

BRITISH COLUMBIA NUMBER

# CANADIAN GROCER

Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

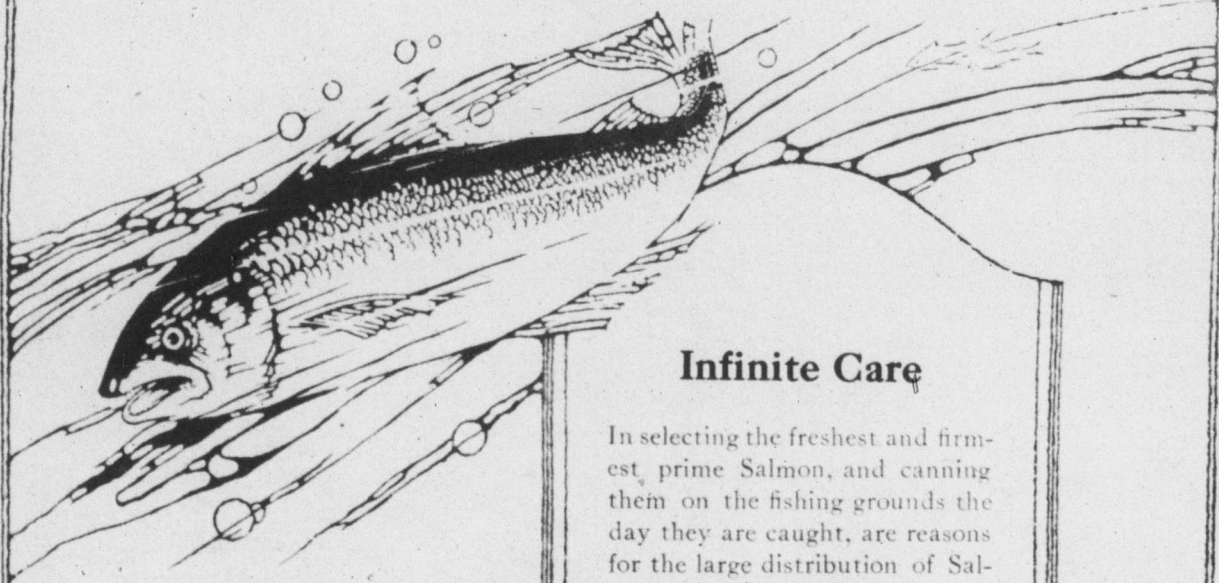
PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1920

No. 36



48 x 1-lb. net tins.

Ask for  
**PINK ROSE**  
BRAND  
**CANNED SALMON**  
and Avoid Disappointment



### Infinite Care

In selecting the freshest and firmest prime Salmon, and canning them on the fishing grounds the day they are caught, are reasons for the large distribution of Salmon under the "HALL" labels. Neither we nor the Salmon can change the quality of nature's delicacies. We can only make certain that this is retained without deterioration--that when you buy "HALL" brands of Salmon you are picking absolutely the best from the choicest fishing streams of the Pacific Coast.

The **PICK** of the  
**PINK SALMON**



96 x 1/2-lb. net tins

For Your  
Approval

DISTRIBUTED BY  
**HARRY HALL & CO.**  
LIMITED

VANCOUVER  
CANADA

SAN FRANCISCO  
USA

## "Six Sales Quick"

is the way one dealer speaks of a good idea for speeding up Aladdin Dye Soap sales.

When a customer asks for a cake of Aladdin Dye Soap and commences turning the Aladdin Revolving Display Stand, with its well-displayed assortment of 18 colors, this dealer suggests that the customer select two or three colors and keep a few extra cakes of Aladdin Dye Soap always on hand.

Especially on Wash Day when, with the water handy, it is but the work of a minute to wash a new color into a faded fabric.

This dealer says he usually sells three and often six cakes of Aladdin without extra time spent on the sale. And a customer will repeat the process when in need of Aladdin Dye Soap again. Because Aladdin is so simple to use and has such beautiful colors, a trial makes a steady user.

Six sales, quick, six times the profit, and in the same time usually spent in making one sale. This is a feature that is winning a warm welcome for Aladdin among progressive dealers.

Order one gross of Aladdin Dye Soap now and get the handsome revolving display stand free. It's an attractive ornament for your counter; a sales-maker and a profit-builder.

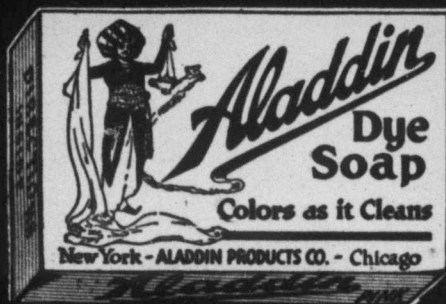
**Channell Chemical Company, Limited, Toronto**

Makers of O-Cedar Products

Distributors of Aladdin Dye Soaps

# Aladdin

## DYE SOAP



# Don't forget to visit *Bordens* Exhibit at the Toronto Fair

Grocers attending the Canadian National Exhibition should not fail to see the interesting **BORDEN MILK PRODUCTS** Exhibit in the Manufacturers' Bldg. Come and pay us a little visit before you leave the grounds. We'd like to meet you and get better acquainted.

**The Borden Co., Limited**

*"Leaders of Quality"*

**MONTREAL**

*Borden's Products—*  
 Eagle Brand Milk  
 St. Charles Milk

Reindeer Coffee  
 Reindeer Cocoa  
 Malted Milk



# CLARK'S Tomato Ketchup



This season's pack is now in full swing and we are accepting orders for early fall delivery.

Indications are that the output will be again oversold and we would strongly advise our numerous patrons to place their orders early.

Your jobber will gladly furnish you with our offer or we will give you any necessary information direct.

CLARK'S TOMATO KETCHUP  
Is Made in Canada — By Canadians, and Is  
THE BEST MADE IN CANADA

**W. CLARK, LIMITED - MONTREAL**

## Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

**FLAKE ALBUMEN  
SPRAY ALBUMEN**

**SPRAY YOLK  
WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

**LIQUID YOLK No. 1 QUALITY**

In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

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

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

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

NOW  
is the  
time to  
feature  
1920  
Crop  
Prunes



Why not be first in your town [or neighborhood] to feature new crop SUNSWEET Prunes? September is the first month in which shipments of SUNSWEET Prunes are made each year. Car after car of these fine, full-flavored prunes are being sent out every day from the packing houses operated by this Association in every prune-growing district of California.

Think of the irresistible appetite-appeal to be made by featuring these newly packed prunes that have been sun-sweetened and sun-cured in California's fairest orchards! Order now from your jobber and "cash in" on the demand for SUNSWEET—the nationally advertised brand of dried fruit that has won its way into the stores and homes of the nation.

CALIFORNIA PRUNE AND  
APRICOT GROWERS INC.  
5476 MARKET ST. SAN JOSE, CAL.  
10,000 grower-members

*Canadian  
Representatives:*

**SAINSBURY BROS.**

*Offices:*

Toronto - Montreal  
Winnipeg - Vancouver  
Halifax

SUNSWEEP  
CALIFORNIA'S NATURE-FLAVORED  
PRUNES

*This is How to*  
**Make 348% a Year**  
**On Capital Invested in**  
*Oranges and Lemons*

**H**UNDREDS of successful retail merchants throughout the country have had this experience. They follow a simple plan which makes 348% a year on capital invested in oranges and lemons.

The plan is this: Determine by actual test the maximum quantity of oranges and lemons you can sell in six working days. Then buy only what you can sell out—*clean*—at least once a week. Don't buy at any time more than one normal week's supply, unless you put on a special sale. Thus your stock will always be fresh and attractive.

Then price your stock on the basis of 25% on sales. This is equivalent to adding 33 1/3% to your invoice cost. The average figure for operating expense is 16 2/3%; 3 1/3% is a liberal allowance for shrinkage, especially for oranges and lemons which are the least perishable of fruits. This allows 5% absolutely net profit on sales each week.

But 5% on sales each week, on a weekly turnover basis, is more than 348% on invested capital a year.

Assure yourself of at least 52 turnovers—always figuring to get that weekly 5% net on sales. Remember it is turnover, not left-overs that mean profits to you.

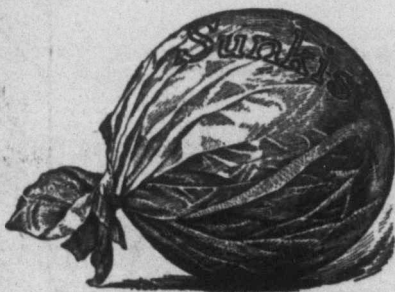
***The Magnet That Draws Trade***  
**Take Advantage of Nature's Advertising Colors**

Nature has given to oranges and lemons wonderful advertising colors. The most successful merchants take full advantage of these attractive colors, and make impelling displays with *least work and trouble*.

Many stores have found that where oranges and lemons are displayed in masses, they are the most effective business bringers that they have ever used.

***Learn How We Help—***

We send highly colored display material free to retailers who request it. Mail the coupon for an interesting new book about fruit displays and our "Display Material Option List" which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.



**California Fruit Growers Exchange**

A Non-Profit, Co-operative  
 Organization of 10,000 Growers  
 Dealer Service Dept.,  
 Los Angeles, California

**California  
 Fruit Growers  
 Exchange  
 Dealer Service Dept.**

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... State.....



**HOTEL** (10 Pounds)

**HOUSEHOLD** (1 Pound)

**SMALL** ( $\frac{1}{2}$  Pound)

**—Stock them All**

The big 10-pound tin is the family size. The size that all regular users prefer, because of the larger quantity it contains and the saving in price.

The pound tin for household use and for a two-or-three day outing in camp or on a motor trip.

The half pound tin as a trial package or for the afternoon picnic or short camping trip.

There is a constant sale for Klim in all three sizes. Klim advertising in magazines and newspapers reaches hundreds of thousands of readers, many of whom are your customers. Identify your store with Klim advertising by keeping a display of the attractive blue-and-white striped tins in your window, on the counter, or on the lower display shelves.

Include each size in your next order to your wholesale house.

**CANADIAN MILK PRODUCTS LIMITED**

10-12 St. Patrick St., Toronto.

81 Prince William St.,  
ST. JOHN.

319 Craig St. W.,  
MONTREAL

132 James Ave. E.,  
WINNIPEG.

B.C. Distributors: Kirkland & Rose, 132 Water St., Vancouver, B.C.



# CHARMS

*The Original Fruit Tablet in Package Form*

Recognized throughout Canada as the most popular fruit candies—the sale of Charms is surpassing all expectations.

Dealers all over the Dominion have been featuring Charms with a profitable success. Surely, Charms can do the same for you.

Charms extensive advertising campaign in Canada is creating the demand.

Now is the time to see that your stock is sufficient to meet this increased demand.

Place your order now for a complete assortment of the eleven luscious flavors.



