau, 84 Rue St. Pierre, Quebec, Que.; Jos. Ward & Co., Place Youville, Montreal; A. Charbonneau Freres, Bonsecours Market, Montreal.

IS LICENSE NECESSARY TO SELL CIGARETTES?

Does a general country storekeeper in the Province of Quebec have to secure a license to sell cigarettes? If so what is amount of license?

Answer.—It depends on local enactments. Under the Municipal Act municipalities have the right to impose conditions on the sale of cigarettes. See civic authorities for definite information.

NAMES OF MANUFACTURERS OF FURNITURE

Kindly give us names of manufacturers of furniture.—Labelle & Johnston, Waltham, Que.

Answer.—Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagan, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto.

NOVA SCOTIA APPLE SHIPPERS

Please give us the names of several good reliable apple shippers from Nova Scotia.—Dawson & Gibson, Grocers, Sault Ste. Marie, Ont.

Answer.—Regarding good reliable apple shippers from Nova Scotia, we would refer you to the following: United Fruit Co. of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Blyth & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

NAMES OF WHOLESALE JEWELLERS

Can you give names of some wholesale jewellers who furnish catalogue of jewelry, etc.—F. C. Fillmore, 811 Union St., Moncton, N.B.

Answer.—We would refer you to the following for catalogues, etc.: James Eastwoods, New Glasgow, N.S.; M. S. Brown, Ltd., Montreal; Henry Birks & Sons, Montreal; Peerless Jewelry Co., Sherbrooke, Que.; P. W. Ellis & Co., Toronto, Ont.; Austin Carl & Co., 357 College St., Toronto; Goldsmiths Stock Co. of Canada, 50 Yonge St., Toronto; Edmund Scheuer, Ltd., 131 Yonge St., Toronto; T. Eaton Co., Toronto; McElheran & Plant, 66 Dundas St. W., Toronto.

FRESH CREAMERY BUTTER

Could you tell me where we would be likely to get fresh creamery butter? Could we get butter sent direct from Eastern Township Creameries or from commission men in Montreal?—Hill Brothers, St. Stephen, N.B.

Answer.—Any of the following firms in your neighborhood could probably supply you: Wilford C. Day, 579 Main St.; T. Collins & Co., 16 North Market Street; Slocum & Ferris, City Market; A. F. Kierstead, 265 Chesley St.; O. S. Dykeman, 36 Simonds St.; A. L. Goodwin, 36 German St., all of St. John, N.B.; also Smith & Proctor, Halifax, N.S.; Kavanagh Provision Co., Montreal, Que.

CIGARETTE LICENSE DEPENDS ON MUNICIPALITY

In a recent answer in the Enquiry Department an error was made in regard to the necessity for having a license to sell cigarettes. In many localities such a license is required. The decision in the matter, however, depends entirely upon the local municipal government. Under the terms of the Municipal Act each community is empowered to place a license tax on cigarettes at their own discretion.

MANUFACTURERS OF AROMINTS

Will you kindly advise us the name and address of the firm manufacturing "Aromints," as mentioned in page 35 of your issue of September 26?

Answer.—Aromint Products Co., Cincinnati, Ohio. Canadian factory: 107-109 Duke St., Toronto.

SHOW CARD BRUSHES

We are looking for a few small brushes for card marking. Can you put us on track of any?—Fawthrop Brothers, West End, Cornwall, Ont.

Answer.—You could purchase these from Artists Supply Company, 77 York St., Toronto, and Art Metropole, 14 Temperance St., Toronto, Ont.; A. Ramsay & Son, Montreal; Reliance Ink Co., Winnipeg.

IS THE FLORIDA RUSSET THE BEST FRUIT?

Is it true that the russet orange of Florida is of a finer quality than the bright variety, and consequently more in demand?

Answer.—There was a fairly general belief at one time that the russet orange had a quality peculiarly its own; that belief, however, was hardly justified by the facts. The rusty color used to be considered the necessary sign of the Florida orange. Experiments in growing, however, have enabled

growers to control the appearance of the rind, and it is generally conceded that this has improved the sale of the Florida fruit, as all contentions to the contrary, the demand is for bright fruit.

SALT IN COFFEE

It has been suggested that a little salt added to coffee improves the flavor. Is this true, and, if so, why?

Answer.—Yes, salt is generally conceded to add something to the flavor of coffee. The reason is that the addition of just the right amount of alkali neutralizes the slight acidity of the coffee. This addition is suited to coffee for all occasions and is absolutely essential when coffee is used as the flavoring agent of various desserts—otherwise, the taste is "empty."

Will you kindly give me names and addresses of wholesale firms in Hamilton, Toronto, or London from whom I can purchase white crockery, toilet sets, etc.—A. W. Little, Vinemount, Ont.

Answer.—Belleville Pottery Co., Belleville, Ont.; R. Campbell's Sons Co., Hamilton, Ont.; John Cranston & Son, Hamilton, Ont.; Toronto Pottery Co., Toronto, Ont.

HANDLERS OF AND FISH PRODUCTS

Could you advise me of some wholesale or retail grocer to whom I could sell my fishery products, hard dried or soft cured cod fish, large or medium; could send sample. Also put up some Scotch pack herring to suit purchaser, also cod oil and refined cod liver oil.—Joseph Stock, Petty Harbor, St. John's, Newfoundland.

Answer.—J. W. Windsor Co., Montreal; Argyle Bute, St. Catherine St., Montreal; Atlantic Fish Companies, Montreal; Leonard Bros., Montreal; The C. Collas Robin Co., Halifax, N.S.; Hart Levi & Son, Halifax, N.S.; H. R. Silver, Ltd., Halifax, N.S.; N. M. Smith, Halifax, N.S.; A. & N. Whitman, Halifax, N.S.; Eastern Canning Co., St. George, N.B.; W. S. Loggie Co., Chatham, N.B.; McDonald Packing Co., Fairhaven, N.B.; Fred T. Nickerson Co., Clarks Harbor, N.B.

INDEPENDENT CANNERS

We would appreciate your giving us a list of the outside canners in Ontario, a list of the packers who can apples in the Provinces of New Brunswick and Nova Scotia, and names of all manufacturers of jams in Canada.

Answer.—These lists have been mailed,

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name
Address

CANADIAN GROCER

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CORRECTING A WRONG IMPRESSION

TO remove doubts which exist in some quarters as to the relation of the Income Tax Act to the new Victory Loan it is necessary to state that it is the interest on the bonds that will be subject to the taxation—not the principal.

An impression has been created to the effect that the amount of the investment on Victory Bonds is to be taxed. Of course such is not the case. The interest derived from the new bonds will bear taxation just as other items which go to make an income will be taxed. This, however, will not be a matter of much concern to the small investor as the income received by the average person is not touched to a great extent by the act. Total incomes not exceeding \$2,000 in the case of a married person and \$1,000 for a single person are exempt regardless of the source from which the money comes. There is further exemption for the married person with dependent children, the amount being two hundred dollars for each child under the age of eighteen years. For instance, the income of a person with four children is exempt to the extent of \$2,800.

The idea that the amount of money invested in the Victory Loan is to be taxed is quite wrong. Only the interest on the bond comes under the tax.

STILL IN OUR MIDST

THE Consumers' Association of Windsor is still in our midst, and while it has increased its price for sugar it is still selling sugar at \$8.50 per hundred, a price well below the wholesale figures of any refinery on the continent—a price indeed very little higher than that actually paid for raw sugar.

It would seem that this fact alone would be sufficient to make the public generally somewhat skeptical about the operations of this company. This company is buying sugar in Windsor, and paying for it at the regular Windsor wholesale rate and in its sales is losing roughly three cents a pound on every pound of sugar sold. Yet it is not doing business at a loss. The inference, therefore, is obvious, that what it loses on one commodity it makes on another. These facts should be made very plain to the householder everywhere. This type of business that seeks to give the public a wrong impression of the service it renders, is not a type that can be of any service to the community. Moreover, it lowers the standard of merchandising that in the gradual growing tendency towards more honest business methods has risen above such dubious methods.

THE REMEDY

CHARLES M. SCHWAB, the steel magnate, speaking in Chicago recently made the significant statement that all the theoretical questions in regard to the cost of living would be set at rest "when we get back to the practice of giving an honest day's work for an honest day's pay." Unquestionably one of the great causes for high prices is just that lack of honesty that is world-wide. The supreme need of the world at the present time is for production, and for the speeding up of the transport of food and other commodities from the point of production to the point of consumption, and as long as we have a Bolshevik Russia, and Europe generally torn by dissension, as long as we have strikes and lockouts and persistent demands for ever-shortened hours and ever-increased wages throughout the world, there can be no real remedy found for the cost of living. It is not claimed that all these industrial disturbances are unwarranted. They are in many instances, at least, entirely justified, but there are many cases in which even these just disputes might easily wait. The need of production is imperative beyond anything else and the world certainly needs to give up thinking too much of its wrongs and grievances and get down to thinking about giving its honest day's labor for an honest day's pay.

NO CHARITY NEEDED

IN a rehearing of the case of the packers held recently in Toronto the regulation fixing the price of pork products, which was to have become

operative on Oct. 15, was postponed till Nov. 1, pending a further investigation of the case. In the course of this hearing J. S. McLean, of the Harris Abattoir Co., Toronto, spoke of the effect of foreign demand on prices. "You do not then observe the old adage: 'Charity begins at home'?" Judge Robson commented.

It is always comparatively easy to be charitable with someone else's profits. It is, however, questionable whether any business concern doing a competitive business can adopt any such motto as a business practice. It is questionable also if such a policy would in the long run be a real charity to those at home. In the aggregate the export business of the packing companies that may seem in individual instances to have meant higher prices for Canadians have actually meant no such thing.

There are few people who are blind enough to business conditions to believe that favoring one market at the expense of a more extensive trade can work to the good of that market. The bulk of business done by the packing companies has been a factor in steadying prices, and quality for quality prices of bacon in Canada have been as reasonable as anywhere else in the world.

PRICE FIXING ON A FALSE BASIS

SETTING prices to-day on bacon on a basis of the prices of last March, because the prices of live hogs at that time and at the present time are the same, is another indication that the Board of Commerce has missed the whole point of the investigation that they have been making. Time and again it was stated during the course of these investigations, that it must be upwards of a month before decreases in hog prices could be felt in the price of bacon, because it took about that length of time in process. Yet despite all this elaborate explanation the Board failed to pay any attention to the fact that the bacon on March was made of low-priced hogs, and the bacon of to-day from high-priced hogs, despite the fact that live hogs to-day and in last March were the same. To deal justly in such matters, the whole of the facts must be taken into consideration. It has not been done in this case.

Editorials You Should Read

TOO MANY RETAIL GROCERS

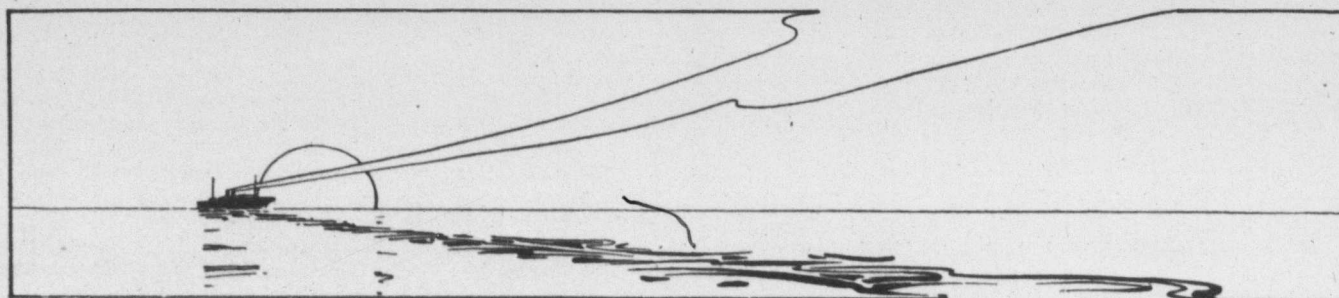
RETAIL grocers don't deserve the avalanche of criticism and wholesale charges of profiteering leveled at them during the past month. We don't think the retailer is as grasping and greedy as the trumpeting press have described him. We don't think that he is as black as he is painted. The great mass of retail grocers are decent men, as well-intentioned as those engaged in other lines of business.

But while retailers of food can't be as rotten as they are rated, we do believe that, by virtue of their very numbers, they are a factor in increasing the cost of food distribution and therefore in raising the cost of living.

There are too many grocers in the United States. *The Canner* heard the other day of a town of eight thousand people where there are forty retail grocers. Twenty or even ten grocers could supply the food requirements of the residents of that town as well in every respect as they are now being supplied by the forty stores in operation there. There would be no lowering of the quality of service, but the overhead expense would be vastly reduced, the business could be handled by fewer clerks, needless duplication of delivery would be eliminated and a dozen other economies effected, all combining to make a very large saving in the conduct of a volume of business not lessened at all.

The retail grocery business of the United States, now being carried on by four hundred thousand stores, could be carried on as well, or better, in two hundred thousand stores. And think of the saving! Nearly half a million men, women and boys would be released for productive occupation, figuring an average of two and a half persons employed in each store.

Clearly, there are far too many grocery stores in this country. The grocery business is a haven for far too many misfits. It ought not to be so easy to get into the business of retailing food for human beings. The evil can be cured. The law ought to require a man to prove fitness and knowledge, gained by experience in the course of apprenticeship, before he is allowed to open a grocery store of his own.—*The Canner*, Chicago.



Are Fruit and Vegetables Profitable?

The Practice of Other Merchants in Figuring Profits in These Important Departments May Be of Interest and Value to Others Who Are Facing the Same Difficulties.

By HENRY JOHNSON, Jr.

NOTWITHSTANDING the immense importance of the fruit and vegetable department in most grocery stores, I hear the opinion expressed by any number of grocers that there is no money in green goods, yet I am sure that very few merchants know just how that department works out, so I determined to make some investigations a few days since to see what grocers did know about that department.

In going after the information, I felt that the men to see were not the ordinary run of grocers, but successful men who operate with some degree of scientific management. I shall set down just what I gathered from each of them.

First came C. A., who is a big cash merchant. His sales run to millions of dollars a year. He was very busy when I called, but said he figured a margin of 15 to 20 per cent. I told him I was sure he must be losing money on such a margin, and he answered that perhaps I was right, but that local competition would not permit him to get more.

25 Per Cent. Not Enough

G. H. runs a big chain of limited service cash stores. He, it happens, has just made a study of this department. He has segregated the supplies, the space, the help used in the handling of green goods, so as to get as accurate accounting as possible. Before he made that investigation it was his practice to make 25 per cent. gross on the average. He now finds that on such a margin some of the departments play about even, while some lose money. He is therefore about to revise his average margin upward to 30 per cent.

I asked him what causes lie back of the fact that a spot cash merchant cannot get by on 25 per cent., and among other causes he mentions: That there is a greater shrinkage on green goods than merchants appreciate; that weights given are more liberal than on other goods. For example, in weighing apples, if the weight is slightly light, an extra apple is put in, though that may make 2 to 4 ounces overweight. The same holds good on onions, sweet potatoes, and dozens of other items. To-day I saw bananas in one of that merchant's stores priced at 12 cents per pound. The wholesale cost in his district, on the open market, one bunch at a time, is 7½ to 8 cents. Undoubtedly he buys inside of 7¼ cents, so his margin on bananas is well over 35 per cent.

The Groceria View

One who runs a chain of grocerias concludes about as C. H. does. This man is on the same basis as the limited service store so far as green goods go, because in that department he serves

his trade; customers do not wait on themselves. In four of the larger, busier stores, he runs the fresh goods department entirely separately so he has the most accurate check. He figures an average of 30 per cent. gross. In the four stores and in some of the bigger ones where the department is not yet separated, a net of 3 to 4 per cent. is realized. In the others he does not feel that any net profit is earned at all—even on 30 per cent. He is investigating further, for he is not the kind of man to take anything for granted or on guess.

W. E. runs a single groceria in a good neighborhood location. He is a close student of his business. He says neighborhood competition is very keen, so all he can get is 20 per cent. on some items and 25 per cent. on the best. I asked him how he knew he was even coming out whole. He told me that the only way he managed was to pack most vegetables in advance. Every crate of tomatoes is put right into bags, weighed, and the price marked on the package. Customers do their own picking up of everything in his store.

Dual Handling Profitable

H. J. is another chain grocer. He figures closely and overlooks nothing. As he has many stores he has established a purchasing depot in the central wholesale market. He thus is able to buy at the bottom because he takes such quantities, so is able to pay a margin of 10 per cent. advance to that central depot before the stores get the goods. Then the stores make 25 to 30 per cent. margin, and he has no difficulty realizing such a margin because centralized buying enables him to obtain quality goods.

The exception is in the case of citrus fruits. Those are handled at 20 per cent. gross margin because of their staple character. That stock turns very rapidly, so the shrinkage is negligible.

S. C. S., another chain store merchant, had just concluded that 25 per cent. is not profitable and determined that he must get fully 30 per cent. average.

Finally, I know that a high grade, full service store, where a big line of fresh fruits and vegetables is handled, must get, can get, and does get 30 per cent. and upward average gross margin to make a net profit. This department always has been a very important one in my own business. Space accorded to it has been the most prominent. The greatest care has been devoted to its display and handling. The waste has been kept at the minimum by the most rigid economy in handling. On such basis it always has been directly profitable, besides being the best possible leader.

Note the Character of Authorities

Now, observe the kind of men to whom I talked. They were big men, big organizers, men who take nothing for granted. Except the first one, all operate on the plan of knowing exactly what this department is doing. The question of making a net profit takes precedence over anything done by "competition." I am satisfied that C. A. will not go very much further without advancing his average margin.

If, then, such men, after exhaustive investigation, conclude that they must have 25 or 30 per cent. or over margin, what of the average grocer? Is there any sense in his working for less? Is there any excuse for it? Except on citrus fruits, on which the margin should be kept close to 25 per cent., because so staple and free-moving, that department should pay 30 per cent. average gross margin.