**ELEVEN  
LUSCIOUS  
FLAVORS**

**LEMON  
LIME  
ORANGE  
CLOVE  
BUTTER  
PEACH  
GRAPE  
WILD CHERRY  
RASPBERRY  
HOREHOUND  
ASSORTED**

**CHARMS COMPANY, Limited**

**36 St. Paul Street East**

**MONTREAL, CANADA**

# EUREKA

If you want to get the most efficient means of refrigeration on the market

**ORDER  
A EUREKA  
REFRIGERATOR.**

You cannot afford to let your goods spoil through inefficient methods.

The Eureka Grocer Refrigerator, in all models, will prevent this waste or spoilage. That is our guarantee.

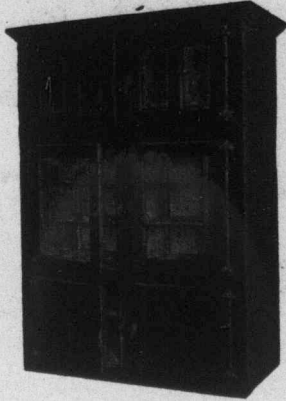
Now is the time to order, as we have a full line in stock for immediate shipment.

Write us to-day for illustrated Catalog.

**Eureka Refrigerator Co., Limited**

Head Office and Factories: Owen Sound

Branches: Toronto, Hamilton, Montreal



**Three Good Things the Grocer should not miss, yet only One Article to deal in.**

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
- 3.—Grimble's Malt Vinegar gives you a good profit and the Customer's every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.  
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd.,  
11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.  
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building,  
Vancouver.

Why You Should Feature

# KING GEORGE'S NAVY

## Makes Friends of the Particular

The more critical a man is the better he'll like the delicious palatability of *King George's Navy Chewing Tobacco*.

Grocers should constantly feature this line.

It puts the requisite punch into tobacco selling.

*And the profits make a daily display advisable.*



Rock City Tobacco Co., Ltd.

Quebec  
and  
Winnipeg

*There are two profits on every sale of*



# Chase & Sanborn's Coffees

*One in Cash and the other in Reputation*

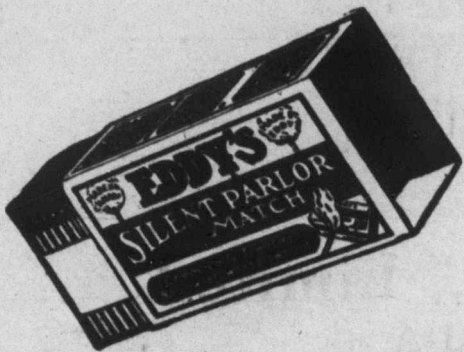
**CHASE & SANBORN**  
MONTREAL

## Are You Getting Your Share of the Eddy Demand?

Remember—it needs no big effort to sell Eddy Products. Just let your customers know you handle Canada's favorite matches and Canada's cleanest, lightest and most durable fibreware utensils.



In matches alone there are some 30 to 40 different brands of Eddy's—a match for every customer's requirements. And Eddy's Indurated Fibreware include utensils for the factory, the house, the farm—anywhere, everywhere.



A daily display of these Eddy lines will prove worth while. Try it.

**The E. B. Eddy Co., Limited**  
HULL, CANADA

*Black  
Tan  
Toney Red  
Dark Brown  
White*



*That  
NUGGET  
Smile*

# Thank You

The generous manner in which the trade have supported us has been extremely gratifying. The tangible expressions of good-will have enabled us to build a business with a reputation throughout the Dominion for value and service for which we feel we have just cause to be proud.

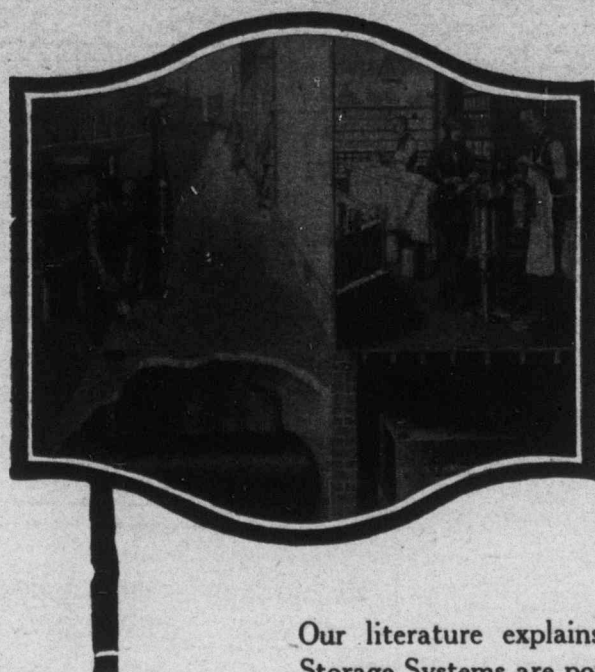
Having reached a point where expansion was absolutely necessary and in order to better enable us to continue the high standard of quality and service, which it is our endeavor to give at all times, we have moved to larger and better quarters.

*After September 1st, 1920  
our new address will be*

**215-217-219 VICTORIA STREET  
TORONTO**

*Telephone Adelaide 2657*

**The Nugget Polish Co., Limited**  
TORONTO • CANADA



# Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a **BOWSER** Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.



**S. F. BOWSER Company, Limited**

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives  
Everywhere

Sales Offices  
in all Centr

## Wagstaffe's

New Season's

## Strawberry Jam

1920

When you eat let it be the best



### WAGSTAFFE'S

Pure Strawberry Jam  
Pure Raspberry Jam

Made from  
Fruit and Granulated Sugar  
Only

Bolled with care in silver pans

ASK YOUR GROCER FOR IT



**NOW READY FOR DELIVERY**

ORDER FROM YOUR WHOLESALERS

# Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

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

WHOLESALE COMMISSION BROKERS

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

CORRESPONDENCE SOLICITED



### The Largest in Western Canada

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

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

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

WHEN WRITING TO ADVERTISERS  
PLEASE MENTION THIS  
PAPER.

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

**Watson & Truesdale, Winnipeg**

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

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE  
STORAGE  
DISTRIBU-  
TION

# Squirrel Brand PEANUT BUTTER

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service

Reliability

Integrity

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

*Fourteen Salesmen Covering the West*

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

## SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents  
149 Notre Dame Ave. E., Winnipeg

## W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants

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

### SALES FORCE

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

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

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

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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



## THOMPSON'S SEALED SALTED PEANUTS

Packed in  
Sanitary-Airtight-Drums

Thompson's name on the label stands for the highest grade of Spanish Peanuts. The Spanish variety is the finest flavored peanut in the world.

### THE SMALL NUT FULL OF RICH CREAMY FLAVOR FRESH—CRISP—TASTY

Packed in 5 and 10c packages, 20 packages to the carton, 36 cartons to the case.

'NIFTY' Brand Blanched Jumbo Peanuts  
in 5 lb. and 10 lb. Tins

EACH TIN IN AN INDIVIDUAL FIBRE BOARD  
CONTAINER—READY TO RE-SHIP.

PACKED IN CANADA BY

## A. E. THOMPSON

Box 2015      WINNIPEG  
G. B. THOMPSON & CO., Western Distributors, Winnipeg

When Writing to Advertisers Kindly Mention  
this Paper



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

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

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

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

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

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

**John J. O'Donnell & Co.**  
Commission Brokers  
Manufacturers' Agents  
We can give you efficient representation  
in the Windsor district.  
Heintzman Bldg., Windsor, Ont.

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

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

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

**The Norcanner Brand**



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

**Bravo Brand Sild Sardines**



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

*Your jobber can supply you*

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

Canadian Agents:  
A. S. May & Co. Toronto  
C. B. Hart Reg. Montreal  
Donald H. Bain Co. Winnipeg

**OCEAN BLUE**  
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

*Order from your Wholesaler.*

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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

## QUEBEC

### ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO

### AGENCIES WANTED

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

JOYCE CO., LTD.

307 St. James Street, Montreal

TELEPHONE MAIN 7143  
**ST. ARNAUD FILS CIE.**  
GROCERY BROKERS

Importateurs  
& Exportateurs  
Pois et Feves  
Produits Alimentaires

Importers  
& Exporters  
Peas and Beans  
Food Products

ST. NICHOLAS BUILDING, MONTREAL

### GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

### Belgo. Canadian Trading Co. "Regd."

Import and Export  
General Distributors

We are open to represent Manufacturers or  
Growers of Foodstuffs.

103 St. Francois Xavier St., MONTREAL

### CAR PURE MAPLE SUGAR FOR SALE

Write or wire for quotations. Also  
dealers in PEAS, BEANS, MAPLE SYRUP  
**CANADA PRODUCE CO.**

171 St. Paul St. East Montreal

## MARITIME PROVINCES

### ALBERT DUNN

*Commission Merchant*

QUEBEC, P.Q.

### SYDNEY and CAPE BRETON

business is worth your especial consideration.  
Get best results by appointing a resident broker  
to look after your interests. Nine years con-  
nection. All references. Write.

R. E. McCONNELL,

Manufacturers Agent and Grocery Broker,  
Sydney, N. S.

### K. Smith

*Broker and Commission Merchant*

1696A Hutchison St.  
MONTREAL

### MANUFACTURERS

We can get you Business in the  
Province of Quebec.

Best References. Special Sales Force.

Address: c.o. Canadian Grocer  
Montreal

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

### A. H. M. HAY

*General Produce & Lumbermen's  
Supplies*

Phone 5311  
Residence 6383

80 ST. PETER ST.  
QUEBEC

### The Smith Brokerage Co., Ltd.

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

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

*Best References*

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

## CAPE BRETON & NEWFOUNDLAND

WE WILL PLACE YOUR PRODUCT ON THE MARKET IN THE ABOVE  
TERRITORY. YOUR LINE WILL BE PROPERLY HANDLED BY US.

Sydney, N.S.

**NORMAN & GREEN** St. John's, Nfld.

When Writing to Advertisers Kindly  
Mention this Paper

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

# G. Washington's COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909  
Distributed by Grocers Specialty Company  
169 William Street, Montreal



## BAGS

AND COTTON LINERS



### The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

# E-PULLAN

6 Maud Street, Toronto



### Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

## SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from  
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver  
and  
HUGHES & CO., 199 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.  
LONDON, E.C. 3, ENGLAND

# Important London Industries



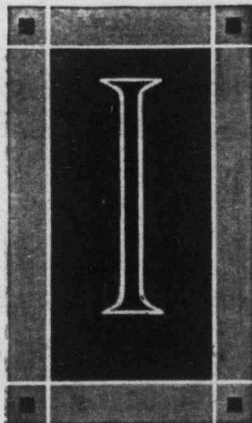
Full

Strength



*Softens Water*

*Cuts Grease*



IMPORTANT in London's industrial life.

IMPORTANT in the life of your store.

IMPORTANT in the profit-pulling side of your business.

IMPORTANT in that it never fails to satisfy your customers.

## Because . . .

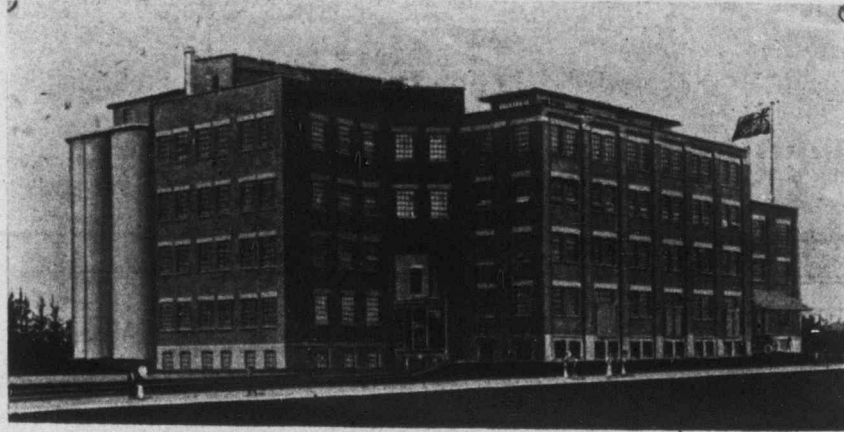
"Snowflake" Ammonia is the full strength Ammonia and is advertised from coast to coast. A REAL SELLER.

Visit our booth at the London Fair and find out just how we are helping you sell this incomparable Full Strength Ammonia Powder.

**S. F. LAWRASON & CO.**  
**LONDON, CANADA**



# Important London Industries



**G**ROCERS who are attending the Western Fair are cordially invited to come and inspect our factory, the finest and most sanitary food factory on the continent.

You will see for yourself the high quality of ingredients used to attain the flavor that is always different.

You will understand why so many customers insist upon the original London-made Kellogg's.

One block east of the Fair Grounds on Dundas Street.

**The Battle Creek Toasted Corn Flake Co., Ltd.**

London - - - Ontario

**Wholesale  
Grocers**

# CURRENTS

Selling our Currants you multiply your connections.

The Guaranteed sound, free from rain-damage, clean and sweetest "Philippou Currants" give you the greatest profit and ensure the greatest degree of satisfaction to your customers.

Ask for our different Brands and see that our name is on the packages.

**D. D. PHILIPPOU, Exporter of all Greek Products, PATRAS, GREECE**

*Active agents are wanted to all markets of Canada*

## An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actually shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked — and this was a fatal lack — was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it — to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

— Editorial, "Printers Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

### MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver  
Boston New York Chicago  
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal  
Sanitary Engineer

Canadian Grocer  
Dry Goods Review  
Men's Wear Review

Bookseller and Stationer  
Druggists' Weekly

There are so many and varying statements made by Tea-dealers that the average buyer is at a loss to know what is correct, but he does know that **TEA DOES NOT IMPROVE BY HOLDING**; he does know that the real brisk, full, rich flavour that the public so much appreciate, can only be obtained by using the best obtainable of each grade of tea, blending, despatching and getting the same to the public as quickly as possible—and that in metal packets.

Even if the market was likely to advance, unless the rise is inclined to be very great, *it does not pay to hold tea*. Deterioration, loss of interest, etc., adds so greatly to the cost.

Montreal

**"SALADA"**

Toronto



## Is FLOUR on your next Order List?

If so it will pay you to get Brodie's XXX Self-Raising Flour. A well-known flour such as Brodie's will be easy to

sell because an article with a good reputation greatly assists in profitable selling. Just try it and be convinced.

**Brodie & Harvie, Limited**

Bleury St., MONTREAL

*Ontario Representatives:*  
Chadwick & Co., Toronto

*Quebec Representatives:*  
Renaud & Cie, Incorporated, Quebec



Vin Tonic

## Sanator

a genuine Tonic for

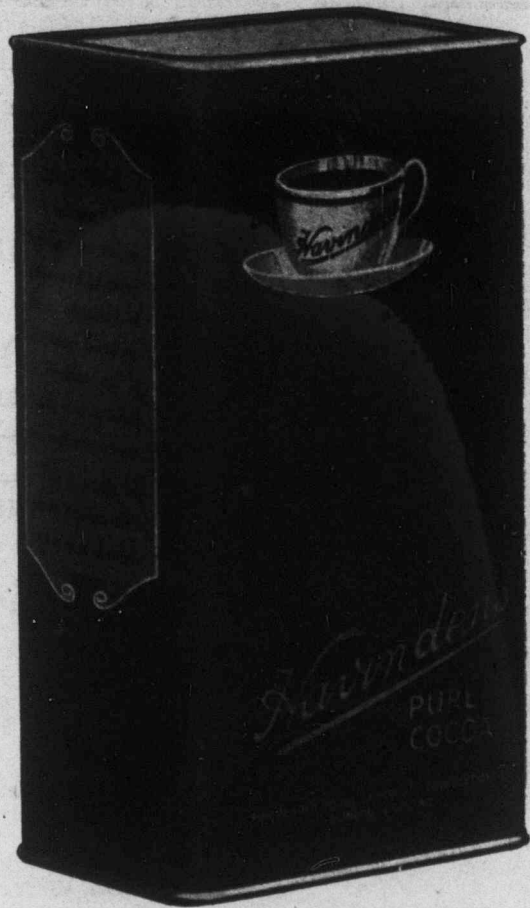
## Invalids

Known the World over

*Send your orders  
direct to*

**Nap. Morrissette**

**18 Cartier Square  
MONTREAL**



## King Oscar

Brand

## Sardines

The Luncheon for  
Busy Days

Mention KING OSCAR  
Sardines these warm days—  
they will prove a real treat.  
Adaptable to a variety of  
easily prepared dishes.

Customer satisfaction will  
mean business for you.

Your wholesaler can supply  
you.

Canadian Agents:

**John W. Bickle & Greening**  
Hamilton Ontario

## N. B.

## Egg

## Carriers

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

*Prompt Shipment.*

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



## Tastes Better—Goes Farther

Two good reasons for recommending Red Rose Tea to your customers—first, **flavor**; second, **strength**.

The first is an irresistible argument in favor of Red Rose to customers who have already tried it. The second suggests an economy which will prompt others to try it. Red Rose holds business; Red Rose builds business.



**T. H. Estabrooks Co., Limited**

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton,  
St. John's, Nfld., and Portland, Maine



## Champagne de Pomme

*A Delicious Beverage*

Made from the Juice of  
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and  
4 doz. to the case

Order your supply to-day

**CIE. CANADIENNE D'IMPORTATIONS**

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL



## There is Real Satisfaction in Selling the Best Products

*Colman's D.S.F. Mustard*  
*Keen's D.S.F. Mustard*  
are the best the world can  
produce.

Your customers all want  
these brands.

See that your wholesaler  
keeps you well supplied.

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



## The Effectiveness is Apparent

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" are both excellent. Old customers know and new customers will soon learn of their real effectiveness—this will mean profit to you.

Our "Syrup of Tar" is good for colds and all such ailments and the "Nervine Powders" are a great Remedy for Neuralgia, La Grippe, Headaches, etc.

Place your order to-day.

### J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

# CANADIAN GROCER

VOL. XXXIV

TORONTO, SEPTEMBER 3, 1920

No. 36

## London a Distributing Centre of Importance—the Home of Many Manufacturers of Foodstuffs



London, Ont.—Dundas Street looking east from Richmond Street.

**L**ONDON, Ontario, is known as the Forest City. People living in the larger places east of London have been wont to refer to it as the "big country town that is still in the woods." When London first became known as the Forest City the expression was most apt, for in those early days, in the time of Governor Simcoe, and later in the fifties, when the town had become a city, Middlesex was one large area of bush land. In 1856 London was made a city and had a population of 10,000. To-day there are 65,000 people and the city has merged into a manufacturing and distributing centre of considerable importance. It is a city admirably

situated to handle inland trade expeditiously. London is an important railway centre; no less than seventy-one passenger and one hundred and eighty freight trains arrive and depart daily.

The Grand Trunk and Canadian Pacific Railways' main lines pass through the city, and have connections at this point with the Wabash, Pere Marquette and the Michigan Central Railway. The St. Mary's and Stratford and the London, Huron and Bruce are also connected. The city owns its own electric railway, which is the route to London's harbor on Lake Erie—Port Stanley. This railway practically places London on the lake, which gives direct connection with

lake steamers to the United States and the Canadian lake ports.

#### A Centre for Foodstuff Plants

Many of the large food manufacturing plants are located in London. Two of the largest biscuit plants are situated there. They distribute their products all over the Dominion and to practically all points in the British Empire. A large breakfast food plant, and several cereal and flour mills are located in London, also two canning factories, two coffee and spice mills and one chewing gum plant. One of the largest olive packing plants in Canada is located in London, whose goods are to be found in almost every town in the Dominion. A cold storage plant that excels those of many of the larger cities, several broom and brush manufacturing plants, as well as important ammonia powder and soap factories contribute to the industrial life of the Forest City. London is also

midway between the Niagara and the Leamington fruit districts and also in the heart of the finest potato growing district in Ontario, is a real centre for the distribution of the products of the farms and gardens of Western Ontario. Many train loads of apples and potatoes are collected in the vicinity of London and shipped to points throughout Canada. Besides the wholesales there are several foodstuffs brokerage firms handling merchandise that is in demand everywhere. Every Monday morning there is seen a stream of travelling men wending their way to the railway depots on the way to various parts of Ontario. It is estimated that 650 representatives of wholesalers and manufacturers leave London every week. Of this number, probably 3000 represent foodstuffs.

#### Old-established Retail Stores

There are about three hundred retail stores in London selling groceries. Many of these are



An interesting view on the grounds of the Western Fair, London, Ont., near the main building.

the second largest cigar manufacturing city in Canada, having twenty-one cigar factories. Besides these, there are manufacturers of store fixtures. Being the centre of so many plants that manufacture goods of interest to the grocer, it is natural the merchant, when visiting London, should pay a visit to these plants to get acquainted with the processes of manufacture and to keep in touch with the changes that take place from time to time.

#### A Wholesale Distributing Point

London is the central wholesale distributing point of foodstuffs in Western Ontario. There are six wholesale grocery houses, some having been established for half a century, whose representatives cover the Western Ontario peninsula from Toronto to Windsor. The annual turnover of these wholesale houses is around \$4,000,000. London being situated

situated in the downtown section and the others are scattered throughout the residential districts. Some of these stores were established in their present locations by the present owners many years ago, when the method of conducting a retail store was vastly different from to-day. A. McCormick & Sons were one of the pioneer grocers, also Scrandrett Bros., whose business has been on practically the same stand since 1878. T. A. Rowat & Co., who enjoy a very exclusive business, first opened their doors to the public on August 26, 1887, just a few doors west from their present location. Harley & Son are also among the earlier grocers, having been in business for thirty years or more. These merchants have built up a large business by hard work and using aggressive methods. The retail grocery stores of London are well worth a visit from merchants while attending the Western Fair.