Bear in mind that only the greatest skill and economical management will prevent the waste from eating up the entire profits. Remember that margins which were "okeh" in 1914 are probably inadequate in 1919; for not only wages, but every other item of expense is higher now than then.

An illustration of the item of shrinkage is found in the case of a car of potatoes shipped only about 100 miles. The net weight was 400 pounds lighter on arrival, or a loss of 11.3 per cent. Such proportionate shrinkage is going on all the time. Potatoes in a car, closely packed and closed tight, shrink 11.3 per cent. in about 36 hours, what will be the loss in a moderately warm, dry cellar, where they lie open?

Loss in Weight

This item of loss in weight is daily one of greater seriousness. For the practice of weighing all vegetables and fruits, which has been prevalent in the West for many years, is now becoming more general everywhere. Not only is it simpler and more convenient to weigh apples and cranberries, etc., than to measure them, but authorities insist that it is more equitable. It is, in fact, a fine scheme, provided that the merchant set his figures correctly to start with.

Let it not be forgotten that a barrel of cranberries may be figured on the basis of 100 pounds or 100 quarts, but if kept a week it may run out not to exceed 97 quarts, or 94 pounds. Thus, if you are selling by the pound, the right plan is to figure beforehand that the barrel contains only 94 pounds—that all you can hope actually to sell out of it is 94 pound packages.

Then, too, in this department every advantage must be taken of opportuni-

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CURRENT NEWS OF THE WEEK

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

MARITIME

John Dalton, grocer, Newcastle, N.B., is dead.

Jas. Reid, general merchant, Charlo, N.B., is dead.

J. R. Murray, Moncton, N.B., has sold to F. C. Fellure.

Among those suffering in the fire that visited Oromocto, N.B., recently, were H. G. Cannon, grocer, and T. J. McElroy, general merchant.

QUEBEC

P. W. Carrier, Montreal, grocer, and meats, has sold out to E. A. Longway.

Mrs. A. Morin, 402 Beaudry St., Montreal, succeeds Miss A. Leblanc.

J. E. Manning has opened a grocery store at 261 Laurier Ave. West, Montreal.

C. Ritz, manager Robin Hood Mills, Ltd., Montreal, is in Western Canada on a business trip.

Armand Dansereau has taken over the Montreal business of Dansereau Freres, grocers and butchers, Montreal.

Moquin and Moquin, Montreal, have purchased the business of A. Perreault, 541 Mount Royal Avenue.

W. V. Turcotte, 1317 St. Denis St., Montreal, has purchased the grocery business of Mrs. J. A. Chartrand.

J. B. Richer, 1318 St. Valier St., Montreal, has disposed of his grocery business to E. Allaire, 1318 St. Valier St.

E. Martin, Montreal, has formed a partnership with Mr. Rocheleau as Martin and Rocheleau, 71 Laurier Ave. W., Montreal.

The name of the Meiji Trading Co., Ltd., has been changed to that of Murai Trading Co., Ltd. The head office of the company will still be located at 55 St. Francois Xavier St., Montreal, and W. H. Halford continues as managing director.

J. E. Monette, formerly assistant to Emile Chaput, of L. Chaput, Fils & Co., Ltee., wholesale grocers, Montreal, has entered into partnership with T. Trudeau, grocer, Mount Royal Avenue, Montreal. J. E. Provost succeeds Mr. Monette.

ONTARIO

W. S. Wilcox, grocer, Hamilton, has sold out.

Geo. Bickell, grocer, Brantford, has sold out.

R. McLaughlin, grocer, Brantford, has sold out.

W. J. Griffin, Hamilton, has sold to Grant Bros.

A. E. Thorne, Hamilton, has sold to Werner Bros.

Albert C. Kilgour, grocer, has sold to J. Harris.

A. A. Freeborn, grocer, Brantford, has sold out.

C. W. Grantham, grocer, Brantford, has sold out.

Mrs. S. Livingstone, grocer, Brantford, has sold out.

A. J. McGuffin, grocer, London, has been succeeded by Jos. Bere.

Lafrance Bros., Ottawa, have been succeeded by J. E. Quinn.

O. J. Brown, grocer, Toronto, has been succeeded by J. T. Perrin.

Mrs. C. E. Jackson, Toronto, has been succeeded by A. Croft.

David McAlister, general merchant, Chute au Blondeau, has been succeeded by Chas. McFaul.

F. Forest, grocer, Earls court, has sold to H. S. C. Swelser.

E. J. Halloran, groceries and meats, Hamilton, has sold to R. A. Fletcher.

A. D. McRae, grocer, Hamilton, has sold to W. S. Lowe.

Mrs. J. Burns, groceries and meats, Brantford, has sold out.

R. C. Hansler, groceries and meats, Welland, has sold to C. White.

Wm. C. Towns, general merchant, Aurora, has sold to Naughton Bros.

R. B. Squarebriggs, groceries and meats, Toronto, has sold to W. J. Agles.

C. Pratt, manager of the Medalta Stoneware Ltd., Medicine Hat, Alta., and chairman of the Medicine Hat branch of the Manufacturers' Association, is expected in Toronto shortly to arrange for a branch warehouse in Toronto.

Emerson McCance, grocer and provision merchant, Ross street, has purchased the store on the corner of Talbot and New streets, St. Thomas, formerly occupied by J. C. Gillan. Mr. McCance states, however, that he has no intention of moving his stock from the Ross street store to the new premises.

ONTARIO BUSINESS CHANGES

N. G. Gooch has opened a grocery business at 2241 Dundas Street W., Toronto.

J. C. McKinley, formerly of Seeley's Bay, Ont., opened his new grocery store at 2619 Yonge Street, Toronto, for business, on Thursday, October 9.

R. A. Johnston, of Iroquois Falls, Ont., and lately of Barrie, has purchased the grocery business of W. J. Paddison and will take possession on Oct. 15.

Mr. Paddison is retiring to go into another line of business.

David Green, Toronto, produce merchant, wholesale and retail dealer in butter, eggs, lard and cheese, has sold out the retail business.

JOHN L. LANE DIES

Has Been Secretary-Treasurer of Harold F. Ritchie & Co., Toronto, for Some Years Past

John L. Lane, secretary-treasurer of Harold F. Ritchie & Co., died at the home of his daughter, Mrs. S. G. Amsden, Burton road, York County. Mr. Lane was sixty-four years of age and was ill only a short time before his death. He was on the staff of John B. Farwell & Company of Chicago before coming to Toronto in 1913. He is survived by a widow and three daughters. The body was taken to Quincy, Ill.

J. A. SIMMERS, LTD., HAVE SECOND LOSS

Herman J. Simmers, Toronto, of J. A. Simmers, Ltd., seed merchants, died suddenly at his home, 1,261 Yonge street, recently, from cerebral hemorrhage. Mr. Simmers' death was unexpected. Another member of the firm died suddenly a month ago.

DR. KAUFMAN GOES TO PORT ARTHUR

Dr. Kaufman, business manager of the Malt Products Co., Guelph, has severed his connection with above firm to accept position with Canada Starch Co., Port Arthur, Ont.

BECOMES BUSINESS MANAGER

H. F. Petman, who recently returned from overseas, where he had been serving with the Third Battalion, has become business manager of the Malt Products of Canada, Ltd., Guelph, Ont., succeeding Dr. Kaufman, who has severed his connection with that firm and gone to Port Arthur.

THE PRINCE INSPECTS MEDALTA STONEWARE PLANT

On the occasion of the recent visit of H.R.H. the Prince of Wales to Medicine Hat, he was shown the blowing of a gas well and the inspection of the large plant of the Medalta Stoneware Ltd. The gas well shot a flame of fire 150 ft. in the air. At the Medalta Stoneware plant he saw the gas being used commercially. His Royal Highness witnessed the white clay being moulded and shaped into butter crocks, jugs, churns, etc. These were then placed in kilns and burned with the natural gas.

ONTARIO TRAVELLERS TO HAVE OPPORTUNITY TO VOTE

According to amendments to the Election Act, arrangements can be made in all ridings for travelling men to record their votes on any one of the three days prior to the election date, October 20. This would mean that voting can take place, for this limited class of voters only, on October 16, 17 and 18. The amendment to the Act was intended for the convenience of trainmen, conductors, engineers, firemen, commercial travellers, and other voters who cannot conveniently be in their home riding on the regular date of the election. Many of the large centres of population are already arranging to have booths open on the three days in question, though it is not anticipated that there will be much demand for the special booths in the more remote ridings.

FRENCH OLIVE OILS VERY SCARCE

It is stated that pure French olive oils continue to be so scarce that there is little prospect of supplies reaching Canada this fall in anything like large quantities. One Montreal importer stated to CANADIAN GROCER a few days ago that orders he had placed over a year ago were still unfilled and that there was no prospect whatever of their being filled in 1919. The necessities in the home market and the great shortage that has existed there for several years will tend to restrict the imports of this oil into Canada, and it is apparent that on the pure product there will be little, if any reduction of price.

OVERSEAS TRADING CO. FORMED IN LONDON

H. B. Thomson, former Canadian Food Controller, and W. H. Greenwood, brother of Sir. Hamar Greenwood, are, with Major J. A. Macdonald, the first directors of the Home and Overseas Trading Trust, Limited, incorporated in London as a private company, with \$250,000 capital. The company has been organized in connection with the Reid Newfoundland Co., of which Mr. Thomson is a director, and will carry on business as buyers, catchers, breeders, storers, packers and agents for the sale of fish, oils, guano, glue, gelatine, and other bye-products, and has power to acquire vessels.

FLORIDA CROP REPORTED BOTH LARGE AND EARLY

The Florida orange and grape-fruit crop this season will be both early and large, according to reliable reports just received from that state. The total combined shipments of oranges and grape-fruit are expected to reach 10,000,000 boxes, which is the largest of any crop shipped from Florida. Shipments of grape-fruit are expected to commence about September 20, with the oranges starting in about a month later. Oranges are about a normal crop and the big increase has come in grape-fruit.

Florida's crop, especially of grape-fruit, is increasing steadily each year due to new acreage. The Florida Citrus Exchange, which is the growers' co-op-

erative institution patterned after this organization, is gaining steadily in size and influence. The fruit marketed through the growers' organization is branded "Sealdsweet," a brand which is advertised quite extensively during their shipping season, particularly in the larger Eastern cities.

HEAVY VALENCIA ORANGE SHIPMENTS YET TO COME

More oranges remain to be shipped from California during the present crop year than at the same date in any previous year, according to the California Fruit Growers' Exchange. These oranges are of the popular Valencia variety which ripen in the summer and fall months. The trade can count on a liberal supply of California valencias to brighten up their fruit display right up until the time the new crop of navel oranges is available.

Strikes and a continual shortage of refrigerator cars during the past few months have hampered usual shipments and it has been impossible for the growers to pick and ship as many oranges lately as they desired to for this reason.

California's Valencia crop is increasing steadily and rapidly because of new acreage coming into bearing, but no difficulty has been encountered in marketing these increased crops as the public's appetite for good oranges seem boundless, and retail merchants all over the country are expressing their own surprise as well as gratification at the way sales of oranges hold up throughout the year in the face of intense competition with local fruits during the harvest season.

ESSEX COUNTY ONION CROP A PARTIAL FAILURE

The onion crop in Essex County, Ontario, will fall considerably below the average as a result of the weather which prevailed last spring. It is estimated that the total production will be about 200 carloads, which does not compare very favorably with last year's record total of between 600 and 800 carloads, and altogether it would appear practically certain that the onion yield will be the poorest in many years in this vicinity.

MARGARINE LEGISLATION RECEIVES ITS THIRD READING

The bill to enlarge the permission for the import and manufacture of margarine in Canada until March 1, 1921, was again presented to Parliament on Tuesday of this week and received its third reading. The bill passed with practically no comment, the majority of those members who have opposed it in the past being absent from the House, an indication that their opposition is not of a very serious character. As it is not within the bounds of possibility that the Senate will take a different action in regard to this matter, the passing of the third reading of the bill is equivalent to the passage of the bill.

LARGE NUMBERS OF BEES HAVE ONLY SUPPLIES TO FEED THEMSELVES

"Honey is a failure from here to British Columbia," says Ralph Coates, the honey man of Dutton. "I've even been feeding my bees some through the summer—the weaker colonies of them."

Asked as to the cause of the shortage, he said: "Not only because the weather was dull during much of the blooming season, but also when the sun did shine the season was so dry that the clover seemed to have little or no honey in it for the bees to get."

Mr. Coates has considerably over one hundred colonies of bees, which, taken one with another, he says, he thinks will average at present twenty pounds of honey.

And each colony will need twenty-five pounds to winter it till the first of March. I am holding my ear to the ground now in all anxiety to see if the golden rod bloom and the clover blossoms, which these late showers will bring will make up this extra five pounds. With moister weather, per colony, there should be bloom enough in two weeks to make up the deficiency in winter feeding. And a whole month of fine autumn pasture would, without a frost, be a great blessing, but a heavy frost at the present time would mean an invasion by our bees of the public's winter sugar stores."—Chatham, Ont., "Planet."

FRUIT AND VEGETABLES PROFITABLE?

Continued from page 30

ties to make a liberal margin. Suppose we consider Casaba melons on the Chicago market. They must retail, say, at 40 to 50 cents for small ones, and 60 to 65 cents or over for big ones. Who will buy them at such figures? Obviously, only those people who have so much money that they will not care whether they pay 40 or 50 cents for small or 60 or 65 cents for big ones. Hence the wise idea is to get 50 and 65 cents respectively.

Remember that 50 cents is 25 per cent. more than 40 cents, and that 65 cents is 81-3 per cent. more than 60 cents. It takes close calculations to make this department really pay.

THE ADVERTISER AND THE SPIDER

The late lamented Mark Twain told a story of the time when he was editor of the "Virginia City Enterprise." A superstitious subscriber who had never advertised in the publication, one day found a spider in his paper and wrote asking if it was an omen of good or bad luck. In reply the editor wrote: "The finding of a spider in your copy of the 'Enterprise' cannot be taken as an omen of either good or bad luck as the spider was only looking over the paper to find out what merchant did not advertise so that it could weave its web above his door with the assurance that it could live in undisturbed happiness ever after."

NEWS FROM WESTERN CANADA

WESTERN

L. M. Weeks, grocer, Edmonton, has sold to M. S. McLennan.

Wm. McIntosh, general store, Maunville, Alta., has sold to Crooks Bros., Ltd.

RETIRING MANAGER HONORED

A presentation was made yesterday to J. Howard Rankin, manager of the Brandon Grocery, Brandon, Man., by the members of his staff.

Mr. Rankin, who has been president of the Board of Trade in this city for the last year, has severed his connection with the Brandon Grocery Co., and leaves here next Wednesday for Winnipeg, where he will engage in the brokerage business under the firm name of Nichols and Rankin. George Morrow, of Moose Jaw, will succeed Mr. Rankin as manager of the Brandon Grocery.

WINNIPEG GROCERS MAY DISCONTINUE SALE OF SUGAR

A "strike" of retail sugar dealers in Winnipeg is a possibility. The grocers complain that money is lost on handling sugar at one cent a pound profit, as ordered by the Board of Commerce. In a statement issued yesterday by the retail trade bureau of the Board of Trade, it is intimated that the retailers may refuse to handle sugar, leaving the burden of distribution on the Government, which is responsible for the Commerce Board.

Under the system of down-weights, dealers say they lose money in the aggregate. All the sugar is not recovered from sacks. The price of paper bags and labor required in its distribution must also be considered, they claim.

VANCOUVER RETAILERS HOLD FIRST ANNUAL MEETING

R. M. Millar was elected president of the Vancouver branch of the Retail Merchants' Association of Canada at the first annual meeting and banquet of the body held in Spencer's restaurant last evening. Other election results were: First vice-president, J. Harkness; second vice-president, C. Clarke; secretary, J. T. Crowder; treasurer, W. Gilchrist. The names were read off by a member of the nomination committee and accepted as they stood, the officers being declared elected by acclamation.

An interesting insight into the business methods of retailers in Australia was given local retail men by W. A. Blake of Melbourne. Mr. Blake, after having spent some months in travelling in various parts of the British Empire, has had various connections with the retail trade in its various lines during the past twenty years. With a large stock of experience to draw from, he was able to talk of many interesting phases of retail merchandising in Australia, and the audience received a number of good ideas from his address.

Need of Unity Between Wholesaler and Retailers

N. G. Neill of the Employers' Association, spoke on the subject of practical unity. He said that closer unity was needed if the Retailers' Association was to be a success and congratulated the members present in having taken such steps as they had toward organization. Among a number of suggestions for the benefit of the retail trade made by Mr. Neill, was that of the formation of a board consisting of wholesalers and retailers. This board, taking one commodity at a time, should endeavor to reduce the price of it to the consumer by following it from production to sale and cutting out all unnecessary expenses.

Needs of the Association

G. S. Hougham, provincial organizer of the Retail Merchants' Association, spoke briefly on the needs of the local branch. Vancouver had been one of the hardest cities in the province to organize and it was not yet near what it should be, he said. At present there were 178 members in the association, but 500 were needed if it was to "carry on" successfully. To support a staff adequately, he said, would cost about \$325 a day. With 178 members in the association, he "left it to the members to judge what their responsibilities would be if they did not get to work and enlist new members." He declared that the association was essential and that its possibilities were unbounded.

T. J. Corley spoke briefly on the organization of the association throughout Canada. A vote of thanks to the retiring executive for its efforts in organizing the association was passed and a resolution promising the new officers the support of each member was passed with applause. A solo by Mr. Morris, "Asleep in the Deep," was greatly appreciated. Mr. Geo. H. McRobbie, the retiring president, presided.