# London Grocers Hold Pure Food Show

Western Fair at London, Ont., the Second Largest in Western Ontario—Retail Grocers' Association Conducts a Pure Food Show of One Hundred Exhibits.

**T**HE Western Fair at London, Ontario, is recognized as the second largest fall exhibition in Canada. It is noted throughout the Dominion and also the United States as being the centre of the great live stock and agricultural interests of Western Ontario. The exhibition about to be opened has attracted hundreds of exhibitors from all over Canada, representing every known industry, live stock and agriculture. So many applications for space have been received, that many had to be refused on account of lack of space and accommodation. London being situated in the heart of the finest farming districts in Canada, places the Western Fair in close competition with the Canadian National Exhibition in exhibits of fruit, vegetables, honey and dairy products. The dairy displays are among the first in point of excellence. Fruit and vegetables are displayed in abundance. The exhibit of butter and cheese is always good, many entries coming from the Northwest. In the vicinity of London are to be found a great number of apiaries and the exhibits of honey are a source of much interest to the visitors.

## The Pure Food Show

The London Retail Grocers' Association conduct a Pure Food Show in connection with the Western Fair. This show occupies a complete building by itself and has sufficient space to accommodate about one hundred exhibits. The Grocers' Association have spared no work to make this exhibit a pleasure to the visitor, and it is easily the best attraction on the grounds, the building being crowded from early morning until night. This exhibit, like many others, is cramped for room and the grocers have been compelled to refuse applicants for space on account of the lack of accommodation. Nearly every line of foodstuff is represented, jams, flour, peanut butter, biscuits, canned goods, package tea, coffee, etc. The freedom with which the exhibitors dispense samples and tasters to the visitors, is always a source of delight to both old and young



A view of the exterior of the Retail Grocers' Pure Food Show at the Western Fair, London, Ont.

who throng the building. Although the Pure Food Show is run in the interests of the London Retail Grocers' Association, full credit must be given to H. P.

Ranahan and H. Harley, the hard working president and secretary, who have practically done all the engineering of the show.

## Committee Will Meet Exhibition Directors Re Food Building

Exhibition Grounds, Toronto, September 1.—(Special).—A large number of manufacturers and manufacturers' representatives met this afternoon in the Administration Building to discuss the proposal for the erection of a new pure food building on the grounds of the Canadian National Exhibition. As pointed out in previous issues of Canadian Grocer many of the exhibiting manufacturers of foods feel that they are not securing sufficient accommodation in the Manufacturers' Building and in the Manufacturers' Annex under the grand stand and have been urging upon the Exhibition authorities the erection of the new building. The Exhibition people are interested in the matter providing a sufficient number of manufacturers will agree to take space for a definite term of years.

The subject was discussed freely by the firms represented and a committee was appointed to draft a resolution

to present to officials of the Canadian National Exhibition.

H. N. Cowan, president of the Cowan Co., Ltd., Toronto, acted as chairman, B. T. Huston acted as secretary pro tem.

It was decided to approach the exhibition directors in the next few days to urge the erection of an exclusive building erected on the grounds for the showing of foodstuffs.

The following constitute the committee: H. N. Cowan, George Hortop, representative of the Borden Co., and other firms; H. C. Scully, Christie Brown Co.; Jos. Ruddy, Canada Starch Co.; W. G. Patrick, W. G. Patrick & Co.; Charles Miller, Red Rose Co., and B. T. Huston, manager Canadian Grocer.

Another meeting will be held on Wednesday of next week, September 8th, at 3 o'clock in the same building to receive report of the committee and to make further plans in connection with an organization of the food stuff exhibi-

# Efficient Salesmanship a Prime Factor

Scandrett Bros., London, Ont., believe in having plenty of clerks in order that customers may be given the greatest possible attention in the selection of their orders. Must have time to introduce new lines.

By Staff Correspondent

"THE best way to get a new line or any article for that matter to the public, is by clerks selling it over the counter," remarked J. W. Scandrett, of Scandrett Bros., London, Ont. "A clerk cannot do this if customers are lined up waiting for him to serve them. All he has time to do is to get the articles called for and he has no time to suggest anything else. If he is expected to introduce new lines and to make extra sales, he must have time to do it. These sales cannot be made if the staff is smaller than the business warrants. We always have plenty of clerks, so that every customer gets all the attention that is required to take her order carefully, and to sell and show more goods than the customer intended to buy." It is to salesmanship of this kind that Mr. Scandrett attributed his increase in sales of coffee. In 1918 this firm sold 8,321 pounds of coffee, and in 1919 their sales were 10,687 pounds, an increase of 2,366 pounds in the one year. This year the firm estimates that the increase will easily be an equal amount over last year's sales. "Every clerk is put on his selling mettle and his salary is increased according to the amount of sales made," continued Mr. Scandrett. "Each clerk initials his sales slip whether it is cash or credit and a separate record for each clerk is kept, so that we know just what each one is doing. The head salesmen do not fill the orders they sell. They are passed on to the order clerks. One person is in charge of the order department. He carefully checks up each order before being passed on for the clerks to fill. In this way we have cut down errors, such as wrong prices and errors in addition, to a minimum."

## A Long Time Established

Scandrett Bros.' business was established in 1878 by the present owners' father, and was taken over by them in 1892. At that time and until two years ago, a jobbing business of considerable proportion was operated in connection with the retail trade. It required 12 delivery wagons and 25 horses to handle the business. When the wholesale part of the business was discontinued the horses and wagons were disposed of and four motor trucks purchased, which are now required to handle the retail business.

Scandrett Bros. believe in efficiency in their employees, and do everything possible to educate them along that line,

*Every clerk in the Scandrett store is put on his selling mettle, and his salary is increased according to the amount of sales made. Each clerk initials his sales slip, whether it is cash or credit, and a separate record for each clerk is kept, so that we know just what each one is doing. The head salesmen do not fill the orders they sell. They are passed on to the order clerks. One person is in charge of the order department. He carefully checks up each order, before it is passed on for the clerks to fill. In this way they have cut down errors, such as wrong prices, and errors in addition to a minimum.*

*Recently a window display of a high-grade sauce in the Scandrett store resulted in big sales, and since the display people are continuing to ask for it. The windows in this store are always dressed as simply as possible. It is not deemed a wise policy to place too many articles in a window at one time. Let the public be impressed with one line at a time, is the Scandrett idea.*

by careful instructions and placing them in the department where they are most adapted. "The most valuable man in the store is the one we call our special man," said Mr. Scandrett. "This man is really an extra man, and is trained to take any place in the store. He can sell goods, put up orders, go to market, check goods in and out, dress windows or take any of the other numerous duties around the store. If a clerk is sick or away for any other purpose, this man fills his place and the work goes along smoothly."

## Window Displays Sell Goods

The windows of Scandrett Bros.' store are always tastefully dressed, and have been the means of creating a lot of extra business. Their method is to trim the windows with one line or relative lines. "You cannot expect a window display that is all jumbled up with a variety of goods to have any effect upon the passing public," stated Spencer Wilson, the manager. "Change the windows often and put in just one or two lines and they will sell goods every time."

Recently they put in a window display of a high grade sauce with the result that six dozen were sold during the week that the display was in the window, and people continue to ask for it, remembering that they had seen the goods on display in the window. This shows the importance of the windows as a selling medium. It is not always the amount that is sold at the time the display is on. It is the impression that it

Sales of coffee in the Scandrett store last year totalled 10,687 pounds, an increase over the preceding twelve months of 2,366 pounds — success of coffees attributed to concentrated selling effort.

leaves upon the public. Scandrett Bros. have made a study of this point and dress the windows as simply as possible. The majority of people upon the streets are usually in a hurry, and it is far easier for them to assimilate on thing at a glance than it is a dozen or more. This is the one idea that Scandrett Bros. have when dressing the windows, to give the passers-by one thing at a time but to give it frequently.

## Believes in Show Cards

Near the front entrance and extending down one side of Scandrett Bros.' store is a display of vegetables and fruits all nicely arranged with a price ticket attached. These price tickets are a feature in this store, especially on the fresh vegetables and fruits. "Price cards will make as many extra sales as an extra salesman," said Spencer Wilson. "People like to know the price, and if they see it without asking, it pleases them better."

## Montreal Grocer is Claimant for a Large Fortune

Montreal.—Hyman Horosvitz, 1371 St. Urbain street, grocer, claims to be the heir to a \$43,000,000 estate now in the hands of the United States Government, the heirs to which, it is said, have been advertised for for a number of years.

The estate, it is claimed, was left by Mr. Horosvitz' father's uncle. The story as told to Mr. Jacobs is: When a small boy Mr. Horosvitz left Austria to come to Canada. Previous to his leaving Austria he had been told by his father of his uncle who had been in love with a beautiful girl in Austria and of the uncle's subsequent disappointment in the love affair. After being in the United States for a few years, according to the story, he entered the Catholic church, finally becoming a bishop and going to California.

At the present time the claimant of this \$43,000,000 estate keeps a small butcher shop at the corner of Duluth and St. Urbain streets. Investigation is now under way on behalf of Mr. Horosvitz and it is anticipated in the near future that the case will be taken to the United States Courts in order that proof in the matter and a claim to the fabulous sum may be laid.

# Little Buying of Sugar at Present Time

Decline of Two Dollars Per Hundred in Sugar Quotations Was Unlooked for in the Trade in View of Refiners' Guarantee of Prices—How Robt. Anderson, Montreal, Sums Up the Situation.

**S**INCE the last issue of Canadian Grocer sugar has declined \$2 per hundred, bringing the price down to \$22 basis, Montreal. The majority of those in the trade were hardly looking for this decline at the present time, in view of the fact that the refiners had guaranteed prices to wholesalers and manufacturers until October 1st, and also that refiners had stated that they still had large quantities of raw material bought at the high figure. The Board of Commerce, who met the sugar refiners last Thursday, is taking the credit for this decline, but whether this is a fact, refiners' representatives refuse to say. In so far as the guarantee of prices is concerned, refiners' representatives in Toronto stated to Canadian Grocer that they were to live up to their agreement and re-imburse any wholesaler or manufacturer who bought sugar from them at the high price, after the guarantee went into effect.

## Little Movement of Sugar

There is practically no movement whatever in sugar from the refineries and both wholesalers and retailers report the demand to be very light. Apparently the public is fairly well supplied. Some re-sales have been made at prices below the market quotations, but even these are few compared with the amount that should be moving at this season. One wholesaler stated that he had several hundred bags of granulated sugar that he was offering at \$21, and about 500 bags of yellow that he was ready to sell at considerably lower than the market price. So far he has not received an offer. This then is the present situation. Everyone who has sugar is anxious to sell, whereas a few months ago everyone was buying. Wholesalers and refiners generally are of the opinion that it will take from four to six weeks to clear up the available second-hand supplies and by that time the heavy season for sugar will be past.