NOTHING JUSTIFIES DISPLAY LIKE FRUIT

The branch of Morrow and Dean, which is situated on 4th Avenue, Vancouver, B.C., is occupying their store premises jointly with a branch of P. Burns & Co. R. G. Orr, the grocery manager, states that the grocery and meat trade get on splendidly together. Each seems to help the other. This branch has a very good window on 4th Avenue, which is used to fullest advantage for the sale of fruit. Mr. Orr stated to CANADIAN GROCER that there is no department of the grocery store that will so readily respond to a liberal use of the display window as the fruit department. Despite the sugar shortage that prevailed for several weeks, the window has continued to sell an increasing turnover in fruit. One sale consum-

mated by a good window display, brings the customer inside, and he then becomes a prospective customer for more merchandise inside.

CANADIAN MANUFACTURERS SHOULD USE MORE MAPLE SUGAR

The production of maple sugar this year has been about the same as last year, but the prices of the natural product have been about ¼ higher. The Province of Quebec this year produced sugar valued roughly at no less than \$7,500,000, the amount turned out by the numerous sugar manufacturers being in the neighborhood of 30,000,000 lbs. A great deal of the maple sugar is exported to the United States where the better quality of it is used in the manufacture of chocolate, which is then sent into Canada and sold in preference to the local product, although it contains a large percentage of Canadian sugar on which duty was paid to the United States and again when it came back to Canada included in the chocolate. The inferior maple sugar is used in the manufacture of chewing tobacco, of which again such a very large quantity is used in this Dominion. There is a good chance for the Canadian manufacturers to make a greater use of Canadian maple sugar for the manufacture of both chocolate and chewing tobacco, thus bringing down the cost of those two articles so largely consumed here.

A REASON FOR HIGH-PRICED BACON

H. S. Arkell, Live Stock Commissioner, who has recently returned from a trip to Europe, where he has reviewed the live stock market situation, has expressed his views regarding Canada's position, in the October number of "The Agricultural Gazette." He states that the London agents of our Canadian packers reviewed in disappointment the orders for Canadian goods—bacon, eggs, etc.—for which they could obtain but a tenth of the product they required. The unwarranted high price of hogs in Canada during the past month is but a reflection on the reputation of Canadian bacon, as compared with American, and demonstrates the effort of our packers to maintain their connection with old-established clients in the face of short supplies. Since Denmark, within a year, will again be a factor on the bacon market our only security for the future is full production, and such a substantial export supply as must command recognition by its volume and quality. Short hog production is unquestionably the most dangerous policy Canada can adopt. This is true of eggs as well as bacon.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

QUOTATIONS on general grocery commodities are for the most part steady and strong. The tendency appears to be upwards in a number of lines, although the likelihood of early receipts of new crop goods is helping the situation. New rices are moving to market and dried fruits, such as raisins, prunes and apricots, should soon be available.

MONTREAL—While there has been a satisfactory volume of trade the past week, there is apparently no over buying and the trade is buying what its near and immediate requirements call for. There have been some advances of prices and the important item on the list is that of an increase of 25c per cwt. for refined and soft sugars put out by the St. Lawrence Sugar Refineries. As yet, the remaining refiners have not made any change, but the market is very firm. Cooking oil, known as Mazola, has been reduced in price. Cigarettes and baking powder are higher. Meat sauce and hops are moved higher, while a well-known brand of can lye is reduced. Lower prices are also in effect for some of Clark's soups. New crop prices are announced by one jobber on corn and tomatoes and these are lower. Beans are firm. Nuts are firm, with filberts marked up. Dried fruits are steady, but evaporated apples are ruling easier in outside markets. Rices are steady and quite firm. Cane syrups are marked up 25c per cwt. in barrels and half barrels only. There is much strength of undertone to the molasses market and an advance may be made effective. Teas and coffees are both strong, with one brand of cocoa and chocolate marked up. Spices are firm and very active. Feeds are in active demand and are firm in price. Some anticipate lower rolled oat prices soon. Coarse grains are weaker and are marked down.

TORONTO—One of the sugar refineries has advanced its quotation on granulated sugar 25 cents per cwt. and the Toronto price is now \$11.46. The other refin-

eries are unchanged. There is a little better movement of sugar, but supplies are yet by no means heavy and care is still necessary in the matter of distribution. The demand is very heavy and until there is an easing up supplies will not be at all free. Teas and coffees continue at unchanged levels with the situation in the former daily growing stronger. New buying in some instances is fully from 10 to 13 cents per pound higher than a few months ago. While quotations to the trade have not changed, because of cheaper stocks on hand, when the new teas come on the market, higher prices will have to prevail. Coffees are steady, but stocks are said to be light. Spices are strong and cream of tartar is in small supply, with prices ruling firm to strong. New Southern rices are arriving and these will greatly help the situation. Prices continue at high levels. New canned goods are selling freely. Crisco has advanced 25 cents on 1's and 3's and ten cents on 6's and 9's.

In produce lines fresh meats are steady with the tendency downward. Hams and bacon also continue at recent declines. Lard is steady, but shortening shows a stronger tendency. Butter and eggs are firmer.

WINNIPEG—There has been a firm tendency to the market during the week with several lines either showing advances or a very strong tendency in that direction. Among the advancing lines are both tea and coffee, while corn starch and corn syrup are expected to advance in the very near future. Beans are in much better demand and are very firm in price. Tapioca is very scarce, but rice is in better supply. It is generally conceded in grocery circles that prunes will be very high this year, as the early crop prospects seem to have been over-estimated.

In the produce lines, cheese is higher and in brisk demand. Eggs are very scarce and have advanced and are holding very firm, indeed, at advanced prices. Butter is also scarce and very firm.

QUEBEC MARKETS

MONTREAL, Oct. 15—There is a fairly good movement of merchandise and still the trade could be more brisk. Supplies are being shipped to the country in steadily increasing quantities and prices are, for the most part, steadily maintained, and in a few instances there are increases which will be pointed out elsewhere.

Lower Trade Prices For Cooking Oil

Montreal.

COOKING OIL.—Prices are reduced on Mazola Brand cooking oil and the following quotations are now effective:—Cases of 6-1's, per case, \$19; cases, 2-5's, \$26; cases, 12 quarts, \$10.50; and cases, 24 pints, \$11. This reduction is due to the decline in corn markets, doubtless.

Lower Selling Prices For One Brand Soups

Montreal.

SOUPS.—Lower prices are effective for several of the kinds of tinned soup put up by W. Clark, Limited. The new basis for vermicelli and tomato, vegetable, celery, consommé, green pea, Julienne, mutton broth, ox tail, pea, Scotch broth, Mulligatawny, and mock turtle, is \$1.25 per doz. Spaghetti is quoted at \$1.40 per doz., that is for halves, and \$1.90 for one's, while the price for tomato is \$1.45.

Cigarettes and Baking Powder Are Advanced

Montreal.

CIGARETTES, BAKING POWDER.—The price of standard, popularly-known brands of cigarettes has been advanced from \$6.30 to \$7.20 per box of 600. Sweet Caporal, in boxes of 500, are marked up to \$7 from \$6.15.

Cook's Friend baking powder is higher. The new prices are as follows: 1 lb., sq., per doz., \$3.45; 1 lb., round, \$3.35; ½ lb., \$2.00; and ¼ lb., \$1.35.

Sauce; Hops Moved Up; Lye is Reduced

Montreal.

HOPS, SAUCE, LYE.—Advances are in effect for pressed hops, an increase of 7c per lb. to 52-53c per lb. being announced.

Mellenny's tobasco sauce, which was selling at \$3.80, is now selling at \$4.

Babbitt's pure lye has been reduced 35c per case to \$5.00.

One Refinery Advances Refined Sugar 25c

Montreal.

SUGAR.—The interest of the week is that of an advance of 25c per cwt. for St. Lawrence Sugar Refineries' product. The increase is due, say the refiners, to higher transportation, labor, and other overhead operating costs.

Since last week there has been little improvement, apparently, in the situation, as far as supplies are concerned. Delivery of raw sugar has been maintained on a steady basis and still the demand from the trade in all parts of the country has never ceased and still is heavy. One refiner states that they have never been confronted with such a decided run for refined sugars. The demand is increasing beyond expectations and tendencies are very firm.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
St. Lawrence Sugar Refineries	11 25
Icing, barrels	11 20
Icing, 25-lb. boxes	11 60
Icing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 25 10 75
Yellow, No. 3	10 15 10 65
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack	13 25
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.	13 50
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Demarara light, per lb.	6 10

Corn and Tomatoes On New Crop Prices Basis

Montreal.

CANNED GOODS.—For new crop tomatoes, No. 2½ size, the price range is placed at \$1.85-\$1.90 per doz. Corn, new crop, is based at \$1.65 to \$1.70 for the standard grades. Other prices apply for special grades.

At the present time there is a good movement of the new packs from the canneries and stocks ought to be in satisfactory shape to meet the trade needs, and which will probably be improving soon.

Canned Vegetables—		
Asparagus (Amer) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (iced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 85
Spinach, Can. (2s)	1 80	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	9 95	1 00
Tomatoes, 2s	1 50	1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	2 15	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½s (doz.)	1 10	1 10
Pumpkins, gallons (doz.)	3 25	3 25

Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	2 00	2 00
Peas, Sw. Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57½	1 57½
Do., 2-lb. tins	2 75	2 75
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 25
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	1 85	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, 20 oz., doz.	3 00	3 75
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 75	4 75
Do., 2½s	8 25	8 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), Do., 1 lb. flat, doz.	1 90	1 90
Do., 2 lb. talls, doz.	2 30	2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	2 45
Do. (light syrup, 2s)	2 00	2 00
Raspberries, 2s, black or red, heavy syrup	4 70	4 70
Strawberry, 2s, heavy syrup	4 65	4 65

CANNED FISH		
Salmon—		
Chums, 1-lb. talls	2 00	2 00
Do., ½s, flat	1 20	1 20
Sockeye, 48, 1s, doz.	4 75	4 75
Do., 96, ½s, doz.	2 50	2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.	4 30	4 30
Cohoos, 1 lb. tall	3 75	3 75
Do., ½ lb. flat	1 90	1 90
Pinks, 1 lb.	2 55	2 55
Do., ½ lb.	1 30	1 30
White Springs, 1s	2 40	2 40
Chums, 1 lb. talls	2 00	2 00
Do., ½s, flat	1 10	1 10
SALMON, GAsPE, Niobe Brand (case of 4 doz.) per doz.	2 25	2 25
Labrador salmon, 1-lb. flat	3 60	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pitcheards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 00	1 00
Herrings, imported, tomato sauce	3 25	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	1 85	1 85
Do., kipp., Canadian, 48 ls.	1 90	1 90
Do., ½s	1 65	1 65
Haddies (lunch) (½-lb.)	1 00	1 00
Haddies, chieken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (½s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	2 60	2 60
10 oz., doz.	4 20	4 20
Lobsters, ¼-lb. doz.	3 90	3 10
Do., ½-lb. tins, doz.	5 50	5 50
Do., 1-lb. talls	8 25	8 25
Do., ¾-lb. doz.	6 00	6 00
Do., 1-lb. flats	8 25	8 25
Lobster paste, ¼-lb. tins	3 50	3 50
Sardines (Amer. Norweg'n style)	14 50	14 50
Sardines (gen. Norwegian)	25 00	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Scallops, 1-lb. doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Sandwich Snack, No. 2 doz.	4 50	4 50
Shrimps, No. 1	2 40	2 40
Do., 1½s	4 50	4 50
Crabs, No. 1 (ea 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river) (1 lb.), doz.	1 90	1 90
Scotch Snack, No. 1, dz., Montreal	2 50	2 50

Quebec Beans Good; Room For Big Trade

Montreal.

BEANS, PEAS.—It is stated that, while the yield of Quebec beans has been decidedly less in point of tonnage than last year, the quality is much better. Some samples received, it is stated, are much better than for a long while, and these will command good prices and ready sale. The general market conditions are steadily firm, but trade is still limited to immediate requirements.

The price of split peas has been advanced in one quarter 50c per 98 lbs., the present range being \$7-\$7.25.

BEANS—

Canadian, hand-picked, bush...	5 50	5 75
British Columbia	5 00	
Brown Beans	3 50	4 00
Japanese		5 25
Yellow Eyes		0 00
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel...	3 50	4 00
Peas, split, new crop (98 lbs.)...	7 00	7 25
Peas (blue)	0 08	0 09
Peas, Japanese, green, lb.	0 10½	0 11

Filberts Quoted Higher; Canadian Chestnuts 20c

Montreal.

NUTS.—Higher prices are asked in one quarter for Naples filberts. Movement of nuts is not very heavy, but there is little likelihood now of lower prices on lines imported from the European markets. It is probable that there may be an easier peanut market later, but much will depend upon later developments, and particularly upon the buying needs of the oil producers.

Canadian chestnuts are now in the market and are quoted to the trade at 20c per lb.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)		0 62
Almonds (Jordan)		0 75
Brazil nuts (new)		0 26
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)		0 20
Filberts (Sicily), per lb.	0 28	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, No. 4 Jumbo		0 40
Peanuts—		
Jumbo	0 23	0 25
"G"		0 18
Coons		0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 28
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished...	0 32	0 35
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans, "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)		0 30
Walnuts (Chilean), bags, per lb.		0 33

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

Evap. Apples May Down; Dried Fruits Steady

Montreal.

DRIED FRUITS.—The local markets are rather featureless this week and a rather quiet condition prevails. If the tendencies downward that are now marking the U. S. markets, it is quite probable that evaporated apples will rule easier here in the immediate future. New crop fruits should soon be arriving in this market.

Apricots, fancy		0 32
Do., choice		0 28
Do., slabs		0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)		0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears, choice		0 26
Drained Peels (old)—		
Citron		0 45
Orange	0 45	0 44
Citron	0 59	0 60

Raisins—

Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateles, 2 crown		0 16
Do., 1 Crown		0 14
Do., 3 crown		0 18
Cal. seedless, cartons, 16 oz.		0 22
Choice seeded, 12 oz.		0 14
Fancy seeded		0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 16 oz. pkg.		0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose		0 27½
Dates, Excelsior, per case (36-10s)		6 25
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)		7 25
Packages only, Excelsior		0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 22-lb. boxes		0 14
Do. (28 8-oz. boxes)		3 50
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s		0 30
50-60s		0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s		0 14
Peels—		
Orange		0 45
Lemon		0 42
Citron		0 62
Mixed, ½-lb. cartons, doz.		2 75

Steady and Still Held Are Rices

Montreal.

RICE.—Little new feature marks the situation and trading in the domestic market is done on a steadily unchanged basis. The supplies are moderate and quite equal to the present demand. Orders from the country are, if anything, of a greater volume than those from the city trade, relatively speaking.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon "C"	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Patna	0 14	0 15½
Broken rice, fine		7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 13½	0 14
Tapioca (pearl)	0 13½	0 14
Tapioca (flake)		0 13
Sago (white)	0 15	0 16

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

Cane Syrup is Higher; Molasses May Go Up

Montreal.

MOLASSES AND SYRUPS.—An advance has been named for cane syrups, and this increase is applied to the barrel and half barrel price of St. Lawrence brand. The advance is 25c per cwt. in each case, and is made coincident with the increase for refined sugars.

Molasses markets are decidedly strong. As a matter of fact it is understood that a serious consideration of the basis has already been undertaken, with the probability that an advance may come in the not distant future. The corn syrup market is, as yet, unchanged, but corn prices are ruling quite easy at Chicago.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	
Half bbls.	0 08½	
Kegs	0 08½	
2-lb. tins, 2 doz. in case, case	5 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, ½ doz. in case, case	5 75	

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

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

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

Syrup Moves Slowly And Honey Fair Seller

Montreal.

MAPLE PRODUCTS, HONEY.—Little new information is available on maple products and what business there is brings fairly high prices to the seller. Supplies are still available for those who wish to pay the price.

Honey is to be had in almost any desired quantity, and there is no doubt that prices could be reduced in view of the available stocks.

Maple Syrup—		
13½-lb. tins (each) (nominal)		
10-lb. cans, 6 in case, per case		16 70
5 gal. (Imperial), crated		16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case		7 00
In cases of six, 5-lb. blocks, cs.		9 60
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 26
In tins, 60 lbs., per lb.		0 24
30-lb. pails		0 25
10-lb. pails		0 26
5-lb. pails		0 25
Buckwheat, 6-lb. tins, lb.		0 18

Teas Are Very Strong And Likely to be Firm

Montreal.

TEAS.—There is every reason to look for a steadily high market and as far as Ceylons are concerned the exchange situation has made purchase there a rather difficult transaction. The amount of business passing at present, in a jobbing way, is fair and reasonable.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee Sells Well; Steady Cocoa Basis Has Firmed

Montreal.

COFFEE, COCOA.—The present spot situation is steady and quite unchanged, the movement being reasonably large and the sales of the importer, the jobber and the retailer are apparently large. No price changes have been registered.

Cocoa sales are improving right along and there has been a firming of prices. Mott's brand of chocolate is up 2c per lb. to 33c, and the same grade cocoa in ½ lb. tins is up 2c to 37c per lb.

Coffee—		
Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In small size, per doz.	1 10	

**No Spice Declines
And a Good Trade**

Montreal.

SPICES.—There has been a steadily brisk sale for all kinds of spices and the importers are well pleased with the outturn from week to week. Under the general heavy demand all over the continent, and with stocks not materially supplemented as yet by new arrivals, nearly all lines are ruling firm.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 35	0 40
Cloves	0 65	
Cream of tartar (French pure)	0 80	
American high test	0 80	0 85
Ginger	0 29	0 31
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins.	1 00	
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	
Nutmegs, whole	0 60	0 70
64, lb.	0 45	
80, lb.	0 48	
100, lb.	0 40	
Nutmegs, ground, 1-lb. tins.	0 65	
Pepper, black	0 38	0 40
Do., special	0 32	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		
Cardamon seed, per lb., bulk	1 00	1 10
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoonut, in pails.	0 21	0 23
Pimento, whole	0 20	0 22

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

**Flour Might Sells To
Greater Extent; Firm**

Montreal.

FLOUR.—Domestic sales of flour are still limited and the millers could take care of a larger volume of business. The export business secured by them recently is a help and they hope that this class of business will still be offered them. The market is steadily firm for spring wheat flours—in fact some expect a firming, while standard flours are steady and unchanged.

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

**No Package Changes
And Steady Demand**

Montreal.

PACKAGE GOODS.—There has been a steadily brisk demand for package cereals and other shelf lines put up in

containers. There are no definite price changes for the week.

PACKAGE GOODS			
Corn Flakes, 36s, case	3 90	4 15	4 25
Roller oats, 20s			5 60
Do., 16s			2 00
Do., large, doz.			3 00
Oatmeal, fine cut, pkgs., case			4 60
Oat Flakes, 20s			5 40
Puffed rice			5 25
Puffed wheat			4 25
Farina, case			2 35
Scotch Pearl Barley, case			2 35
Pancake Flour, case			3 60
Buckwheat Flour, case			3 60
Wheat food, 18-1½s			3 25
Porridge wheat, 36s			6 45
Do., 20s			6 25
Self-Raising Flour (3-lb. pack.) doz.			2 90
Do. (6-lb. pack.), doz.			5 70
Corn starch (prepared)			0 11½
Potato flour			0 16½
Starch (laundry)			0 12

**Some Say Lower Price
Due For Rolled Oats**

Montreal.

CEREALS.—While there has been no change during the past week for rolled oats, there is a feeling that there ought to be a decline within the next week or two. New crop oats will be available in increasing quantities soon. Cornmeal is steady and unchanged, and there may be a reduction of price if the outside markets continue to lower as they have been for several weeks. Split peas are marked up in one quarter to \$7.25.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard—granulated and fine)		
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 93 lbs.)	6 50	7 25
Roller oats, 90-lb. bags	5 15	5 30
Roller wheat (100-lb. bbls.)	7 10	
Tapioca flour, lb.	0 15	0 16

**Some Increase in
Bran and Shorts Stock**

Montreal.

FEEDS.—With the increased milling that is now possible, owing to the receipt of export orders for flour, there is naturally a larger stock of both bran and shorts to meet the demands of the trade. Prices are steadily held without change and the demand is an active one.

Shorts—	
Mixed cars	55 00
Bran—	
Mixed cars	45 00
Crushed oats	60 00
Barley chop	64 00
Special, middings	64 00
Feed flour (98 lb. sack)	3 75
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	64 00
F.O.B. Fort William	62 00

**No Change For Hay;
Grains Are Weaker**

Montreal.

HAY AND GRAIN.—No new turn has yet manifested itself for hay and there is not a big movement. Prices hold with no price change whatever.

The tendencies have been easier for grains and oats, in sympathy or rather following corn, declined 1½c per bushel. The barley market is also somewhat easier.

Hay—	
Good, No. 1, per 2,000-lb. ton	23 00
Do., No. 2	22 00
Do., No. 3	20 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 94½
No. 3 C.W.	0 93½
Extra feed	0 93½
No. 1 feed	0 92½
No. 2 feed	0 90½
Barley—	
No. 3 C.W.	1 45
No. 3	1 44
No. 4 C.W.	1 42

**Active Fruit Selling;
Citrus Fruits Higher**

Montreal

FRUITS.—There has been a firming of prices for oranges and lemons, this in sympathy with outside markets. Apples and grapes, pears, and what small fruits there are still available, are finding steady sale at maintained prices.

Apples—	
St. Lawrence	8 00
Fameuse	8 00
Gravenstein	5 00
Alexander, No. 1	7 00
Wenathy	7 00
Bananas (as to grade), bunch	5 00
Cranberries, bbl.	13 00
Do., gal.	0 75
Egg plant	1 50
Grapes, Tokay (box), 30 lbs.	2 50
Grapes, basket	0 40
Grapefruit, Jamaican, 64, 80, 96	5 50
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	7 00
Plums, blue prunes	2 75
Pears, California	6 50
Keiffer Pears (box)	3 00
Do., bbl.	8 50
Peaches (box)	2 25
Peaches (small basket)	0 75
Peaches (large basket)	2 00
Oranges, Cal., Valencias	6 75
288-324	4 50
250	5 00
176, 200, 216	6 25

**Coarse Vegetables Aplenty
With Few Price Changes**

Montreal.

VEGETABLES.—The markets are ruling quite steady and little change has taken place in a quotable way. The variety and available quantities of coarse vegetables are both large and prices are quite steadily maintained.

Beans, new string, Montreal, 20-lb. bag		1 50	2 00
Beets, new, bag (Montreal)		1 25	
Cucumbers (Montreal), doz.		0 15	
Chickory, doz.		0 75	
Cauliflower (Montreal), doz.		1 50	2 00
Cabbage (Montreal), doz.		0 50	0 75
Carrots, bag		1 00	
Celery, doz.		1 00	1 25
Corn (per bag), doz.		0 25	0 35
Garlic, bunch		0 40	
Lettuce (curly), doz.		0 25	
Lettuce (Montreal), head		9 50	
Leeks		1 50	
Mint		0 30	
Marrows, Vegetable, doz.		1 00	
Mushrooms, lb.		1 25	
Basket (about 3 lbs.)		3 50	
Onions, Yellow, 75-lb. sack		3 75	
Yellow, 75-lb. sack		3 75	
Do., Red, 75 lbs.		3 00	
Spanish, crate		2 75	
Do., cases		7 25	
Parsley (Canadian)		0 20	
Peppers, green, doz.		0 10	
Do., red, doz.		0 10	
Parsnips, bog		1 50	
Potatoes, Montreal (90-lb. bag)		1 50	2 00
Do., sweet, hamper		2 75	
Radishes, doz.		0 25	
Rhubarb, doz.		0 25	
Spinach, box		1 00	1 25
Squash, Huber, doz.		2 00	
Turnips, Quebec, bag		1 50	
Do., Montreal		1 25	
Tomatoes (Montreal), 30-lb. box		0 50	
Do., Rose		1 00	
Do., green		0 35	

ONTARIO MARKETS

TORONTO, Oct. 17—There are not many changes in the markets for general grocery commodities this week as compared with last. The sugar stringency is easing and with the conclusion of the pickling and preserving season the demand will not be as heavy. Teas and coffees are steady and firm. Supplies on spot are showing depletion. There is an active inquiry for rice and indications point to better supplies.

Sugar Situation Is Improving

Toronto.
SUGAR.—The sugar market shows some improvement in the matter of supplies, and there is a better movement to places where scarcity was most pronounced. The demand is very heavy just now. The St. Lawrence refinery has advanced its price 25 cents per cwt. Other refineries are steady.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 21
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Sell At Unchanged Prices

Toronto.
SYRUPS, MOLASSES.—Syrups and molasses are selling freely at steady prices. The market is strong but ruling unchanged as compared with a week ago.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 96
Cases, 5-lb. tins, white, 1 doz. in case	6 65
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	1 00	
West India, bbls., gal.	0 40	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 2-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	6 80	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	5 50
Tins, No. 5, baking grade, case of 1 doz.	8 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 46s.	4 60	6 95

Strong Market On Package Goods

Toronto.
PACKAGE GOODS.—Quotations on all package cereals and starches are ruling at firm figures. The demand is active just now, and the likelihood is for a continued strong market.

PACKAGE GOODS

Rolled Oats, 20s round, case	5 60	\$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	4 00	4 00
Do., 18s, case	2 80	2 80
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	6 00	6 00
Do., 20s, family, case	5 80	5 80
Cooker Package Peas, 36s, case	3 60	3 60
West Indies, 1 1/2s, 48s.	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11 1/2	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4	0 10 1/4
Laundry starch	0 10	0 10
Laundry starch, in 1-lb. cartons	0 12	0 12
Do., Do., in 6-lb. tin canisters	0 13 1/4	0 13 1/4
Do., Do., in 6-lb. wood boxes	0 13 1/4	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16	0 16
Fine oatmeal, 20s	5 60	5 60
Cornmeal, 24s	3 85	3 85
Farina, 24s	2 25	2 25
Barley, 24s	2 35	2 35
Wheat flakes, 24s	5 40	5 40
Wheat kernels, 24s	4 50	4 50
Self-rising pancake flour, 24s	3 30	3 30
Buckwheat flour, 24s	3 30	3 30

Bulk Cereals Selling Freely

Toronto.
CEREALS.—Cereals in bulk are selling freely, with prices showing no changes as compared with a week ago. The market is very firm at present levels.

	Single Bag	Lot
	F.o.b.	Toront.
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	4 60	4 60
Buckwheat Flour, 98s	5 75	6 00
Cornmeal, Golden, 98s	5 00	5 50
Do., fancy yellow, 98s	5 50	6 00
Hominy grits, 98s	5 25	5 75
Hominy, pearl, 98s	5 70	6 80
Oatmeal, 98s	5 25	5 25
Oat Flour	6 50	7 00
Rolled oats, 90s	6 15	6 15
Rolled Wheat, 100-lb. bbl.	10 00	10 00
Breakfast Food No. 1	6 15	6 15
Do., No. 2	6 75	6 75
Rice flour, 100 lbs.	6 50	6 50
Linseed meal, 98s	0 10	0 10
Peas, split, 98s		
Blue peas, lb.		

Canned Goods Are Unchanged

Toronto.
CANNED GOODS.—There is only a moderate demand for canned fruits and vegetables. On these lines prices are steady at the figures announced last week for the new pack. The pack of both tomatoes and corn is a heavy one this season. Canned salmon is moving freely at steady figures. Canned lobster is practically off the market.

Salmon—

Soekere, 1s, doz.	4 75
Soekere, 1/2s, doz.	2 95

Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	3 00	3 00
Onions, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoes, 1/2-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2 lb., doz.	6 00	6 00
Do., 1/4 lb., doz.	1 75	1 90
Whale Steak, 1s flat doz.	1 75	2 10
Pilehards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	1 45	1 45
Tomatoes, 2 1/2s, doz.	2 00	2 05
Peas, standard, doz.	1 97 1/2	2 02 1/2
Peas, early June, doz.	2 12 1/2	2 17 1/2
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	3 85	4 25
Asparagus, tins, doz.	2 50	2 50
Asparagus butts, 2 1/2s, doz.	1 85	1 85
Canadian corn	1 25	1 25
Pumpkins, 2 1/2s, doz.	1 90	1 90
Spinach, 2s, doz.	2 52 1/2	2 80
Do., 2 1/2s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	2 07 1/2	2 10
Do., shredded, 2s, doz.	2 65	4 52 1/2
Rhubarb, preserved, 2s, doz.	2 65	2 65
Do., preserved, 2 1/2s, doz.	5 00	5 00
Do., standard, 10s, doz.	3 50	3 60
Apples, gal, doz.	4 00	4 05
Peaches, 2s, doz.	4 00	4 05
Pears, 2s, doz.	3 10	3 25
Plums, Lombard, 2s, doz.	3 25	3 40
Do., Green Gage	4 85	4 40
Cherries, pitted, H. S.	4 65	4 75
Raspberries, 2s, H.S.	5 25	5 25
Strawberries, 2s, H.S.	2 10	2 35
Blueberries, 2s	0 90	0 90
Jams—		
Apricot, 4s, each	4 00	4 00
Black currants, 16 oz., doz.	1 10	1 10
Do., 4s, each	0 84	0 84
Gooseberry, 4s, each	0 88	0 88
Peach, 4s, each	3 45	3 45
Red currants, 16 oz., doz.	4 50	4 50
Raspberries, 16 oz., doz.	1 10	1 10
Do., 4s, each	4 50	4 50
Strawberries, 16 oz., doz.	1 15	1 15
Do., 4s, each		

Dried Fruits Are Light in Supply

Toronto.
DRIED FRUITS.—The amount of dried fruits on the market just now is extremely light, although new arrivals of prunes, apricots and raisins are expected shortly. Shipments are en route and these should be available now at any time. Prices are likely to be very strong. Peaches are not yet shipped. There have been no dried peaches or apricots on the market for some weeks. Seedless raisins are selling as high as 23 cents.

Apricots, unpitted	0 44	0 44
Do., fancy, 25s	0 45	0 45
Do., choice, 25s	0 47	0 47
Do., standard, 25s		
Peels, American—		
Lemon	0 22	0 22
Orange	0 22	0 22
Citron		
Currents—		
Grecian, per lb.	0 22	0 22
Australians, 3 Crown, lb.	0 22	0 22
Dates—		
Excellior, pkgs., 3 doz. in case	5 75	5 75
Dromendary, 3 doz. in case	7 00	7 00
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 18	0 19
Smyrna figs, in bags	8 00	8 00
Cal., 4 oz. pkgs., 70s, case	3 25	3 25
Cal., 8 oz., 30s, case	3 25	3 25
Cal., 10 oz., 12s, case	3 25	3 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.	0 26 1/2	0 26 1/2
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.	0 16 1/2	0 16 1/2
Peaches—		
Standard, 25-lb. box, peeled		
Choice, 25-lb. box, peeled		

Fancy, 25-lb. boxes	.....	.....
Practically peeled, 25-lb. boxes	.....	.....
Extra choice, 25-lb. box, peeled	.....	.....
Raisins—		
California bleached, lb.	.....	.....
Extra fancy, sulphur, blech., 25s	.....	.....
Seedless, 15-oz. packets	0 23	
Seeded, fancy, 1-lb. packets	.....	.....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	.....	.....
Seedless, 16-oz. packets	0 20	0 23
Crown Muscates, 25s	0 15½	0 17
Greek Sultanas	0 25	0 27

**Spot Tea Stocks
Are Getting Small**

Toronto.

TEAS.—The market is unchanged as far as teas on spot are concerned, but all primary markets continue to show steady advance. Supplies in distributors' hands are rapidly depleting, and of course new buying is at higher levels than present spot values. All Indian teas are very high just now, and the tendency is altogether upward, with the possibility of lower prices ruling for some time being very remote.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

**Coffee Quotations
Steady and Firm**

Toronto.

COFFEES.—Spot quotations on coffees are steady, with supplies in dealers' hands inclined to be light. There is a good demand for coffees, and the condition of the primary markets is steady and strong, the tendency being towards higher levels again, following the easier situation a few weeks ago.

Java, Private Estate	0 51	0 56
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	.....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	.....	0 53
Mocha, lb.	.....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	.....	0 51
Chicory, lb.	.....	0 30
Cocoa—		
Pure, lb.	0 31	
Sweet, lb.	0 31	

**Active Inquiry For
Spices Continues**

Toronto.

SPICES.—There is an active demand for spices, with prices ruling unchanged as compared with a week ago. White pepper is selling at from 48 to 51 cents, and black pepper at from 40 to 43 cents. There is a very strong market in cream of tartar at the present time, and supplies are none too plentiful. French pure cream of tartar is selling at 75 cents per pound, and American high test bulk is quoted at from 75 to 80 cents per pound.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 25	0 50
Cloves	0 70	0 75
Cayenne	0 38	0 37
Ginger	0 28	0 35
Herbs—sage, thyme, parsley, mint, savory, Marjoram		
Pastry	0 40	0 70
Pickling spices	0 32	0 38
Mace	0 22	0 30
Peppers, black	0 90	1 10
Peppers, white	0 40	0 43
Paprika, lb.	0 48	0 51
Nutmegs, selecta, whole, 100s.	0 60	0 70
Do., 80s	0 45	0 50
Do., 64s	0 55	0 66
Mustard seed, whole	0 60	0 66
Celery seed, whole	.....	0 35
Coriander, whole	.....	0 75
Caraway seed, whole	0 25	0 30
Tumeric, whole	0 35	0 45
Cream of Tartar—	0 26	0 27
French, pure	.....	0 75
American high test, bulk	.....	0 75
2-oz. packages, doz.	.....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	.....	6 50

**High Prices Now
Rule on Nuts**

Toronto.

NUTS.—The market in nuts is very strong, and the outlook is for very high prices on all kinds of nuts this fall and winter. The fact that there are Southern peanuts being offered may have a tendency to ease the market in peanuts, but at present peanuts on spot are at higher figures than for some time past. Spanish peanuts, shelled, are quoted at 25 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	.....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Pilberts, lb.	0 23	0 24
Pecans, lb.	.....	0 30
Cocconut, Jamaica, sack	10 00	
Cocconut, unsweetened, lb.	.....	0 37
Do., sweetened, lb.	.....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Pilberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	.....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	.....	0 88

**Still Holding For
High Honey Price**

Toronto.

HONEY, MAPLE SYRUP.—The dealers are still not buying honey at all heavily. The growers are holding out for a higher price than the buyers desire to pay. Quotations on honey are very strong, ranging from 24 to 26 cents according to the size of the tins.

Honey, Clover—		
5-lb. tins	.....	0 25
2½s. tins	.....	0 26
10-lb. tins	.....	0 24
60-lb. tins	.....	0 24
Buckwheat, 50-lb. tins, lb.	.....	0 18
Comb, No. 1, fancy, doz.	.....	.....
Do., No. 2, doz.	.....	.....
Maple Syrup—		
¾-lb. tins, 10 to case, case	.....	17 00
Wine qt. tins, 24 to case, case	.....	16 00
Wine ½ gal. tins, 12 to case, case	.....	15 00
Wine 1 gal. tins, 6 to case, case	.....	14 00
Imperial 5 gal. cans, 1 to case, case	.....	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	.....	0 29

**Supplies of Rices
Becoming Easier**

Toronto.

RICES.—Supplies of rices among the dealers are becoming easier. Arrivals of new Southern rices are helping the

situation, but the demand for rices is so strong that lower prices are not likely for some time to come. The markets at primary points are very strong.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	.....	18 00
Honduras, fancy, per 100 lbs.	.....	15 00
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 60	14 50
Japans, fancy, per 100 lbs.	.....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	.....	16 00
Do., Mujin, No. 1	.....	16 00
Do., Paking	.....	14 00
White Sago	0 13½	0 13½
Tapioca, per lb.	0 14½	0 16½

**Bean Quotations
Are Unchanged**

Toronto.