This is the same condition that has brought the sharp break in the United States market. Refined sugar is quoted across the border by the refiners on a basis of 17 cents, although at the same time, sugar has been selling from day to day from second-hands at varying prices from 14½ cents to 16½ cents.

## No Government Experts

Robert Anderson, sugar broker in Montreal, in writing to the "Gazette" in that city, re the sugar situation, has the following to say:

"The Gazette would, I believe, do a better service to the community if it ignored such communications as the one from Ottawa published in this morning's issue giving the views of a Government 'expert' on the price of sugar, which

are very misleading. There are no experts in Ottawa, they are all theorists; and let me state very definitely that the Government by its interference with economic laws, through the exercise of its "control," is entirely to blame for the difficult situation the Canadian refiners have to contend with at the present time.

"I have no brief for the refiners and I write this entirely of my own accord, but such statements as the one you repeated from Ottawa are absolutely unfair and are damaging not only to the refiners but to the best interests of the

sugar trade in Canada. Allow me also to say that I do not own any sugar. The Government "expert's" prophecy of 10c sugar is ridiculous and need not be discussed, except to say that, apart from the market, such a price would be far below the actual cost of production present or prospective.

## Every Excuse For Price

Granulated sugar at 17c in the United States would mean a wholesale selling price of about the same as the Canadian refiners' present list price in Montreal; (Continued on page 50.)



View in Scandrett Bros. store, London, Ont., showing display of vegetables and fruits with price tickets attached.

# Specializes in Fruit in Fancy Baskets

French & Co., London, Ont., Adopt Slogan, "Say It with French's Fruit"—Have Built Up Big Sales in Fancy Table Fruits—Refrigerator for Fruits.

By Staff Correspondent.

**U**PON entering the store of French & Co., London, Ont., one is particularly attracted by the fine display of fruits which extends down one side of the store. French & Co. make a specialty of fruit, and being located in the centre of the main shopping district, are admirably situated to get a large volume of transient business. This store also carries a large and varied assortment of fancy groceries, and many imported lines are to be seen on the shelves and in the show cases. This business had its beginning some 30 years ago, commencing as a small fruit stand but by careful management, aggressive methods and selling quality goods, combined with service, have built up a business that ranks well up to the front with big going retail stores.

## Fruits in Fancy Baskets

A feature in the French store is the putting up of fruit in fancy baskets, and they have built up a large business and a reputation for this line. A commodious wall case is on one side of the store, containing a good variety of fancy baskets for the customer to choose from. These baskets are artistically arranged with an assortment of fruits and make an acceptable gift, which could not fail to bring expressions of delight from the recipient. A large card is hung in a prominent place in the store which reads, "Say it with French's Fruit." Watching customers being served, the Canadian Grocer's representative was impressed with the tasty methods employed in putting up orders of fruit. Inexpensive baskets and cardboard boxes are used in place of the ordinary paper bags. These baskets are first lined with colored paper and the fruit carefully laid in them, and if several varieties are to go into the one basket, then they are arranged to give the package a very appetizing, tasty appearance. The basket or box is then wrapped and tied. Besides making a specialty of table fruits, French & Co. have a long list of customers, who annually leave their orders for fruits for preserving purposes. Vast quantities of strawberries and other fruits are disposed of in this manner.

## Refrigerator for Fruits

In the rear of the store is built a large refrigerator for the purpose of storing fruits during the very hot weather, and also when certain fruits are scarce. This refrigerator has a glass front, facing the interior of the store, which is always temptingly arranged with fresh and dried fruits very similar to a store window. In the basement



A view in the store of French & Co., Dundas St., London, Ont. Note the display tables for fruit extending along one side.

there is a ripening room for bananas, tomatoes, pineapples, etc. The value of this room is easily understood, when it is known that the firm always buy the bananas in the green state, thereby eliminating the loss through damage in handling the ripe fruit. Imported tomatoes often arrive in a very green condition, and unless the ripening process is carried on carefully and properly, a great loss is sustained. This is also true of pineapples and other foreign fruits.

## Window Displays Bring Business

"There is only one way to make a success of a fruit department," stated Colon French to Canadian Grocer, "that is to make a study of the different fruits in order to know the right time to buy and the proper condition, as to ripeness. The fruit should be in at the time of buying. Fruit needs careful handling at all times if waste is to be avoided, and even then there is a certain amount of waste. Then there is the matter of display. Fruit tastefully displayed is half sold. Window displays are a great selling medium, and we spend a great deal of time on them, changing them often and paying particular attention to make each display entirely different. Sometimes a whole window will contain just one line, like imported strawberries, grapefruit or perhaps oranges. Then we often put in a window of fancy baskets filled with fruit of different kinds which make a

very attractive display. There is no doubt that window displays sell goods, and the time taken to dress them is well spent."

## Queen Olives are Likely to be a Very Light Crop

A curer of Spanish olives in Spain, operating on a large scale, has advised his New York connection that according to what he has heard the next crop will not be large. The crop of Manzanillas will be small, but not so small as the crop of Queens will be. The latter will be very short. On some estates no Queens are growing, and some others have a fourth part of their usual crop. But this will be only in the most favorable districts, as it is possible that the fruit will rot.

Under these conditions it is evident that lower prices for the small quantity of olives in stock are not likely, when everyone knows well that fruit of the coming crop will be paid for at the highest prices ever known. Prices for Queens will be high, and those for Manzanillas will also be very strong, as it is the case that the crop of olives for olive oil is shorter than the crop of Queens and Manzanillas will be.



# Wholesale Grocers of Canada Want Sales Tax Regulation Amended

Will Again Urge Government to Have Tax Borne at Source of Production—Many Matters of Vital Importance to the Trade Discussed at Annual Convention

By Staff Correspondent Canadian Grocer

**M**ARKED by intensely interesting addresses, animated discussions on matters vital to the trade, and a maximum of good fellowship, the Canadian Wholesale Grocers' Association concluded their two-day convention on Friday last. Over one hundred and fifty members of the association were in attendance, coming to Toronto from all parts of the Dominion, many from the far East and several as far west as Calgary and Edmonton. President Hugh Blain, of Toronto, presided at all sessions, and in the election of officers was again elected to the high office. Of timely interest was the address on the first day, by Sir Edmund Walker, and on the second day, C. P. Biddle, Bureau of Business Research, Harvard University, gave an extremely profitable address to the wholesale grocers, the same being followed by a discussion. His subject was "Operating costs and management problems in wholesale grocery business."

## Lieut.-Governor's Welcome

His Honor, L. H. Clarke, Lieut.-Governor of Ontario, in extending welcome to the delegates to the convention, remarked that it was no small pleasure for him to be present and to welcome the Canadian Wholesale Grocers' Association to the capital city, on behalf of the province. His Honor had been associated with the president in a number of movements and for many years they had been warm friends. He was glad to see the honorable position in which the association had placed him.

"I can imagine nobody more welcome to Toronto, coming as you do, from all parts of the Dominion," continued His Honor. "Your association was formed, I believe, to expedite the business of the wholesale grocer, giving better service, and by united action creating better business methods. As I see it, the wholesale grocer holds triple interests. In the first place, he must keep in close touch with production; secondly, he is interested in the assembling of the products, and thirdly in the distribution. In this movement of products, how could it be done without the wholesale trade? Your connections are widespread, bringing as you do foodstuffs from all over the world, and to you we are indebted for most of the things we consume.

"I hope the matters you discuss will be of much use to you. In this period of uncertainty, when nobody can tell just what is ahead, I hope what you learn here will be of much help to you. It was all right when prices were steadily going up, but now when they are likely to go the other way, it will be necessary to proceed more cautiously.

"I trust you will find your visit to Toronto a pleasure and a source of real benefit to your association."

## Armand Chaput Replies

Armand Chaput, Montreal wholesaler, in replying to the welcome of His Honor the Lieutenant-Governor, referred to the high honor and pleasure in having been chosen by Ontario associates to answer to the hearty welcome tendered the visiting wholesale grocers of the Dominion by the Hon. Lionel H. Clarke, of Ontario. "I do not think I am wrong," remarked Mr. Chaput, "in declaring this invitation to reply a delicate attention and a mark of courtesy towards the French-Canadian nationality in the old

Province of Quebec, one of whose children I am proud to be.

"Again and again, in open speeches and in written articles, in private conversation and in public occurrences, words and ink have been used and spent to cement a closer union and harmony between old Quebec and the rest of Canada. Why not? Those who spoke and wrote in that spirit of conciliation were certainly wise and broad-minded men.

"To-day the British people understands that the Empire is a union of free nations and that domestic patriotism is as natural, as legitimate and as necessary in Canada as in the United Kingdom.

"I said previously that they were wise who preached a more harmonious union between all parties, but especially between the French and English nationalities of Canada, for as Quebec just needs the help, the assistance and the goodwill of other provinces, so also the other provinces, if they wish to form a great and united country of this Canada of ours, need the support of the Province of Quebec. You know a divided kingdom is destined to ruin.

"Quebec, by her position, holds the gate of the Confederation, and I may say the key that opens the gate that will lead to the midst of our great country. Slowly but surely Quebec is progressing in every branch of industry and business and already statistics which have been published from time to time by the Government will convince you of what I have mentioned. Let us hope that the results of this convention, with such a large and distinguished membership, will be of common interest and good for the whole business community of this country.

"We from Quebec enjoy more liberties than anywhere else in the Dominion, and this you all know. We have less labor trouble, freedom of language and religion."

## Mayor Church Welcomes Convention

His Worship Mayor T. L. Church, of Toronto, was heartily received when he rose to welcome the delegates on behalf of the City of Toronto. He spoke briefly of Toronto's place industrially and commercially in the Dominion of Canada and referred to Toronto's splendid effort during the war in sending 67,000 men to the front. He paid tribute to the wholesale grocery trade of Toronto, many of its members being prominent in the commercial life of the city. His Worship spoke of the unrest in labor ranks, expressing the hope that conditions, already much improved, would finally adjust themselves satisfactorily. "I don't know what would happen," Mayor Church added, "if capital went on strike."

In conclusion, His Worship hoped that all the delegates would attend the Exhibition before leaving the city and trusted that their stay in Toronto would be a very pleasant one.

## Delegates in Attendance

The following is the list of delegates attending the Canadian Wholesale Grocers' Association Convention:

**ONTARIO**—S. W. Somerville, Bristol, Somerville & Co.; F. W. Fearman, Fearman Bros., Ltd.; Samuel Vila, Jas. Turner & Co., Ltd.; G. R. Lloyd, Macpherson-Glassco & Co.; F. T. Smye, Balfour, Smye & Co.; H. D. Fearman, Fearman Bros., Ltd.; Chas. E. Wilson, Fearman Bros., Ltd.

Hamilton. H. N. Robertson, Geo. Robertson & Son, Ltd.; J. E. Davy, Robertson Grocery Co.; W. H. Craig and wife, W. G. Craig & Co., Ltd.; R. J. Carson, R. J. Carson, Kingston. Frank Harding, Harding Co., Ltd., St. Thomas. W. H. Kenny and wife, T. Kenny & Co., Ltd., Sarnia. W. E. Warwick, T. Kenny & Co., Ltd., Chatham. M. P. Byrnes, T. Long & Bros., Ltd., Collingwood. O. E. Truesdale, Geo. Foster & Sons, Ltd., Brantford; A. Gilmour, Gilmour & Co., Brockville. H. W. Chamberlain and wife, Castle Limited; M. R. Freedman, J. Freedman; A. J. Major, S. J. Major, Ltd.; L. H. Major and wife, L. H. Major & J. Soubliere; Alex. Lerner, E. M. Lerner & Sons, Ottawa. Arch Foster, National Grocers, Ltd., North Bay. A. M. MacLean, Hunter & Co., Ltd., Pembroke. W. D. Martin and wife, Stratford Wholesale Grocery Co., Ltd., Stratford. A. B. MacLean, A. B. MacLean, Sons & Co., Welland. W. T. Harris, W. T. Harris & Co., Ltd.; M. D. Lemon, Lemon Brothers, Owen Sound. J. F. Smyth, J. F. Smyth & Co., Ltd., Windsor. J. W. Charles, Marland Woolnough Co., Niagara Falls. A. M. Masuret and wife, M. Masuret & Co.; Wm. Turnbull, Edward Adams & Co., Ltd., London. Mr. Garland, F. R. Parnell, D. W. Harmer Co., Ltd., St. Catharines. D. C. McKinnon, D. L. McKinnon, Sudbury. John T. Festing, John T. Festing, St. Catharines.

**NOVA SCOTIA**—Henry G. Bauld, A. M. Bauld, Bauld Bros., Limited, C. P. Wood, R. B. Seeton & Co.; L. K. Payzant and wife, Payzant & King; E. A. Saunders, secretary N.S.S. Wholesale Grocers' Association, Halifax. Jas. McConnell and wife, Wood & McConnell, Ltd.; J. L. Sadofski, Sydney Wholesale Grocery Co., Sydney. H. E. Pyke, Pyke Bros., Halifax. J. W. Smith, Atlantic Milling Co., Ltd., Pictou. D. A. Morrison, Morrison & Co., Amherst. Robert Murray, R. McGregor & Sons, New Glasgow.

**NEW BRUNSWICK**—R. F. Randolph, R. F. Randolph, Jr., A. F. Randolph & Sons, Fredericton. Lyman Gorman, Thos. Gorman, Ltd., St. John. Geo. Hodge, G. W. Hodge, Fredericton. G. E. Barbour, G. E. Barbour Co., Ltd.; A. H. Wetmore, Puddington-Wetmore-Morrison; W. C. Cross, Hall & Fairweather, Ltd.; Geo. Stubbs and wife, H. W. Cole, Ltd., St. John.

**QUEBEC**—R. A. Chaput, L. Chaput Fils & Cie, Limitee; J. S. Ethier, H. Laporte, Laporte Martin, Limitee; W. J. Bryant, Birks Corner & Co., Ltd.; H. C. Beatty, secretary, Montreal Wholesale Grocers' Guild; Mr. Deschatelets, D. C. Brosseau & Co., Montreal. G. M. Mitchell, secretary, Quebec Wholesale Grocers' Guild; Joseph Cote, Evan Turner, Whitehead & Turner; Lionel Langlois, Langlois & Paradis; M. R. Charest; H. Bazin, Nazaire Turcotte & Co.; J. S. Royer, J. B. Renaud & Cie; C. Paradis, Langlois & Paradis, Ltd.; L. H. Levasseur, L. H. Levasseur, Quebec.

**MANITOBA**—J. P. Weidman, Weidman Bros.; A. O. Marrin, Jobin Marrin Co.; H. B. Gordon, Codville Co., Ltd.; A. E. Burns, secretary, Prairie Provinces Wholesale Grocers' Association, Winnipeg. G. P. Morrow, Brandon Grocery Co., Brandon.

**SASKATCHEWAN**—J. M. Bean, Weyburn Grocery Co., Weyburn.

**ALBERTA**—R. M. Alexander, Alexander Grocery Co., Camrose. Louis Petrie, Louis Petrie, Limited; W. A. Logan, Simington Co., Ltd., Calgary. R. G. Bradley, Revillon Wholesale Grocery Co., Edmonton.

**MANUFACTURERS**—O. C. Bissell, Jas. Le Gallais, Atlantic Sugar Refiners, Ltd., Montreal. R. L. Innes, Dominion Cannery, Ltd., Hamilton. Mr. McKenzie, Cudahy Packing Co.; J. Ruddy, Canada Starch Co., Toronto. John E. Taylor, E. B. Eddy Co., Hull. S. H. Small, Postum Cereal Co., Battle Creek. C. McLean, St. Lawrence Sugar Refining Co., Montreal. J. L. Stocks, Canadian Cannery, Ltd., Toronto. A. Hutcheson, St. Lawrence Starch Co., Port Credit. John G. Reed, Acadia Sugar Refining Co., Montreal. Geo. H. Robertson, Carnation Milk Products, Ltd., Chicago. N. A. Leach, Western Salt Co., Court-right. J. T. Owen, Proctor & Gamble Co.; Mr. Busby, Proctor & Gamble Co., Toronto. H. E. Kerr, The Welch Co., St. Catharines. J.

S. Geth, Canadian Salt Co., Windsor. H. C. Scully, Christie Brown Co.; J. E. Ganong, Lever Bros., Ltd., Toronto. W. Clark, Wm. Clark, Montreal. Stewart M. Henry, B.C. Packers' Association, Windsor.

#### President's Address

"The Canadian Wholesale Grocers' Association was organized in August, 1919. Since then, Peace has been declared and signed by all the Powers involved, except the United States of America.

"During the war we looked forward to a victory by the Allies as a triumph for democracy, and believed that peace would bring with it a greater measure of justice and new conditions for the amelioration of mankind. Unfortunately, these expectations have not so far been realized. On the contrary, unrest everywhere prevails, and the problem of making a living is a serious menace to the happiness of the race. Thinking men the world over are seeking to reduce the cost of living and establish greater stability in human affairs.

"Since the war, confusion has been worse confounded. We have been groping in the dark for conditions that would furnish the human race with food, clothing and fuel—essentials to its existence.

"If, when the products leave the manufacturer, they enter and remain in the regular channels of trade, the consumer gets them at the lowest price. The regular factors in the channels of trade are the manufacturer, the wholesaler and the retailer, and they can be readily distinguished from all others. The manufacturer has his plant and machinery; the wholesaler his warehouse and system for assembling and shipping to the retail trade; and the retailer his store and methods of delivery to the consumer. Each has a distinct equipment possessed by none other, and each has an organized staff and special facilities for the conduct of his business.

"If these products are taken out of the regular channels of trade by the speculator, then profiteering begins, and every time an article is sold at a profit adds to the ultimate price to the consumer without performing any service whatever to the public, and it must get back into the regular channels of trade before it can reach the consumer.

"The grocery trade, realizing the great disturbance that was sure to take place in business, urged strongly the appointment of the Board of Commerce, and since its appointment has cordially co-operated with the Board in carrying out its orders, and I may add that the trade has been more thoroughly investigated and regulated than any other branch of business, and after the severest tests has been highly commended by the Board of Commerce for conducting a fair and honest business.

#### Called a "Combine"

"We have been accused by an unthinking people of being a combine. I want to contradict the statement that we are a combine in the sense usually understood in the most absolute terms. We are a combination not in restraint of trade, but a combination in furtherance of trade. The Board of Commerce says there are good and bad combines. If there be such, we claim to be a good combine, because we have never combined for improper purposes.

"If evidence is needed to convince our members that we are a combination in furtherance of trade, I need only refer to the efforts of our efficient secretary, Mr. Pyke, as to the enormous savings effected by the trade during the past year. Canadians do not seem to ever think, and therefore do not appreciate the valuable services rendered to the consuming public by the wholesale grocers.

"Let me deal for a few minutes with the high cost of living from the wholesale grocer's point of view. I want to address myself especially to the housewife, whom we find in our dictionaries defined as the 'female economist.'

"Our Canadian housewife is the highest court in the land on the cost of living. He would be a brave economist indeed who would appeal from her judgment. Ask her what are the staple articles of food, as I have frequently done, and she will tell you that they are flour, bread, butter, fresh milk, eggs, meat, fowl, fish, fresh fruit, fresh vegetables, sugar, tea, coffee, canned goods and cereals. Many wholesale grocers do not deal in flour, bread, eggs, fresh milk, meat, fowl, fish, fresh fruits or fresh vegetables. While some handle them in a small way, they do not do so to an extent that is a factor in the cost of living. The wholesale grocer's staple articles are: sugar, tea, coffee, canned goods and cereals.

#### Sugar Manipulated

"Sugar has been bedeviled by the outside speculators in Cuba, the United States and to some extent in Canada, who have raised the price to an unreasonable figure, and so manipulated the market that wholesale grocers frequently could not get sugar at any price to supply the retail trade, and on what they did sell their profits were lim-

### DESCRIBES SUGAR SITUATION IN UNITED STATES AS EXTREMELY CRITICAL

**P**OSSIBLY the best evidence of the panic in the sugar situation in the United States is that contained in a telegram to Hugh Blain, president of the Canadian Wholesale Grocers' Association, in convention in Toronto last week, from J. H. Laurin, president of the Southern Wholesale Grocers' Association in the United States. The telegram is dated August twenty-fifth, in New York, and in part is as follows:

"It is with much disappointment that I am compelled to advise you of my inability to meet with you in your splendid convention. Owing to the extremely critical condition of the sugar market of this country it became necessary for me to come here last week and open an office, transferring here a part of our Jacksonville office staff and I am at this time deluged with letters and telegrams that are holding me close to my desk here without respect to any office hours.

"As you are aware our sugar market is demoralized and with heavy contracts on their hands many of our wholesale grocers throughout the country are threatened with a condition so desperate as to suggest in some cases financial ruin. I have during the past two days encouraged myself to believe that I should find a way to leave here to-night for Toronto, but the situation this afternoon is so hopeless as to convince me of the utter impossibility of accomplishing it and so I am forced to cancel my transportation.

"I have observed with a very deep sense of satisfaction the fine work being carried forward by your association in your efforts to promote, through the intelligent distribution of food products, the highest interests and welfare of the Canadian people. Unfortunately up to this time our national governments have failed to acquire an accurate and proper conception of the high value of wholesale food distributors to the public interests and I conceive that great value to the commercial life of the nation is to be found in the searching investigation into this subject by governmental departments even if such analysis must be had through the highest courts. If the wholesale grocer represents to the people at large those benefits which we claim he does represent as the most economic factor of food distribution, it is of the highest importance that our federal government should promptly recognize that fact and be governed accordingly."

ited to five per cent., which is less than it costs to handle the article. Tea and coffee have not been subject to outside speculation, but have advanced in price during the war, though not to the same extent as the other staples. Canned goods have been sold at less than a profit, owing to the unbusinesslike methods of the canners, and cereals are sold at the manufacturers' list prices, allowing the wholesale trade a commission on what they distribute.