BEANS.—There are no changes this week in the market for beans. Prices are steady and firm. Ontario 1 lb. to 2 lb. pickers are selling at \$5 per bushel, and the hand picked at from \$5.50 to \$5.75 per bushel. Limas are very strong at 15 cents per pound.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	.....	4 50
Langoons, per bushel	.....	3 00
Limas, per lb.	.....	0 15

**Apples in Barrels
From \$4.00 to \$7.00**

Toronto.

FRUITS.—Quotations on imported fruits and domestic apples in barrels are for the most part steady with last week. California lemons are, however, higher at \$8.50 per case. Apples by the barrel are selling at \$7 for No. 1s; \$6 for No. 2s, and from \$4 to \$5 for No. 3s. California Bartlett pears are selling at from \$5 to \$5.50. Tokay grapes are \$3.25 per box, and Canadian grapes from 42 to 50 cents per basket. Cape Cod cranberries in barrels are selling at \$12.

Bananas, Port Limons	.....	0 08
Valencia Oranges—		
176s, 200s, 216s	.....	7 00
150s and 126s	5 50	6 50
100s, 250s, 288s, 324s	4 00	5 50
Grapefruit, 64s, 64s, 70s, 80s, 96s	5 50	6 00
Lemons, Messina Verdellis, box		
300s	.....	8 00
Do., California, 270s, 300s	.....	8 50
Domestic peaches (about finished)—		
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jenetting, Pippin, No. 1	.....	7 00
Do., No. 2	.....	6 00
Do., No. 3	4 00	5 00
Nova Scotia Gravensteins, bbl.	.....	6 25
Cal. Bartlett Pears, box	5 00	5 50
California Hardy, box	.....	4 75
Oregon Howell, box	.....	5 50
Can. Pears, 11 qts.	.....	1 00
Oregon Prunes, box	1 65	1 75
Grapes, Cal., Malaga, crate	.....	3 25
Do., Cal. Tokay	.....	3 25
Can. Grapes, 6 qts. lenos	0 42	0 50
Casaba Melons, 6 to 8 in crate	.....	3 50
Cranberry, Cape Cod, bbl.	.....	12 00
Do., half barrel	.....	6 00
Boxes	.....	4 50
Can. Chestnut, peck	.....	2 00

**Flour Market
Somewhat Unsettled**

Toronto.

FLOUR.—The trade is not buying flour as freely as it was a few weeks ago. The market is somewhat unsettled at the present time, and the trade is holding back, with the expectation of lower prices. Dealers state, however, that such are not likely.

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

*Potatoes Are Now
Arriving Freely*

Toronto.
VEGETABLES.—Potatoes are ample for the demand, and new receipts are arriving daily. Delawares are selling at \$2.75 per bag; Ontarios at from \$2 to \$2.25, and Ontario No. 2s at from \$1.75 to \$1.85 per bag. Eleven-quart baskets of tomatoes are selling at from 40 to 60 cents per basket, and egg plant at \$1 per large basket. Pickling onions range from \$1.50 to \$2.25 according to the size of the basket.

Beets, bag	1 25
Cabbage, bbl.	2 50
Carrots, per bag ..	1 25
Lettuce, crate, 2 doz.	3 60
Onions, Yellow Danvers, 100-lb. sacks	5 00
Onions, 25-bag lots	4 50

Spanish Onions, large cases.....	6 00
Do., medium crates	3 50
Onions, pickling, according to size	1 50 2 25
Peppers, green, doz.....	0 75
Do., red	0 50 1 00
Celery, doz.....	0 45 1 00
Cauliflower, box, 12.....	3 00
Cucumbers, 11 qt. basket.....	0 50
Potatoes—	
Delawares, bag	2 75
Ontario, 90-lb. bags	2 00 2 25
Ontarios, No. 2s	1 75 1 85
Jersey Sweet Potatoes, hamper.....	2 25
Turnips, bag	0 30 0 40
Tomatoes, 11-qt. basket	0 40 0 60
Egg plant, 11-qt. basket.....	1 00
Gherkins, 11 qts.	1 50 2 50
Mushrooms, 4-lb. basket.....	3 50

*Millfeed Supplies
Are Easier*

Toronto.
MILLFEEDS.—The situation in millfeeds is easier as far as supplies are concerned, the export order for flour having helped conditions. Quotations are unchanged at \$55.25 per ton for shorts, and at \$45.25 per ton for bran.

Bran, per ton	45 25
Shorts, per ton	55 25

WINNIPEG MARKETS

WINNIPEG, Oct. 14.—There has been a generally firm feeling in the grocery market this week, with the prospect of advances in several lines. Notably is this the case in corn and corn syrup, while teas and coffees are also very firm, and beans are in much improved demand.

*Prune Crop
Is Overestimated*

Winnipeg.
Early reports of the prune crop were thought to be the largest in the history by about seven hundred and fifty thousand pounds. Now that harvesting and drying of the crop is well under way, early estimates prove to be much too high.

The crop has matured unusually early and is running largely to small sizes, which reduces tonnage. There is also a greater shrinkage this year than in former years (which is unexplainable) from the fresh fruit to the dried product.

*Advance Expected In
Corn Starch and Syrup*

Winnipeg.
CORN SYRUP AND STARCH.—Jobbers are looking for an advance in corn syrup and starch. Retailers are being advised to lay in their requirements for at least the net sixty days.

*Cereal Prices
Remain Unchanged*

Winnipeg.
CEREAL.—Cereal prices are remaining practically unchanged at the following figures:

Dried peas, 100-lb. bag, per lb.	0 12	0 12 1/4
Split peas, 49-lb. bags, per sack ..	0 10	0 10 1/4
Corn meal, 49-lb. bags, per sack ..	2 65	
Do., 24-lb. bags, per sack	1 32	
Oatmeal, granulated, 49-lb. bags, per sack	3 05	
Do., 24-lb. bags, per sack	1 55	
Rolled oats, 80-lb. bags, per sack ..	4 50	
Do., less quantities, per sack	4 60	

*Bean Demand
Shows Improvement*

Winnipeg.
BEANS.—The cooler weather has brought about a greater demand for beans. Both wholesalers and retailers notice considerable increase.

Hand-picked, 100-lb. bags.....	7 75	8 00
California Limas, 100-lb. bags.....	0 14	0 15

*All Grades Tea
Advancing Rapidly*

Winnipeg.
TEA.—All grades of teas are advancing very rapidly. Much higher prices are looked for on bulk teas.

It is said that package teas will have to advance their prices within the next few days.

At to-day's prices teas are very much below prices being asked in the Eastern provinces. All grades are good buying now.

*Coffee Firmer;
Slight Advances*

Winnipeg.
COFFEE.—Coffee is not showing much change. There has been a slight advance of about one cent per lb. The market is quite firm.

Well-described coffee, especially, is held very firm.

It is felt by many that the frost has done much more damage to the Santos crop than was expected.

GREEN COFFEE—	
Santos, per lb.	0 38
Bourbon, per lb.	0 40
Maracaibo, per lb.	0 45
Mexican, per lb.	0 47

*Rice Supplies Improving;
Tapioca Very Scarce*

Winnipeg.
RICE AND TAPIOCA.—Southern rices are coming onto this market plentifully. The prices asked are higher than expected, but the quality is exceptionally good. It is felt that the Southern rice will have a tendency to ease the market somewhat.

Tapioca is reported very scarce among the wholesalers.

Japan Rice, No. 1, 50-lb. bags.....	7 50
Siam, fancy hand, 50-lb. bags.....	7 00
Mikado, Japan, 50-lb. bags.....	5 75
Rice Flour, 100-lb. bag.....	10 25
Do., 4-lb. bags, 20 to bale.....	9 10
Sago, fancy white, sack lots.....	0 12 1/2
Tapioca, pearl, in sack lots.....	0 15
Do., do., broken sacks	0 15 1/2

*Flour Prices
Show No Change*

Winnipeg.
FLOUR.—There is a good movement of flour reported during the week at unchanged prices.

Flour, Government Standard—	
98-lb. sacks	5 35
49-lb. sacks	5 45
24-lb. sacks	5 55

*All Feeds
In Good Demand*

Winnipeg.
FEEDS.—There is a demand that more than accounts for the supply. Prices are unchanged.

Bran, per ton, carlots	40 00
Shorts, per ton, carlots	50 00

*Hay Prices
Are Unchanged*

Winnipeg.
HAY.—There is a fair movement in hay at the present time. Prices are unchanged, as follows:

HAY (prices F.O.B. Winnipeg)—	
No. 1, Timothy	31 00
No. 2, Timothy	29 00
No. 1, Red Top	26 00
No. 2, Red Top	24 00
No. 1, Upland	24 00
No. 2, Upland	22 00

*Fruit Prices
Are Unchanged*

Winnipeg.
FRUIT.—There have been no changes noted in fruit during the week.

Apples in boxes—	
Cookers	1 75
Snows	3 50
Jeffries	3 00
Wealthies	3 00
Alexanders, Duchess, Red Gravensteins	3 00
King Davids and Jonathans, box ..	4 00
Pears, Flemish—	
Beauty, per box	2 50
Cantaloupes, standard crate	4 00
Do., box	1 75

*Vegetables Are
In Good Supply*

Winnipeg.
VEGETABLES.—There is a good supply of vegetables on the market at present, selling at the following prices:

VEGETABLES—	
Potatoes, per bag	1 20 1 30
Turnips, per bag	1 20
Carrots, per lb.	0 03
Beets, per lb.	0 02
Cabbage, per lb.	0 01 1/2
B.C. Celery, per lb.	0 12
Manitoba celery, per doz.....	0 90
Cauliflower, per doz.....	2 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 14.—Crisco has advanced 25 cents an 1s. and 3s, and 10c on 6s and 9s. Some brands of cigarettes are up \$1.70 per thousand. Rolled oats are offered at \$4.15 for 80s. Cheese is selling at 29 and 30 cents, with advances looked for. New laid eggs are selling at from \$18 to \$18.50. No. 1 storage eggs are from \$17 to \$17.50. B.C. pears, 2s and halves, in heavy syrup, are \$10.50 per case. Bordeaux shelled walnuts, ½s, are 95 cents, and three crown Valencia shelled almonds are quoted at 67½ cents. These are due in two weeks. Heavy frosts have damaged local root vegetables still in the ground.

Beans, Lima	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	10 70	
Rolled oats, 80s	4 50	
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 12	0 14
Sago, lb.	0 11	0 14
Sugar, pure cane, granulated, cwt		
Honey, 6s, doz.	18 00	
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.		0 56
Do., dairy, lb.	0 43	0 47
Lard, pure, 3s, per case	21 30	21 60
Eggs, new-laid, local	17 50	18 00
Do., candied, storage		16 00
Potatoes, 2½s, standard, case	4 20	
Corn, 2s, case	4 60	4 80
Peas, 2s, standard, case		4 10
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	10 50
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 26
Do., 2s, lb.		0 23
Apricots, evaporated, 26s		0 40
Peaches, evaporated, lb.		0 30
Do., canned, 2s		7 50
Prunes, 90-100s		0 21½
Do., 70-80s		0 22¾
Do., 50-60s		0 23¾
Salmon, pink tall, case		10 25
Do., Sockeye, tall, case		17 50
Do., halves	18 00	19 00
Potatoes, per ton		33 00
Oranges		7 00
Lemons	10 00	11 00
Grapefruit		8 00
Cantaloupes, crate		4 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 14.—A good business before Thanksgiving is reported by local dealers. Collections are keeping up. New Brunswick cheese is higher at from 30 to 31 cents. Creamery butter is 56 cents. Canned goods are easier except canned fruit. Tomatoes are \$4.20 per case, and peas \$4.10. Canadian onions are \$5. Fruits are easier, lemons

selling at from \$10 to \$11; Gravensteins \$3.50 to \$6.

Flour, No. 1 patents, bbls., Man.	12 50	
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Rolled oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 91	0 92
Sugar —		
Standard, granulated		11 10
No. 1, yellow		10 60
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 29¾	0 30
Eggs, fresh, doz.		0 60
Eggs, case		0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.		0 56
Butter, dairy, per lb.		0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case		4 20
Raspberries, 2s, Ont., case		
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case		3 75
Peas, standard case		4 10
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Potatoes, Natives, per bbl.		3 25
Onions, Can., 100-lb. bags		5 00
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate		3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

SET PRICE ON HOG PRODUCTS POSTPONED

Continued from page 42

impossible to get fat pork in Canada, and then to meet the demands of the lumber camps it must be obtained in Chicago, and sold plus duty and exchange, which added considerably to the cost.

The text of the new order made Saturday afternoon is as follows:

"The representatives of various packing houses having been heard with regard to the order of the 27th day of September:

The New Order

"The undersigned consider it expedient that the matter be fully considered by all the members of the board before the request for variations of the order be finally dealt with. Therefore, for the present they simply order that the words 'fifteenth day of October' where they occur in said order be changed to the 'first day of November.'

"Meanwhile, as Mr. O'Connor joined in the original order, the representations will be conveyed to him in order that he may be given an opportunity to express himself regarding the application.

"(Signed) H. A. Robson,
"James Murdoch."

LATE POTATO CROP IS GOOD London Farmers Report That Shortage Will Not Be Great

London, Sept. 5.—Despite reports to the contrary the farmers of this district claim that the late potato crop is not as much of a failure as was at first believed, and that the recent rains have gone a long way towards helping the tubers. If no frost comes before the end of September, many farmers who came to the market yesterday claim the late crop this year will be nearly as good as it was last.

The early crop was a failure, owing to the dry weather of July, and this has kept the prices exceptionally high. When the late crop is taken up it is expected that the tubers will take a drop in price.

SKEENA RIVER HAS RECORD SALMON PACK

The run of sockeye is now over on the Skeena River. Recent information received from that district indicates that the pinks and chums are beginning to appear in small numbers. The fishermen report quite a large number of cohoes off the mouth of the river, but they had not started to ascend the Skeena by August 22.

The best in thirteen years, describes the pack on the Skeena for this season. Over 175,000 cases of sockeye have been packed by the canneries; and the total for all varieties amounts to 300,000 cases.

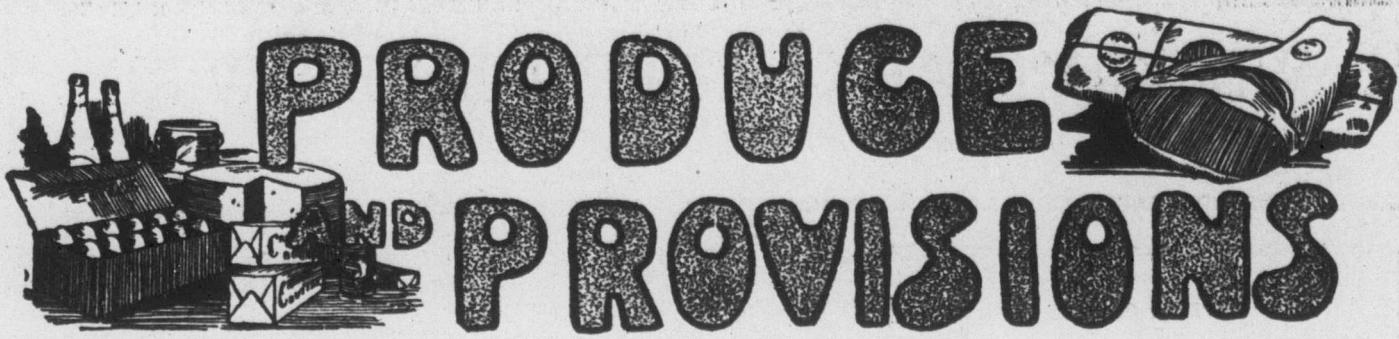
Up to date, the run of sockeye has been small on the Fraser River, although last Sunday several boats on the North Arm of the Fraser reported catches of as high as thirty to the boat.

TO ADVERTISE APPLES

For the purpose of increasing the general consumption of box apples, to persuade consumers to purchase by the box in order to take advantage of the bulk price, and to give preference to the "Big Y" brand, is the object of a \$25,000 advertising campaign to be put on shortly by the Yakima Fruit Growers' Association.

THE WORLD'S COFFEE SUPPLY

World's Visible Supply	Bags
June 1, 1919	13,500,000
June 1, 1918	12,000,000
June 1, 1917	8,156,764
June 1, 1916	7,855,137
June 1, 1915	8,230,080



PRODUCE AND PROVISIONS

Set Price on Hog Products Postponed

No Change Enforced Till November 1 and in Meantime Thorough Investigation Will Be Conducted to See if Price Suggested is Equitable.

THE setting of the price on all pork products on a basis of the prices on March 10 last, which, according to an order of the Board of Commerce, given some time ago, would have become effective on Wednesday of this week, was postponed for two weeks. The Board of Commerce took this action on Saturday, following a lengthy conference with the representatives of the packing interests. As the order now stands, the new prices will become effective on November 1, unless prior to that time, after a thorough investigation of the case, the board decided to withdraw its order.

The stay in the order was granted in response to the arguments of the very serious effects that such a rule would have upon the great packing industry, and through them upon the hog producer. It was claimed that the imposition of such a rule would seriously cripple the industry, if not force the discontinuance of a business involving a capital of upwards of \$100,000,000, and in which the four principal concerns employed more than 10,000 persons. The advisability of confirming the order, modifying it or rescinding it altogether, will be discussed by the whole board, including W. F. O'Connor, K.C., at Ottawa, and a ruling given some time before the first of next month.

It was decided on representation made by the packers on Friday, to give a further hearing of the case, and the whole question was re-opened before Judge Robson and Commissioner Murdoch Saturday morning in Toronto.

Buying and Selling Prices 6 Weeks Apart

James A. Law of the Canadian Packing Company, Toronto, placed before the Commissioners a chart proving that at the prices fixed by the board the packers would be compelled to sell at a loss. J. S. McLean of the Harris Abattoir Company, Toronto, pointed out that there was six week's difference between the buying and selling price of pork and the pork products. That is, the daily price to the consumer was based upon the cost of the hogs six weeks previous-

ly. Therefore, the prices of March 10—taken by the board as the basis for its order—were regulated by the price of hogs bought about February 1.

March Prices Due to Abnormal Conditions

To prove that these prices were by no means a standard, he explained that prior to the armistice and up until the middle of January, 1919, the British Ministry of Food had made huge monthly purchases, upon which the prices had been fixed. The packers had provided against this demand and were prepared to meet it, but, he said, during the latter part of January the British Ministry of Food had cancelled its orders, saying that it had more bacon than it could use, and refusing to allow the packers to ship any more into the English market. This, explained Mr. McLean, threw a vast quantity of meat upon the home market, so that prices ran away down. Naturally, as a result of these conditions the Canadian people were able to buy bacon cheaper, and it was on this cheaper price, fostered by unsettled export conditions, that the set price was to be fixed.

Largest Market Sets the Price

"The price is set by the demand of the largest market," replied Mr. McLean, who followed up his argument by stating that the prices paid by the packers on February 1 and August 1 varied by 9c per pound, although the selling prices on March 10 and September 6 were the same. In spite of this, he argued, the board wished to set an arbitrary price based upon the March 10 and September 6 prices. It could not be done, he contended.

Mr. McLean admitted that under normal conditions the Canadian trade was the backbone of the business, but, he added, for the last five years the export trade had obviously taken precedence over everything else, and in those years the export prices—which also regulated the domestic prices—had climbed from around 7 cents a pound to as high as 25 cents per pound.

He contended that if anyone was directly responsible for the high price of

pork products it was the Governments of Canada and the United States, who had set the price of wheat in advance of the crop. "There never can be cheap meat so long as the price of grain is artificially fixed by the Government," he said.

Business Must Have Latitude

In appealing directly for relief from the board's order, Mr. McLean contended that local price-fixing—except when forced by the exigencies of a crisis, such as the war—had never worked out successfully. An order such as that made by the board, he said, would put the packers into a strait-jacket that would ultimately strangle the life out of the business. A thousand and one things, he continued, affected market conditions, so that a sales manager might be compelled to change his prices three and four times in a day. Few persons realized how keen competition was in the packing business. The packers had for years taken the live meat of the country and supplied it to the people dressed for food at a profit of a fraction of a cent per pound.

Small Packers Could Not Sell Cheaper

Mr. McLean took exception to the charge that the small packing house could and did undersell the larger. It was obvious, Mr. McLean maintained, that the butchers would not pay any group of packers 10 cents more per 100 pounds if they could get their meat cheaper elsewhere. "This is a cold-blooded business," he said, "and it only takes a margin of five or ten cents per 100 pounds to make or break the profits." The small packers, he admitted, might undersell over small local areas, but they would find it a very different matter to attempt to enter into competition with the larger houses in the Halifax market.

Mess Pork Must Be Imported at Season

Just prior to the close of the session Mr. Fox of the Davies' Company called attention to the difficulty of supplying Canadian mess pork during certain seasons at the price fixed by the board. There were times, he said, when it was

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Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 14—Hog prices have considerably firmed, the tendencies that have been manifest in outside markets also obtaining here. Select live hogs are quoted still at \$18 and the offerings, being rather light, are readily picked up. Cured and cooked meats are quite active at unchanged prices. Lard is firmer, the undertone being stronger owing to the firming of hog prices. The range of local quotations is wider. Shortening is unchanged, as is also margarine. Creamery butter is marked two cents higher and a considerable export business is being conducted to United States points. There are indications that cheese prices may advance, the bidding of buyers being active and higher buying prices being paid. Eggs are very firm, and new-laid scarce. Poultry has been active this week and fish quotations—particularly on codfish and haddock, are tending downward. Business has been active.

Firmer Hog Markets; Selects Held at \$18

Montreal.
FRESH MEATS.—The tendencies all the week have been firmer for hogs and the conditions here are similar to those in the other Canadian centres, as far as prices are concerned. The deliveries have been smaller, as a rule and the better grade hogs are commanding ready sale at full prices.

While the cattle movement is steady, there does not seem to have been a decidedly heavy movement. Prices are quite steady.

FRESH MEATS—		Hogs, live	
Hogs, dressed—			\$18 00
Abattoir killed, small (heads off).			
65-90 lbs.	26 50	27 00	
Sows (heavy)	22 00	23 00	
Fresh Pork—			
Leg of Pork (trimmed) (foot on)		0 33	
Loins (trimmed)		0 37	
Loins (untrimmed)		0 33	
Spare ribs	0 23	0 24	
Trimmed shoulders		0 29	
Pork sausage (pure)		0 26	
Farmer sausages		0 22	
Fresh Beef—			
(Cows)		(Steers)	
\$0 20	\$0 22	Hind quarters..	\$0 26 \$0 27
0 12	0 14	Front quarters..	0 14 0 16
	0 27	Loins	0 34
	0 23	Ribs	0 25
	0 11	Chucks	0 14
	0 18	Hips	0 22
Calves (as to grade)			0 22 0 28
Lambs, 25-40 lbs. (whole carcass), lb.			0 23
No. 1 Mutton (whole carcass), lb.			0 16

Ready Sale Obtained For Good Cured Meats

Montreal.
CURED MEATS.—The movement of smoked hams has been quite heavy and at prices that indicate a steadier undertone than that obtaining a week ago. With hog prices firmed, it is not likely that the immediate markets for cured meats will decline materially. Supplies are ample to meet all requirements.

Hams—	
Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 40½
14-20 lbs.	0 39 0 40
20-26 lbs.	0 37

25-35 lbs.	0 29
Over 35 lbs.	0 28
Bacon—	
Breakfast	0 44 0 52
Windsor	0 51
Cottage rolls	0 35
Picnic hams	0 29
Barrel Pork—	
Canadian short cut (bbl.) 30-40 pieces	60 00
Clear fat backs (bbl.) (40-50 pieces)	63 00
Heavy mess pork (bbl.)	51 00
Plate Beef	32 00
Mess Beef	32 00
Bean Pork	48 00

Is Fair Demand For Hams and Cooked Meat

Montreal.
COOKED MEATS.—At quotations which reveal little or no change from the basis obtaining last week, the demand is quite satisfactory for cooked meats, and for cooked and roast hams in particular. The easing tendencies which have obtained for some time are seemingly stayed for the moment, the hog market's strength being a factor.

Head Cheese	0 13½
Choice jellied ox tongue	0 59
Jellied pork tongues	0 48
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, roast	0 60
Hams, cooked	0 58
Shoulders, roast	0 45
Shoulders, boiled	0 44
Pork pies (doz.)	0 80
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19

Lard Has a Firmer Undertone; Good Seller

Montreal.
LARD.—The undertone is markedly firmer this week and this is attributable, of course, to the firmness manifest in the hog markets. Supplies are ample, but there is a lively demand and consumers appear to prefer this product to some of the substitutes, one produce wholesaler stating that the movement of lard, with him, clearly indicated this. It will be noted that the spread of quotations is wider, and somewhat higher.

LARD, pure—	
Tierces, 400 lbs., per lb.	0 31 0 31½

Tubs, 50 lbs., per lb.	0 31¼	0 31¼
Pails, 20 lbs., per lb.	0 31½	0 32
Bricks, 1 lb., per lb.	0 33½	0 34

No Mark-Ups, But Shortening Firm

Montreal.
SHORTENING.—The market, while not changed notably, is a firmer one, and there is no suggestion of declines. The sales are fairly satisfactory, but as the difference of price between lard and this commodity is not great, sales are less than they sometimes prove to be when this difference is greater.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 29¼ 0 29½
Pails, 20 lbs., per lb.	0 30 0 30½
Bricks, 1 lb., per lb.	0 32

Little of Interest In Margarine Market

Montreal.
MARGARINE.—There will be heavier sale for margarine when the weather conditions become more settled to a lower range of temperatures. At present the selling is fair, and it is anticipated that the product will be in popular demand in this market, permanently. Supplies are quite ample to meet the trade requirements.

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

Two Cents Added To Price of Best Butter

Montreal.
BUTTER.—With demand from outside points keen, and with prices paid even better than those obtaining here, the market has advanced locally two cents per pound for creamery grade. A great deal of creamery butter is being shipped to the United States, and the undertone is decidedly strong. Even wholesale buying prices were marked up 1½c per pound. Competition among buyers is keen. The receipts show a decided falling off, and the outlook is for even further advances.

BUTTER—	
Creamery, prints, fresh made..	0 60
Creamery, solids, fresh made..	0 59
Dairy, in tubs, choice	0 49 0 50
Dairy prints	0 50 0 51
Bakers'	0 45 0 47

Will Cheese Go Higher; Keen Competitive Buying

Montreal.
CHEESE.—It will be no surprise if cheese is marked up, for the keen competitive buying of the present has resulted in high prices being paid for actual deliveries, and CANADIAN GROCER understands that as much as 26½ to 27c was paid this week for stock to go forward to the Old Country. Consumptive demand, locally, is said to be very satisfactory, and prices are held firmly without change.

CHEESE—	
New, large, per lb.	0 27 0 28

Twins, per lb.	0 28 1/2
Triplets, per lb.	0 29
Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 32

**Firm Are Egg Prices
With New Laid Scarce**

Montreal.
EGGS.—There is much strength of undertone, although no actual changes have been made in the quoted basis. Storage eggs are now moving out to the consumer in larger quantities, for the receipt of new-laid is naturally narrowed, and it will be well into November before there is a large delivery of these. The Thanksgiving trade has naturally made heavy demand upon local stocks.

EGGS—	
No. 2	0 50
No. 1	0 56
Selects	0 63
New laid	0 68

**Demand Some Better
For Holiday Poultry**

Montreal.
POULTRY.—There has been considerable—though not excessive—demand for poultry, and turkeys and select fowl have been leaders, while geese and ducks have also been active sellers. The receipts have been fair, and prices are nominal, in a sense, the quality of the product calling for a grading of stock by the producers, when received.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green) ..	0 46	
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	0 48	
Turkeys (young)	0 52	
Geese	0 28	
Old fowls (large)	0 34	
Old fowls (small)	0 30	
POULTRY (live)—		
(Buying Prices)		
Chickens, light weights	0 17	0 18
Heavy weights	0 21	0 23
Ducks, young	0 17	0 18
Old	0 15	0 15
Geese	0 16	0 20
Live—Old fowl	0 17	0 24
Roosters	0 15	0 15
Turkeys	0 35	

**Codfish Rule Easier;
Will Be Big Season**

Montreal.
FISH.—An active trade is reported for fish, and all that is now needed to assure the trade a steady demand is cool weather conditions. An easier tendency obtains for codfish and also for haddock, there being freer supplies of these. Other fish are inclined to rule on more moderate price basis, although there is decided strength to salmon and halibut, they being near the end of the running season. Oysters have not moved with steadiness, as yet, and the tendency on these is lower with the producers.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	0 20	
Eels, lb.	0 12	
Bullheads (dressed)	0 13	
Gaspereaux, each	0 18	0 18
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10

Prawns	0 35	
Pike, per lb.	0 13	
Live lobsters	0 35	
Boiled lobsters		
Salmon (B.C.), per lb., Red.	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	0 20	0 20
Skate	0 10	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	0 26	

FROZEN FISH		
Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06 1/2	0 07
Mackerel	0 13	0 13
More	0 14	0 16
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 08 1/2
Jaspe Salmon, per lb.	0 24	0 26
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewires	0 05 1/2	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	21 00	

Codfish, No. 1, medium, bbl.,		
200 lbs.	26 00	
Codfish, No. 2, 200 lb. barrel.	18 00	
Pollock, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	
Codfish (boneless) (24 1-lb. cartons) ..	0 24	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) ..	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	13 00	

PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbl.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.		0 15
Eels, lb.	0 16	0 17

SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets		0 18
Bloaters, box		2 00
Kippers		2 25

OYSTERS		
Cape Cod, per barrel		16 00
Batouche, per barrel		15 00
Scallops, gallon		4 50
Can No. 1 (Solids)		2 40
Can No. 3 (Solids)		7 50
Can No. 5 (Solids)		12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		9 00

SUNDRIES		
Paper Oyster Pails, 1/4 per 100		1 75
Crushed Oysters Shell, 100-lbs.		1 50
Paper Oyster Pails, 1/4-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Oct. 17—The market in fresh meats is still inclined to be easy and hams and bacon also continue at the lower levels. Both butter and eggs are slightly higher this week. Lard is steady, but shortening shows a stronger tendency.

**Fresh Meats Steady
At Easier Levels**

Toronto.
FRESH MEATS.—The market for fresh meats is steady. Quotations on live hogs are holding around \$17.75 to \$18 on the fed and watered plan. Fresh pork cuts are practically unchanged from a week ago, legs of pork up to 18 pounds selling at from 33 to 35 cents, loins of pork at from 37 to 38 cents, and tenderloins at 47 cents. Beef is selling at from 15 to 25 cents for the hind quarters, and at from 14 to 16 cents for the front ones. Spring lamb is selling around 20 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$28 00	
Live on cars, per cwt.	17 25	
Live, fed and watered, per cwt.	17 75	
Live, f.o.b., per cwt.	16 75	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 33	0 35
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	0 47	
Spare ribs, lb.	0 14	
Picnics, lb.	0 26	
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 30	0 30
Boston butts, lb.	0 32	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 25
Front quarters, lb.	0 16	0 16
Ribs, lb.	0 09	0 14
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 22	0 32
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, lb.	0 15	0 15
Spring lamb, lb.	0 20	
Sheep, whole, lb.	0 10	0 13
Above prices subject to daily fluctuations of the market.		

**Cooked Meats Hold
At Steady Prices**

Toronto.
COOKED MEATS.—Prices of cooked meats are steady with last week. Boiled hams and roast hams are selling at 58 cents. Jellied ox tongue is selling at the same figure. There is an active demand for all cooked meats.

Boiled hams, lb.	0 58
Hams, roast, without dressing, lb.	0 58
Shoulders, roast, without dressing, per lb.	0 44
Head Cheese, 6s, lb.	0 12
Meat Loaf with Macaroni and Cheese, lb.	0 26
Choice jellied ox tongue, lb.	0 58
Pork and Tongue, lb.	0 35

Above prices subject to daily fluctuations of the market.

**Hams and Bacon
Are Unchanged**

Toronto.
PROVISIONS.—The easier prices on hams and bacon announced last week are unchanged. There is a brisk demand for both hams and bacon, with the tendency in prices downward. The lower quotations on live hogs are beginning to be reflected in the prices of hams and bacon. Medium hams are selling at from 40 to 42 cents, and large hams at from 35 to 37 cents. Breakfast bacon is selling around 46 to 52 cents for the best bacon.

Hams—		
Medium	0 40	0 42
Large, per lb.	0 32	0 37
Heavy	0 30	0 33
Bacon—		
Skinned, rib, lb.	0 51	0 52

Boneless, per lb.	0 53	0 54
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 45	0 62
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.		0 30
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.		7 35
Pat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	45 00	46 00
Short cut backs, bbl. 200 lbs.		60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy		56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Fresh Creamery Prints Higher

Toronto.
BUTTER.—Fresh creamery prints are selling to the trade at from 57 to 59 cents. The market for butter is decidedly firmer. There is a very active demand for it for domestic account, but the export inquiry is very light.

Creamery prints (fresh made)	0 57	0 59
Creamery solids (fresh made)		0 67
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.		0 46

Cheese Is In Brisk Demand

Toronto.
CHEESE.—Cheese is selling freely just now, with a brisk demand for both the large cheese and the Stiltons. Prices are unchanged from last week.

Large	0 28
Stilton	0 31

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

Egg Quotations Ruling Higher

Toronto.
EGGS.—The market for eggs is stronger, with prices ruling from 1 to 2 cents higher than last week. No. 1 storage eggs are selling at from 59 to 61 cents, and special new laids in cartons at from 65 to 67 cents.

No. 1 storage, doz.	0 59	0 61
Special new laids, in cartons, dz.	0 65	0 67

Prices shown are subject to daily fluctuations of the market.

Lard Holds At 30 1-2 Cents Per Lb.

Toronto.
LARD.—Lard is steady, selling at from 30 to 30½ cents per pound on the tierce basis. There is an active demand for lard.

Lard, tierces, 400 lbs., lb.	0 30	0 30½
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In 60-lb. tubs, ¼c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Prices Are Little Higher

Toronto.
SHORTENING.—The market in shortening is inclined to be a little stronger, although most dealers are quoting it at from 27½ to 28 cents tierce basis.

SHORTENING—		
Tierces, 400 lbs., lb.	0 27½	0 28

Oysters Have Active Inquiry

Toronto.
FISH.—There is a good inquiry for fish, and oysters particularly are moving briskly. Prices to the trade are for the most part unchanged from last week. Chicken halibut is selling at from 21 to 22 cents per pound, and medium halibut at from 22 to 23 cents. Salmon is selling at 20 cents per pound. Fresh lake fish are steady.

FRESH SEA FISH		
Cod Steak, lb.	\$.00	\$ 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.		0 11
Do., heads on, lb.		0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon		0 30
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can		3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can		16 00
Blue Point oysters, 800s	15 75	15 75
Do., 1000s		14 00
FROZEN SEA FISH		
Salmon		0 24
Herring	0 09	0 10
Mackerel		0 11
Flounders		0 11
FRESH LAKE FISH		
Lake herring, round lb.		0 10

WINNIPEG MARKETS

WINNIPEG, Oct. 14.—There is a very strong feeling in eggs in this market, which has resulted in some advances, and prices are holding firm at higher prices. Butter also is very firm, indeed, with a limited supply.

Pork Products Are Unchanged

Winnipeg.
PORK.—There have been no change in pork products during the week.

Selects	15 50	17 00
Heavies	13 50	14 50
Lights	15 00	16 00
Sows	11 00	12 00

Butter Holds Very Firm

Winnipeg.
BUTTER.—There is a comparatively limited supply of butter at the present time, and prices are very firm.