"With sixty or seventy per cent. of the substantial food products handled by other branches of business and only thirty or forty per cent. by the wholesale grocer, which he sells at an advance of from five to fifteen per cent., he cannot be held responsible for the high cost of living. The wholesale and retail grocers give more valuable services to the public than any class in Canada, and are the most poorly paid. This statement I make with due deliberation, and I challenge successful contradiction.

#### Parcel Postage

"I have been in correspondence with the Canadian Government, especially the Hon. P. E. Blon-din, Postmaster-General, relative to parcel postage. You all know that the Post Office Department of the Government has been for some years in the mercantile business in opposition to you—indeed, has been in opposition to and in competition with all branches of the distributing trade. The post office branch of the Government is in close alliance with the mail order houses and this combination is distributing merchandise, selling to the consumer (as I have already stated and which I now repeat), in opposition to and in competition with the regular wholesale and retail merchants.

"I am strongly of the opinion that the mail order houses are receiving from the railways, through the Government, and from the Government itself, privileges and advantages at less than cost, and at the expense of the Canadian people.

"The Government has had to make large advances to the Post Office staff, besides having to pay a general advance in cost in the distribution of mail matter all along the line, and are being called upon for still further advances in wages. The Government has also been asked for an advance on the contract with the railways for carrying His Majesty's mail, and after a thorough investigation the Canadian Railway Commission recommended an advance, to which, however, the Government has not consented.

"Think what would happen if the Canadian Wholesaler Grocers' Association refused to obey an order of the Canadian Railway Commission; and yet we have to do business in competition with the Government in its Parcel Post Service, although there was an advance in our freight rates of 15% on March 15th, 1918, and also 25% on August 12, 1918, making 43%, and the railways are now asking a further advance of 30% or 40%. Notwithstanding these advances, and the fact that the Government has had large increases in the cost of the mail service, there has been no advance in Parcel Postage to the mail order houses—our competitors in business. In fact, Parcel Postage is one of the very few things in which there has been no advance whatever since before the war began.

#### Government Should Pay

"I am sure you will agree with me that the Government should pay the railway companies for service on exactly the same basis as the public pay. The present conditions would not be so serious, as the people pay in either case; but to have the Government exact a service at less than cost from the railways, and then give these advantages to mail order houses that only give a partial service to a special class, is grossly unjust. The wholesale and retail merchants in all branches of business pay immense sums to the railways, and to the Dominion and Provincial Governments and to municipalities in freight, taxes, license fees and so on, and have to provide their own warehouses, stores and all other facilities, while the Government furnishes these facilities without extra charge. The system is a vicious one, and is causing ruin to small towns and villages, and in many rural sections of the country.

"This Association should petition the Government to appoint a commission to examine into, and report on the whole question of Parcel Postage, as to its fairness and effect on the country."

#### Wholesalers' Investigation

"The Attorney-General of Ontario (on the strength of a somewhat excited discussion between a member of the trade and a traveller over selling preferred retailers at wholesale prices, repeated to a third party and overheard by a fourth party, who repeated by telephone the hearsay conversation to the Premier) preferred what may be called a blanket charge, alleging an illegal combine against a large number of wholesale grocers, retail grocers' manufacturers, and the Ontario

Continued on page 44

Points of Origin

British Columbia

Salmon  
Pilchards  
Herring

Japan  
Manchuria

Bristles  
Mattings  
Beans  
Peanuts  
Camphor  
Ginger  
Alum

China

Spices  
Rice  
Peanuts  
Oils  
Ginger

South  
Sea Islands

Rattans Nutmegs  
Cloves Cassia  
Coconut  
Quinine Tapioca  
Sago

Australia

Eucalyptol  
Raisins Jams  
Lanoline  
(adepe lanae)  
Anhyd. and  
Hydrous

New Zealand

Butter  
Cheese  
Lamb  
Mutton  
Honey

# A SERVICE!

## From the Pacific Markets of Production DIRECT To You



### Buy Through Us At Primary Markets Your Interests Are Ours

## R. G. Bedlington & Co., Limited

Wholesale Brokers

**VANCOUVER, B.C.**

**IMPORTERS**

ESTABLISHED 1905

**EXPORTERS**

# Your Customer's Can-Opener

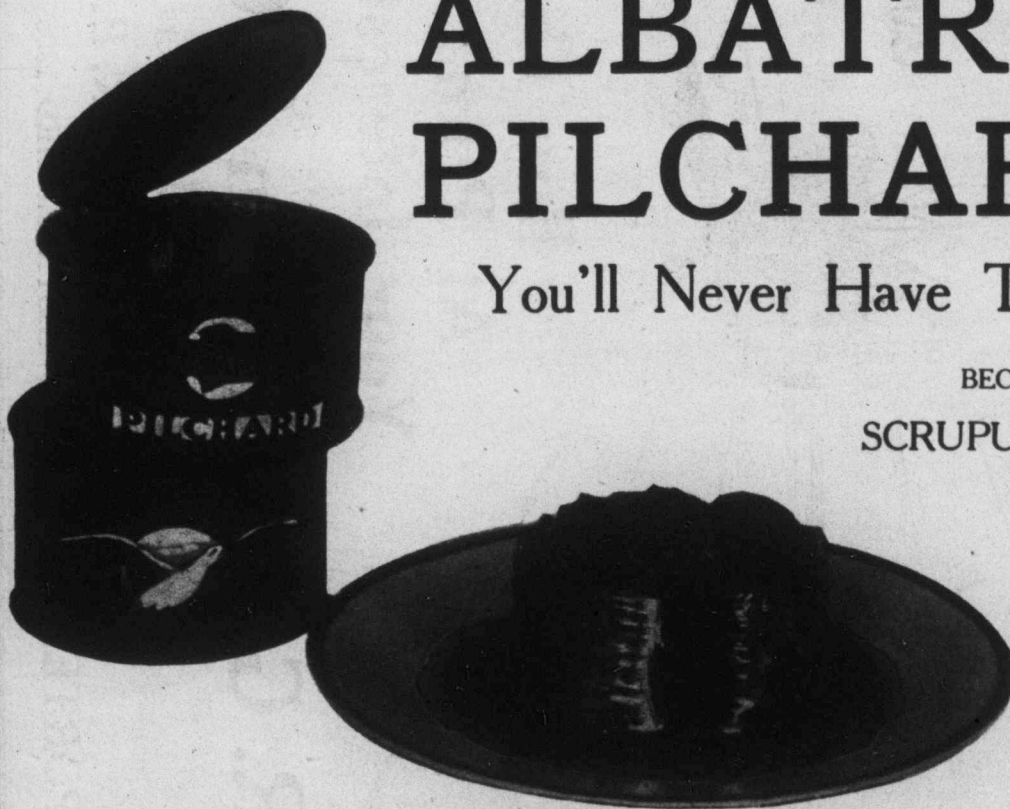
Is It Going To "Let You Down"?  
Or Is It Going To  
"BEAR YOU OUT"?

IF YOU GIVE HER

## ALBATROSS PILCHARDS

You'll Never Have To "Explain"

BECAUSE THEY ARE  
SCRUPULOUSLY CLEAN  
UNUSUALLY  
GOOD



*"The Highest Priced Pilchard On The Market"*

Cut A Can and You'll Understand.

### Clayoquot Sound Canning Co., Limited

J. L. BECKWITH, AGENT

VICTORIA, B. C.

Ontario and Quebec  
Alfred Powis & Son, Hamilton

Manitoba and Saskatchewan  
H. P. Pennock & Co., Ltd.

Alberta and B.C.  
Mason & Hickey

# Mr. Apple Exporter Look Here

"Boxed Apples are growing steadily in favor with the Old Country trade."

"The English apple crop is (this year) practically a failure."

"The outlook is for a very satisfactory demand—with very good values for export fruit."

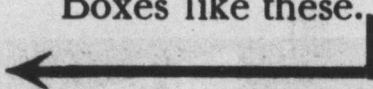
—So says J. Forsyth Smith, fruit trade commissioner, of Liverpool, now in Canada.

You will see opportunities here for a splendid market.

You have the apples.

We can supply the boxes.

Boxes like these.



For immediate shipment in any quantity.



For Marketing Apples there is no package to compare with our "Standard Apple Box" shown above.

These boxes have had a good deal to do with achieving the reputation British Columbia apples have on the market. They will help to sell yours.

## British Columbia Manufacturing Co., Ltd.

New Westminster, B.C.

Ontario Agents:

### S. H. Moore & Company

704 Excelsior Life Building

TORONTO

**You Can Solve the Problem**

of high-priced Jams and an  
advancing butter market



By Mentioning

**Nutro Peanut Butter**

*"The Finest Kind of a Spread"*

Profitable and Satisfactory to the Consumer and the Same to You

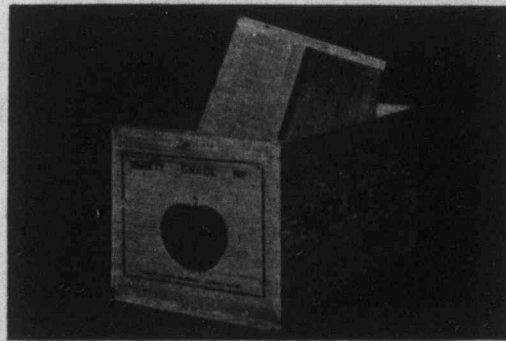
Agents for Manitoba, Saskatchewan and Alberta:

Kelly, Douglas & Co., Ltd., Winnipeg, Calgary, Edmonton

**Kelly Confection Company, Limited**

Vancouver, B.C.

**A CREDIT TO YOUR ASSOCIATION**



**DON'T DETRACT FROM THE APPEARANCE OF YOUR SELECT FRUIT  
BY PACKING IN A POOR BOX**

**BOX SHOOKS**

SAWN FROM CLEAN, STRAIGHT-GRAINED STOCK  
ENHANCE THE APPEARANCE OF YOUR APPLES

**PACIFIC BOX CO., LTD.**

VANCOUVER, CANADA



# King-Beach Gooseberry Jam

A **K-B** Masterpiece, with the delicious tastiness of the Fraser Valley gooseberry that can only be compared with the

**Best Home-Made Gooseberry Jam you ever tasted**

*"Packed at their best—right where they grew"*

King-Beach Gooseberry Jam, like the other **K-B** products will delight your best customers.



**The King-Beach Mfg. Co., Ltd.**

MISSION CITY, B.C.