BUTTER—		
Creamery, bricks, 1s	0 56	
Creamery, solids, 1s	0 55	
Choice bricks	0 54½	
Do., solids	0 53½	
Dairy butter	0 40	0 42
Margarine, 1s		0 36

Eggs Firm At Higher Figures

Winnipeg.
EGGS.—Eggs are very scarce indeed on this market, and prices show slight advances, with the market very firm at the higher figures.

Specials, cartons, per doz.	0 57
New laid, candled, per doz.	0 51

Cheese Prices Show Advance

Winnipeg.
CHEESE.—Cheese just now is consid-

Do., dressed, lb.	0 11	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14
White fish, dressed		0 14
Pickrel, dressed		0 14
Mullet, lb.		0 05
Fresh pickrel		0 20
Ciscoes		0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Prices Steady and Firm

Toronto.
POULTRY.—The demand for poultry is very active, both before the holiday and since. Receipts of chicken, ducks and geese are fairly heavy, but turkeys are being offered so plentifully. Prices are very firm.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Turkeys, old lb.	-\$0 30	-\$0 35	
Do., young, lb.	0 35	0 40	
Roosters, lb.	0 16	0 20	
Fowl, over 5 lbs.	0 20	0 25-0 28	
Fowl, under 3½-5 lbs.		0 20-0 25	
Spring chickens, live	0 20	0 23-0 28	
Prices quoted to retail trade:—			
	Dressed		
Hens, heavy	\$0 32	\$0 35	
Do., light		0 33	
Chickens, spring	0 32	0 35	
Ducklings		0 35	
Turkeys	0 40	0 40	

ered good buying. Retailers are advised to stock up for their winter requirements before the frost gets too severe. Prices are somewhat higher.

CHEESE—

Manitoba, large	0 29½	0 30
Do., twins	0 30	0 30½
Ontario, large	0 31½	0 32
Do., twins	0 32	0 32½

Fish Plentiful; Prices Unchanged

Winnipeg.
FISH.—There have been no changes in fish prices during the week. Supplies are good.

IN BRINE—		
Labrador Herrings, half bbls., each		9 00
Can. Herrings, 25-lb. pails		2 25
Pickled Lake Superior Herrings, 10-lb. pails, each		1 15
FROZEN FRESH FISH		
Halibut, large		0 15
Do., medium		0 16
Jackfish		0 10
Salmon		0 19
Whitefish, case lots		0 10
Do., broken case		0 11
SMOKED FISH		
Floater, Eastern, per case		2 90
Do., Western, per case		2 20
Haddies, 30-lb. cases, per lb.		0 15
Kippers, Eastern, 20 count, per count		1 85
Do., Western, 20-lb. boxes		2 25
SALT FISH		
Steak Cod, 2s, per lb		0 16
Blue Nose Cod, 20 1s and 2s		0 15½
Acadia Cod, 1s and 2s		0 16
Salt Herring, ¼-bbl.		7 00
Do., 20-lb. pails		1 75
Do., 10-lb. pails		0 90
Holland Herring, milkers, per kg.		1 50
Do., mixed, per keg		1 40

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON



Now is the
time you will
really
appreciate
it.

The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in $\frac{1}{4}$, $\frac{1}{2}$ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



SALT PLANT, WINDSOR, ONTARIO

Handle the brands that have proved their quality and firmly established their reputation as "pure foods."

Of course, you handle

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.



A
new and
"different"
porridge oats

Quality Rolled Oats

Attractively packaged, deliciously flavored—this great big carton of appetizing "Quality" Rolled Oats will never linger on your shelves, Mr. Grocer.

Just order a trial supply of this wholesome "Breakfast Delight." Once it's introduced to your customers you can depend on it they'll return for more.

There's more "porridge goodness" packed away in every **big Red and Blue Package** than you ever dreamed of.

Every package sold nets you a handsome profit and adds a good friend to your customers' list.

Ready for immediate delivery—order now.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS
15c and 25c**

WELL ADVERTISED
Write us or ask your jobber for trade prices.



GROCCERS

ORDER YOUR STOCK OF

**Champagne
de Pomme**

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every
City and Town.



JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

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

CONFECTIONERY

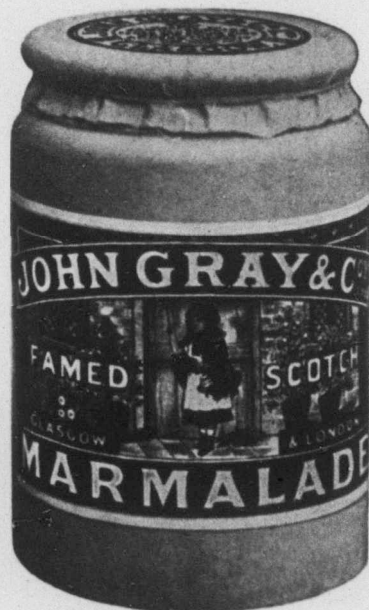
MARZIPAN

CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding the grocery stores, and H.P. is replacing the oldest ones on the best tables. Brisk sales—liberal profits—in

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

H.P. SAUCE



Marsh's Grape Juice

When your customers ask for a delicious, invigorating, healthful beverage you can make no better recommendation than Marsh's Concord Grape Juice. You will find customers very pleased with its flavor and you will be none the less pleased with the profit on its sale. Let us have your first order to-day.

The Marsh Grape Juice Company
 NIAGARA FALLS, ONT.

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited
 Toronto



IT'S DIFFERENT

Brodie's XXX Self-Raising Flour is entirely different from other such products. It makes better biscuits and yet goes farther and costs less.

Remember These Points

When you recommend it to your customers they will appreciate the information. Brodie's XXX Self-Raising Flour will help to increase your sales, make good profits and satisfy your trade.

Order your supply from your nearest wholesaler or
 Write direct to

Brodie & Harvie, Limited
 MONTREAL



CHOCOLATTA

Be sure that you have a good stock of CHOCOLATTA on hand. This is the season of the year when the "Made in a Minute" pure Chocolate drink will be most appreciated by your customers. If, by some chance you are not already stocking CHOCOLATTA, write us for full details.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto



Prices, Calories and Value

Weigh those three factors
and you will be convinced

As you know, the calorie is the recognized measure of nutriment in foods just as the pound is for weight, the yard for length. Brunswick Brand Sardines contain a higher percentage of calories than any other canned fish and the price is no higher. It is easy, therefore, for you to make an estimate of the value of Brunswick Brand. You just have to remember that the higher the calorie for the same price, the better the value of the food.



CONNOR BROS., LIMITED
BLACK'S HARBOR, N. B.

**Canada Beaver
Brand Brooms**

Win by a "Sweeping" majority over other brands.

Why shouldn't they?

Their record for unequalled service and quality makes them the choice.

Canada Beaver Brand Whisks, Brushes and Toy Brooms are just as good.

Order now.

**The
Canada Broom & Brush Co., Limited**
RIDGETOWN, ONT.

Sales Manager
M. Webber - London



Furnivall

a name that signifies "repeat" quality in the jam world. Are you thoroughly acquainted with Furnivall selling quality?

FURNIVALL-NEW.

Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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

**What's your salary
Mr. Clerk?**

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

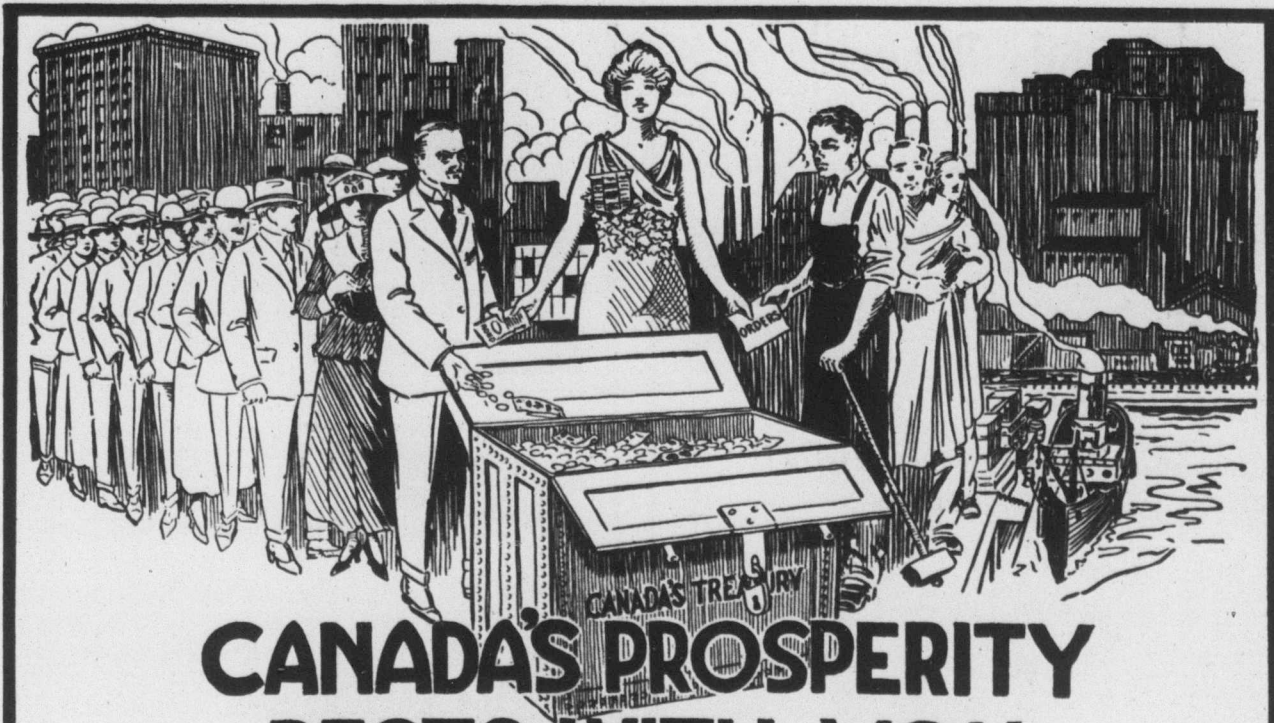
Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you \$3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver



CANADA'S PROSPERITY RESTS WITH YOU

Continued Business Activity and Good Wages
Depend on Canada's New Victory Loan

DURING the past four years Canada's prosperity has been due largely to orders from Great Britain and our Allies.

Canada was able to obtain these orders because she advanced credit to these countries.

Canada was able to give this credit only because you bought Victory Bonds.

Great Britain, with France, Belgium, and other Allies, are now prepared to place large orders with us for the products of our factories, farms, forests and fisheries—provided Canada again gives them credit.

Credit must be given if we are to have any guarantee of good times

and good wages. But our workers on these orders must be paid their wages in cash; so, much of the money that you invest in Victory Bonds will go out in wages to Canadians.

You will be absolutely protected—you will get a good rate of interest and all of your money will be paid back at the time stated in the Bond.

Every cent will be spent in Canada, and ultimately circulate to the benefit of all.

Canada can give this credit only if you again buy Victory Bonds.

If Canada is not able to give this credit, other countries will.

Therefore Canada's continued prosperity rests with you.

Victory Loan 1919

"Every Dollar Spent in Canada"

Issued by Canada's Victory Loan Committee,
in co-operation with the Minister of Finance
of the Dominion of Canada.

Thousands of Footsteps You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements.

Contrast this method of oil handling with a

BOWSER

ESTABLISHED 1885

Oil and Gasoline System

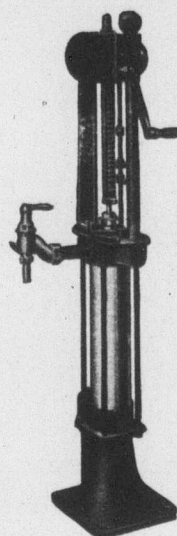
a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser Co., Ltd. 66-68 Frazer Avenue
Sales Offices in all Centers Representatives Everywhere

For Gasoline, Kerosene
and Other Oils



KING GEORGE'S NAVY

CHEWING
TOBACCO

Sells regularly and profits the dealer

Your sales of King George's Navy will be very profitable sales because this easy selling "chew" gives you a good margin and always "repeats." There is a deliciously "different" texture about

every bit of King George's Navy that appeals to the discriminating weed lover.

Show a little King George's display in your store now and watch how it will attract the men.



Rock City Tobacco Co., Ltd.



He Keeps the Big Numbers on File

MR. A. W. CRAWFORD, of the Crawford Company, Soda Water Flavors and Fountain Specialties, 331-333 St. Antoine Street, Montreal, is a firm believer in the value of specialized business papers. In connection with CANADIAN GROCER, Mr. Crawford thinks enough of the big Feature Numbers to retain them on a hook in his office, and so placed as to be within convenient reach from his desk chair.

In speaking with Mr. Crawford a few days ago, CANADIAN GROCER was informed that, not only were the advertising pages closely scanned in each issue as received, but that markets on such lines as were used by the firm were also checked up and that these proved interesting as well as helpful. Sometimes these numbers have been passed on to interested parties—in one case to a party who contemplated the manufacture of a special product, and who wished to reach a list of desirable prospects.

Mr. Crawford has done much travelling and has thus gained a great deal of wide experience, but he values CANADIAN GROCER in another way, and believes that grocers, in general, should read it. "Your articles on the cost of doing business are splendid and I think that there are many grocers who really do not know what their goods cost. These special articles that you publish are splendid and I am always interested in them."

Last year's Annual Fall issue was hanging still in a handy place in his office.

Manufacturers and wholesalers will find the Fall, Christmas and Winter number this year a most important guide for the trade during the coming months.

Early forms now closing—last form Oct. 25. Ask for particulars.

CANADIAN GROCER

143-153 University Ave., Toronto

Malcolm Milk Products

Repeat orders from satisfied customers are most gratifying. Merchants who recommend "Malcolm Milk Products" can always count on repeat orders and increased customer satisfaction.

To Grocers in Ontario, Quebec and the Maritimes we will ship 5-case lots or more with freight prepaid up to 50c per 100-lbs.

Handsome profits are being netted daily by merchants who handle "Malcolm" All-Canadian MILK Products. Their delicious goodness has won the hearts of Canadian housewives.



Made in Canada from Canadian milk by Canadian workmen, in a Canadian factory built and maintained by Canadian capital.



Keep the money at home. Support home enterprises. Sell Malcolm's—the milk products that will please your customers.



THE
MALCOLM CONDENSING CO., Ltd.

St. George, Ontario

All-Canadian Condensed Milk Company

A Quick Seller With Big Profits

PREPARE FOR A BIGGER BUSINESS THIS COMING WINTER IN THE MARMALADE LINE.

With the scarcity of sugar and high price of fruits there is bound to be less jams used in the homes. This means a bigger-than-ever demand for—



Shirriff's

[True Seville]
**Orange
Marmalade**

Made by experts from real Seville oranges and pure cane sugar, Shirriff's has won a place in the homes of the most discriminating women.

Make an attractive display of Shirriff's on your shelves to attract those who may not yet know the excellence of this product.

Place your order to-day—We shall fill it promptly.

IMPERIAL EXTRACT COMPANY, - TORONTO

Selling Agents for Canada: **Harold F. Ritchie & Co., Toronto and Montreal**

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



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

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



QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Va top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.
Strawberry\$4 60
Currant, Black 4 60
Pear 3 90
Peach 3 90
Plum 3 70
Raspberry, Red 4 60
Apricot 4 00
Cherry 4 30
Gooseberry 4 00

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

PORK AND BEANS
"DOMINION BRAND"
Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case 0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall, Plain, doz. to case 0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case 0 97½
1½'s (20 oz.) Plain, per doz. 1 25
Tomato or Chili Sauce ... 1 27½
2's Pork and Beans, Plain, 2 doz. to the case 1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case 1 52½
2½'s Tall, Plain, per doz. 2 00
Tomato or Chili Sauce 2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.
CATSUPS—In Glass Bottles
Per doz.
½ Pts., Aylmer Quality\$1 90
12 oz., Aylmer Quality 2 35
Per jug.
Gallon Jugs, Aylmer Quality 1 62½
Per doz.
Pints, Delhi Epicure 2 76
½ Pints, Red Seal 1 45
Pints, Red Seal 1 90
Qts., Red Seal 2 45
Gallons, Red Seal 6 45

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.
CONDENSED MILK
Terms, net, 30 days.
Eagle Brand, each, 48 cans. \$9 60
Reindeer Brand, each 48 cans. 9 15
Cow, each 48 cans 8 40
Gold Seal, Purity, each 48 cans 8 25
Challenge Clover Brand, each 48 cans 7 71

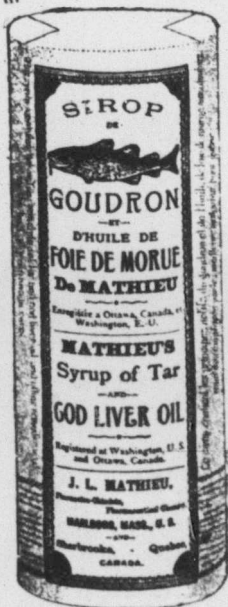
EVAPORATED MILK
St. Charles Brand, Hotel, each 24 cans\$6 00
Jersey Brand, Hotel, each 24 Cans 7 00
Peerless Brand, small, each 24 cans 3 15
St. Charles Brand, Tall, each 48 cans 6 90
Jersey Brand, Tall, each 48 cans 6 90
Peerless Brand, Tall, each 48 cans 6 90
St. Charles Brand, Family, 48 cans 6 50
Jersey Brand, Family, each 48 cans 5 75
Peerless Brand, Family, each 48 cans 5 75
St. Charles Brand, small, each 48 cans 2 90
Jersey Brand, small, each 48 cans 2 90
Peerless Brand, small, each 48 cans 2 90
CONDENSED COFFEE
Reindeer Brand, large, each 24 cans\$6 50
Reindeer Brand, small, each 48 cans 6 50
Regal Brand, each 24 cans. 5 90
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED, MONTREAL
Compressed Corn Beef—½s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
Lunch Ham—1s, \$6.95; 2s, \$13.85.
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.
English Brawn — ½s, \$2.85; 1s, \$4.35; 2s, \$8.80.
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.35; 2s, \$8.80.
Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—¾s, \$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.
Ready Lunch Aust. Loaves — ½s, \$2.50; 1s, \$4.50.
Geneva Sausage—1s, \$4.45; 2s, \$8.75.
Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.
Jellied Veal—½s, \$3.35; 1s, \$4.80; 2s, \$9.25.
Cooked Tripe—1s, \$2.95; 2s, \$4.95.
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.
Mince Collops—½s, \$1.95; 1s, \$3.85; 2s, \$6.75.
Sausage Meat—1s, \$3.95; 2s, \$7.95.
Corn Beef Hash — ½s, \$1.90; 1s, \$3.20; 2s, \$5.80.
Beef Steak and Onions—½s, \$2.90; 1s, \$4.80; 2s, \$8.90.
Jellied Hocks—2s, \$3.35; 6s, \$30.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.
Boneless Chicken—½s, \$6.95; 1s, \$11.45.
Boneless Turkey — ½s, \$6.95; 1s, \$11.45.
Ox Tongue—½s, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$23.95; 3½s, \$44.00; 6s, \$60.00.
Lunch Tongue—1s, \$4.90; 1s, \$10.45.
Mince Meat (Tins)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

Prepare for Cold Weather

when resultant colds and grippe, etc., mean an increased demand for a thorough, reliable remedy such as

MATHIEU'S SYRUP OF TAR and COD LIVER OIL



Wherever it has been displayed it has always proved a good seller. Of course there is an all-year-round demand but we advise a particularly large order at this season. Send us the order to-day and join the profit-makers.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE, QUEBEC

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



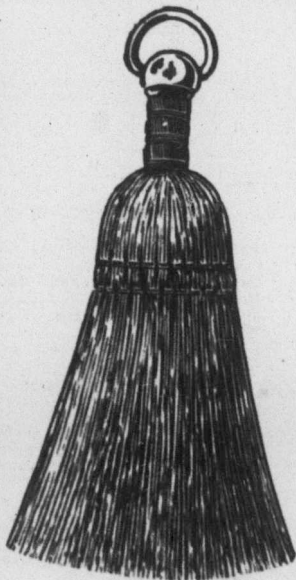
MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work



Let Your Customers Depend on You for the *Best* in Brushes

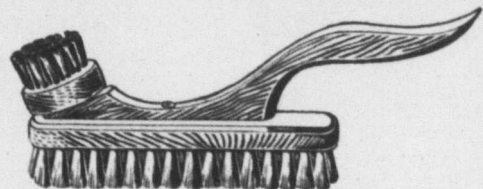


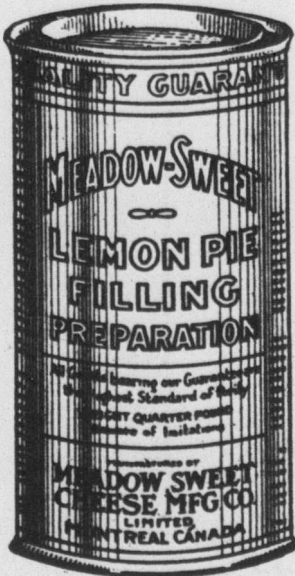
Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

Made in one of the largest brush factories in the world, with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.

T. S. SIMMS & CO., Limited
 ST. JOHN, N. B.
 Branches: Montreal, Toronto, London





The New Lemon Pie Filling

*It's different from
all others*

Contains enough filling
for

4 Pies

A quick seller. An attractive package. Be the first in your town to stock this new product. Order from your wholesaler.

Or
Dunn-Hortop Angevine & McLaughlin D. M. Doherty
Toronto Eastern Provinces* Vancouver

Meadow Sweet Cheese Mfg. Co.
Montreal

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN GUARANTEED



Pounds and Half
Pounds

British
Columbia
Packers'
Association

Vancouver, B. C.

with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.25; Mulligatawny, \$1.25; Soups and Bouilli, 6s, \$14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.

Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.35.

Tongue, Ham and Veal Pates—½s, \$2.25.

Ham and Veal Pates—½s, \$2.35.

Smoked Vienna Style Sausage—½s, \$2.75.

Pate De Foie—¼s, 80c; ½s, \$1.40.

Plum Pudding—½s, \$2.45; 1s, \$4.35.

Potted Beef Ham—¼s, 80c; ½s, \$1.45.

Potted Beef—¼s, 80c; ½s, \$1.45.

Potted Tongue—¼s, 80c; ½s, \$1.45.

Potted Game (Venison)—¼s, 80c; ½s, \$1.45.

Potted Veal—¼s, 80c; ½s, \$1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, \$1.60.

Devilled Beef Ham—¼s, 80c; ½s, \$1.45.

Beef—¼s, 80c; ½s, \$1.45.

Devilled Tongue—¼s, 80c; ½s, \$1.45.

Veal—¼s, 80c; ½s, \$1.45.

Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.60.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, . . . ; 10 oz., . . .

Ox Tongue—1½s, \$20.00; 2s, \$24.95.

Lunch Tongue (in glass)—1s, \$11.95

Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.

Mincement (in glass)—1s, \$3.95.

Potted Chicken (in glass)—¼s, \$2.90.

Ham (in glass)—¼s, \$2.90.

Tongue (in glass)—¼s, \$2.90.

Venison (in glass)—¼s, \$2.90.

Meats, Assorted (in glass)—\$2.90.

Chicken Breast (in glass)—¼s, . . .

Tomato Ketchup—8s, \$1.95; 12s, \$2.45; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 25c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound 0.30

Dominion Brand, halves, per short weight pound 0.20

Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40

Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.30

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.F., ¼-lb. \$2.80

D.S.F., ½-lb. 5.30

D.S.F., 1-lb. 10.40

F.D., ¼-lb.

Per jar

Durham, 1-lb. jar, each . . . \$0.60

Durham, 4-lb. jar, each . . . 2.25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

Hotel \$20.00

Household size 0.60

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes

40 lbs., Canada Laundry Cents 0.10

40 lbs., 1-lb. pkg., Canada White or Acme Glose 0.10½

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons 0.11

100-lb. kegs, No. 1 white 0.10½

200-lb. bbls., No. 1 white 0.10½

30 lbs., Edwardsburg Silver Glose, 1-lb. chromo pkgs. 0.12

48 lbs., Silver Glose, in 6-lb. tin canisters 0.13½

36 lbs. Silver Glose, in 6-lb. draw lid boxes 0.13½

100 lbs., kegs, Silver Glose, large crystals 0.11½

40 lbs., Benson's Enamel, (cold water), per case 3.25

Celluloid, 45 cartons, case 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11½

40 lbs. Canada Pure or Challenge Corn 0.10½

20-lb. Caseo Refined Potato Flour, 1-lb. pkgs. 0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1.00

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. \$2.00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case 5.45

5-lb. tins, 1 doz. in case 6.05

10-lb. tins, ½ doz. in case 6.25

20-lb. tins, ¼ doz. in case 6.20

(Prices in Maritime Provinces 10c per case higher.)

Barfels, about 700 lbs. \$0.09¼

Half bbls., about 250 lbs. 0.08¼

¼ bbls., about 175 lbs. 0.09¼

2-gal. wooden pails, 25 lbs. 2.60

3-gal. wooden pails, 38½ lbs. 3.85

5-gal. wooden pails, 65 lbs. 6.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case \$5.95

5-lb. tins, 1 doz. in case 6.55

10-lb. tins, ½ doz. in case 6.05

20-lb. tins, ¼ doz. in case 6.25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

Per case

No. 1, 24 tins 11.00

No. 2, 12 tins 10.50

No. 8, 6 tins, 7½ lbs. each 19.00

No. 5, 2 tins, 37½ lbs. each 26.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz. 1 lb. \$4.00

½ lb. 2.00

Robinson's Patent Groat—1 lb. 4.00

½ lb. 2.00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown \$1.15

Card Outfits, Black and Tan 4.15

Metal Outfits, Black and Tan 4.25

Creams, Black and Tan 1.25

White Cleaner 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s. lb. \$1.20

Bobs, 12s 1.00

Currency, 12s 1.00

Stag Bar, 9s, boxes, 6 lbs. 1.05

Pay Roll, thick bars 1.25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25

Shamrock, 9s, ¼ caddies, 12 lbs. ¼ caddies, 6 lbs. 1.00

Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes 1.80

Forest and Stream, tins, 9s, 2-lb. cartons 1.44

Forest and Stream, ¼s, ½s, and 1-lb. tins 1.50

Forest and Stream, 1-lb. glass humidors 1.75

Master Workman, 2 lbs. 1.20

Master Workman, 4 lbs. 1.25

Derby, 9s, 4-lb. boxes 1.05

Old Virginia, 12s 1.60

Prunes

We are now selling prunes for delivery out of the new crop—which we expect along in a few weeks. The prices are higher than last year's opening but what isn't high in dried fruits this season. The European demand last Spring and Summer pushed the market up to a dizzy height, and prices for the present crop, while not anything like as high, are no doubt based very largely on the figures obtainable for the tail end of last year's crop.

We make no predictions for the future about prunes.

You makes your choice and pays your money.

Santa Clara	-	20 - 30	25 ^s	-	32
"	-	30 - 40	25 ^s	-	27 1/2
"	-	40 - 50	25 ^s	-	24
"	-	50 - 60	25 ^s	-	19 3/4
"	-	60 - 70	25 ^s	-	18 1/2
"	-	70 - 80	25 ^s	-	17 1/4
"	-	80 - 90	25 ^s	-	16 1/4
"	-	90-100	25 ^s	-	15 1/2
"	-	100-120	25 ^s	-	13 3/4

50 lb. boxes quarter less

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Nippy Mornings

usher in the pancake season and pancakes call for syrup.

Mapleine

makes delicious "mapley" tasting syrup and costs but \$1.02 a gallon. Customers will be glad to learn of this saving—recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring, too—in all sweets and desserts.

Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto



Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25
WM. H. DUNN, LTD., Montreal
BABBITS
Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), ca. 50 pkgs 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada
Assorted case, contains 4 doz. \$5 40
Lemons, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada
Assorted case, contains 2 doz. \$2 73
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12-12 lb. boxes to case 0 25

COCOA AND CHOCOLATE

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

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25
Perfection, 1/4-lb. tins, doz. 2 75
Perfection, 1/2-lb. tins, doz. 1 45
Perfection, 10s size, doz. 1 10
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/4-lb. jars, 1 and 2 doz. in box, doz. 3 00

Soluble Cocoa Mixture

(Sweetened) 5 and 10-lb. tins, per lb. 0 28
(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 41

Supreme Chocolate, 10s size, 2 doz. in box, per box. 1 90

Perfection Chocolate, 10s size, 2 doz. in box, per box. 1 90

SWEET CHOCOLATE—Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes 0 32

Eagle Chocolate, 1/4s, 6-lb. boxes, 28 boxes in case. 0 31

Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32

Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33

Diamond Crown Chocolate, 28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 46

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45

Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45

Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45

No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45

Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41

Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41

No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41

No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36

No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41

No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47

Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43

Nut Milk Chocolates, 6s squares, 20 squares to cake.

packed 3 cakes to box, 24 boxes to case, per box. 2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 82 boxes to case, per box. 2 50
Fruit and Nut Milk Chocolate Slabs, per lb. 0 43
Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
Plain Milk Chocolate Slabs, per lb. 0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
Triumph Chocolate, 1/4's, 4-lb. boxes, 36 boxes in case, per box 0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case. 0 80

5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 60 boxes in case 0 95
Puffed Rice Bars, 24 in box, 60 boxes in case 0 95
Ginger Bars, 24 in box, 60 boxes in case 0 95
Fruit Bars, 24 in box, 60 boxes in case 0 95
Active Service Bars, 24 in box, 60 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 60 boxes in case 0 95
Royal Milk Cakes, 24 in box, 60 boxes in case 0 95
Cream Bars, 24 in box, 60 boxes in case, per box. 1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Queen's Dessert, 10c cakes, 24 in box, per box 1 80
W. K. KELLOGG CEREAL CO.
Kellogg's Toasted Corn Flakes, Waxtite 4 15
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indv. 2 00
Kellogg's Shredded Krumbles 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 85
BRODIE AND HARVIES
XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70
Do., 3 lb. 2 90
Superb Self-Raising Flour, 6 lb. 5 60
Do., 3 lb. 2 80
Crescent Self-Raising Flour, 6 lb. 5 60
Do., 3 lb. 2 85
Perfection rolled oats (55 oz.) 3 00

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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.

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Buy "PRIDE OF THE ISLAND" Brand

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We Invite Correspondence for Fall and Winter Supplies.

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The First of the Western Box Apples

Growers of Western apples are launching a tremendous advertising campaign all through the country. This will certainly create a big demand for box apples. Get in on this at the start. Jons is the first variety to move. October is the month for them. Order now.

Red Emperor Grapes

Extra fine quality. Packed in drums.

Barrell Apples—Spanish Onions
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Haddies and Oysters

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Are now coming freely
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ALSO FULL STOCK

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All of which are fresh and good.

Just the thing for snappy days.

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Our

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Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best \$9.00 Broom

We know how to make.

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Owing to the high
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(TRADE MARK REGISTERED)


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Stains and sediment in the closet bowl are dissolved by *Sani-Flush*. The action is entirely different from that of soap powders and cleansers.

Every woman knows that the cleaning of the closet bowl is a peculiar problem. A preparation which does the work easily and effectively is regarded as a blessing.

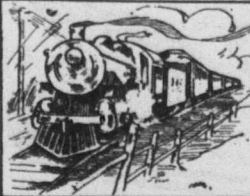
You serve your customer a good turn when you sell her a can of *Sani-Flush*.

HAROLD F. RITCHIE & CO.
LIMITED
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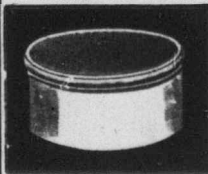
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Latest Editorial Market News



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the dustless sweeping compound

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Manufacturers. TORONTO, Ontario

SUGAR ADVANCES 25 CENTS PER CWT.

One Montreal refinery has advanced its quotation on granulated sugar to \$11.46 per cwt., Toronto delivery. This is an advance of 25 cents as compared with a week ago. The other refiners continue at unchanged figures. There continues a very heavy demand for sugar, but supplies have been a little easier, and it is felt that there is no actual want, because of the stringent conditions. It may be that the trade cannot secure all they want, but with care as to distribution, there is an effort to keep everybody supplied.

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Folding Candy Boxes; also handy
Paraffine boxes for bulk Pickles,
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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
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All Grades--Carloads
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
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ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue.
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These one-inch spaces
only \$1.60 per insertion
if used each issue in the
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Classified Advertising

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

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

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

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

WANTED

WANTED—FIFTY OR ONE HUNDRED GALLON Bowser oil tank. State lowest cash price. Box 564, Havelock, Ont.

WANTED — A RELIABLE, EXPERIENCED grocery salesman. State salary and references. Box 65, Hespeler, Ont.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

TRANSLATIONS

ENGLISH INTO FRENCH—COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 136, Station B, Montreal.

AGENTS WANTED

JOBBER WANTED TO HANDLE NEW STOVE polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

AGENCIES WANTED

A RESIDENT OF P.E.I. WANTS POSITION as travelling salesman for the Island. Box 748, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A GOOD AGENCY FOR QUEBEC City and District, grocery, chocolates and candy. Box 746, Canadian Grocer, 143 University Ave., Toronto, Ont.

AGENCIES WANTED — PRODUCTS FOR wholesale distribution and mail order articles of merit desired. Send full particulars. L. E. Ruel, manufacturers' agent, 8 Couillard St., Quebec.

Your Questions Answered

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

CANADIAN GROCER
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TORONTO

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

FIRST-CLASS STOCK OF GENERAL MERCHANDISE for sale. Stock \$15,000 can be reduced. Fixtures \$1,550. Buildings \$2,800. Annual turnover \$60,000. Net profits over \$7,000 per annum. Post Office in connection brings over \$700 a year. Town in the centre of a mixed farming district. \$8,000 cash required. Apply to C. H. Clarkson, Swanson, Sask.

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EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** which contains latest list you will be better able to carry on your business.



A Butcher is known by the sausage he sells

HOW much you sell, Mr. Butcher, depends on *what* you sell. Inferior products lose sales; one bad sausage sale means loss of trade and an uphill climb to regain confidence. Feature Davies Products—they're known and trusted. And this is a good time, now, when the mornings are cool, to display, prominently, on your provision counter Davies Pork Sausage. They're good all through.

DAVIES QUALITY PORK SAUSAGE

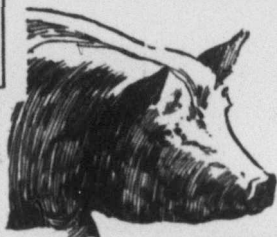
Are made from carefully selected pork cuttings—and made *right*.

Davies Pork Sausage taste mighty good these cool mornings. Serve piping hot for breakfast, and you'll say it's the best dish you ever sat down to.

Tell your trade about Davies Pork Sausage (and other products, too); they'll like them—and come back for more.

THE DAVIES COMPANY LIMITED
WILLIAM DAVIES LIMITED

TORONTO -- MONTREAL





**“Congratulations, John, that new
Dayton looks fine”**

Your best customer will say it. The wholesaler's traveller will say it. The landlord will say it. The banker will say it. At least, they will certainly think it. Remember—more people know about the Dayton Scale than you think. Know that it means absolutely fair and correct weight. Know that it ensures the merchant getting his fair profits. That it does all his price calculating for him—instantly. And knowing this, everyone will have more confidence in you, your judgment, your goods, your success—when they see that new Dayton in your store.

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Let us send you our new illustrated catalogue to-day.*

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