SELLING AGENTS  
**MASON & HICKEY**

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



## THE NEW PACK SNOW CAP PILCHARDS

The most delightful contribution that the  
"Pacific" has ever made to the nation's table

*Packed by*

**The Nootka Packing Co., Ltd.**

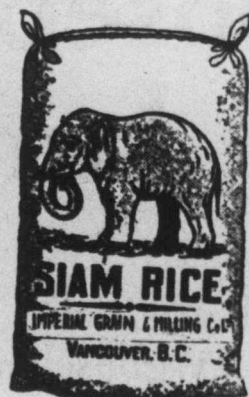
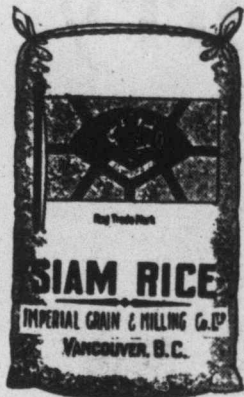
NOOTKA, B.C.

**Dodwell & Co., Limited, Vancouver**

*Exclusive Distributors*

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

## What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

### W. H. Edgett Ltd.

Vancouver  
Canada

Wholesale Purchasing Brokers  
Exporters and Importers

### C. T. NELSON

Grocery Broker and Manufacturers' Agent  
534 Yates Street, Victoria, B.C.

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.

VICTORIA - VANCOUVER

### North West Trading Co., Ltd.

Importers of Australian  
and Oriental Produce

SALMON BROKERS

DOMINION BLDG. VANCOUVER

### JOHN PRITTY, LIMITED

Merchandise Broker and Manfrs.' Agent  
HEAD OFFICE, REGINA, SASK.

MANUFACTURERS

If you desire Energetic, Faithful representation in Saskatchewan, place your account with us.  
A PURELY WESTERN ORGANIZATION  
WHICH CAN PRODUCE RESULTS.

### B. M. Henderson Brokerage, Ltd.

209 Empire Block, Corner Jasper Ave. and  
101st Street, Edmonton, Alta.

(Brokers Exclusively)

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

### Donaldson Phillips Agencies Limited

Grocery and Produce Brokers

Open for a few more first-class connections

124 Pacific Bldg.

Vancouver, B.C.





# WHY

## Should I push Wallace Pink when Sockeye sells for more than twice as much?

1. Because by so doing I am assisting my customers to fare the best in spite of higher costs of most commodities.
2. By offering her "Wallace Pinks," as the west coast fisherman describes the pink with the finest color, I am giving her the finest specimen of the pink species.
3. I am aware that when I ask the price this fall for sockeye I shall be in danger of losing some business which may go to the butcher.
4. In order to retain my growing business for canned fish and meat business it will be worth my while to explain the economy and satisfaction that go with "Kiltie Brand."

### For the Clerk

A White Plymouth Rock is not a Rhode Island Red THAT HAS FADED. Nor is a pink salmon a sockeye THAT WAS NOT FAST DYED. No—the pink salmon—or as the scientist playfully calls him, the *encorhynchus gorboscha*—is a distinct species of the salmon family. He lacks the brilliancy of color of the sockeye, and he is not quite so oily (this last is a distinct advantage to a great many whose labor is not so strenuous, and who find many fish too rich). Recommend "pink" to some of your most discriminating customers, and make a point of seeing how well pleased with it, they are.



Remember that  
**The WALLACE FISHERIES, Ltd., Vancouver**  
 stand behind these goods.



## Do Not Substitute

Here is the reproduction of a customer's memorandum, picked up in the store of a prominent Canadian merchant. It is self-explanatory, telling its own story—a story which flashes a message to every progressive dealer.

This little scrap of paper carries a most significant line. *Do Not Substitute* proves dramatically what users think of this rare new tea. It proves that one trial establishes it as the tea your customers want and will have—that Lanka is a perpetual repeater.

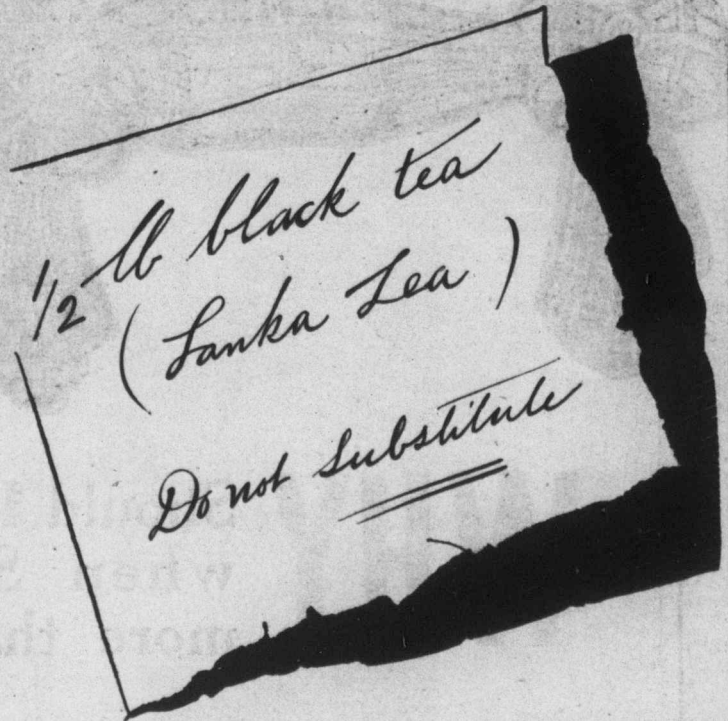
## LANKA TEA

Lanka Tea is making friends for every dealer who carries the line. It is the superfine, popular priced product that everyone appreciates.

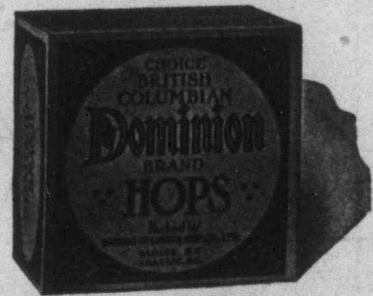
*Do Not Substitute*—it is never good business. Instead have your stock of Lanka adequate and ready for every and all emergencies.

*Importers and Packers of Braid's  
Best Teas and Coffees*

**Wm. Braid & Co., Vancouver, Canada**



# HOPS



In Quarter and Half Pound Full and Short Weight Packages  
BUY DIRECT FROM THE PRODUCER

**British Columbia Hop Co.,  
Limited**

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 and New Brunswick--Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland--Globe Trading Co.,  
St. John's, Newfoundland. Nova Scotia--Chisholm & Co., Ltd., Halifax, N.S.

# Displaying Bulk Goods in Novel Way

H. O. Kirkham & Co., Ltd., Operating Two Stores in Victoria and Fourteen in Vancouver, B.C., Adopt Enterprising Methods of Merchandising—Wrapping Parcels a Feature

By Staff Correspondent Canadian Grocer

**V**ICTORIA, B. C., Aug. 30.—Probably the first self-serve store in Canada is that situated in Victoria, B.C., and owned by H. O. Kirkham & Co., Ltd. This company operates two stores in Victoria and 14 stores in Vancouver, B.C. The first store was opened in Victoria in 1910, and the self-serve store was opened in March of 1917. Associated with Mr. Kirkham are T. R. Mullen and A. Brockhurst, who manage the Victoria business, and who are also members of the firm.

The store in Victoria, of which the accompanying photographs give some idea of the size, is one of the largest and best equipped of its kind in the West. It has a 60-foot frontage and a depth of 100 feet, with five window displays. The especial displays of fruits, meats and pastry are changed every day.

## Wrapping Parcels a Feature

A striking feature of the store is the system in vogue for wrapping up the parcels and for the receiving of the money. As soon as the sale is made the goods are placed in carriers and taken to the wrapping counter in the centre of the store. One bill is placed in the basket, the customer also gets one, and pays at the cashier's desk, alongside the wrapping counter. They then take the receipt to the counter and receive the parcel. One feature of this system is that as soon as the clerk has placed the goods in the carrier he is free to wait on another customer, and no time is lost. Four clerks are kept busy on the wrapping counter, and two more are on the checking counter, just in the rear, checking outgoing parcels. A charge is made for deliveries and the business is run on a strictly cash basis. The price of all goods is marked plainly so that all can see.

Groceteria No. 1 in Victoria, the first to be organized, started with two employees. To-day it employs 16 girls and four men. A meat and provision business is a big part of the trade.

## Collect Your Goods—There is a Reason

A turn-stile, once used in baseball grounds, comes in useful for admitting the people. A sign just inside this entrance reads, "Collect your goods in a basket, there is a reason." Mr. Murray



Showing a section of one of the sixteen stores of H. O. Kirkham & Co., Ltd., Vancouver and Victoria, B.C. All stores are conducted on cash and carry plan.

is often asked what the reason is. Instead of offending his customers with telling them the real reason, that is, that it is one way of doing away with thefts, he tells them that by placing their goods in a basket they can be carried easier and also no breakages will occur. Mr. Murray makes all his baskets out of empty cartons, and in this way quite a saving is made. Heavy twine is used for the handles. The baskets can be piled on top of each other in a small space, as the twine handles drop into the baskets and are not in the way. Brass grommets are inserted in the baskets so that they will not cut through. The baskets will last about six months, and are made at a cost of ten cents each.

If customers will take their goods home without wrappings, a dollar refund is made on every 25 dollar purchase. A large number of customers take advantage of this, as they have cars or send the boy down with the toy wagon.

## Displaying Bulk Goods

A good idea is used for displaying bulk goods done up in bags, such as beans, prunes, sugar, etc. A sample of each is placed in a glass jar over the goods done up. This shows just what grade of goods is in each bag.

H. O. Kirkham is manager of the chain of Groceteria stores operated in Vancouver, B.C. They have 14 stores and cover practically every district of Vancouver. Each store is managed by a woman. In fact, no men are employed in any of the retail stores. Mr. Kirk-

ham finds women very satisfactory in this line of work. They are the best of managers he says. The stores are all run on the cash and carry idea. One advertisement in the newspapers does for all fourteen stores.

## Cranberry Crop Will be Light

Crop Appears to be Very Poor Along Atlantic Seaboard and in Nova Scotia

Reports from the Atlantic seaboard indicate that the crop of cranberries this year will be somewhat light. It is from the States along the Atlantic seaboard as well as from parts of Nova Scotia that our cranberries come. This year the crop appears to be very poor, although there is no blight or disease. This has been accounted for by the theory that on account of the systematic warfare on insects and bugs these pollen-bearers have not been able to carry on their work this year and the flowers have not germinated into fruit. This crop being very light will mean higher prices for cranberries this year, and probably a real shortage. A great part of the cranberries used in this country are from the United States.

John Pickle, one of the pioneer grocers of Ladysmith, B.C., has sold his business to Barrett & Rogers. Mr. Pickle has served in this island city in the capacity of mayor.

# Customers' Convenience First Essential

Safe Ltd., Salmon Arm, B.C., Has Installed Modern Kitchen and Rest Room for the use of Out-of-Town Customers—Carries on Large Mail Order Business in All Lines Throughout District—Sends Grocery Price Lists Out Monthly

By Staff Correspondent Canadian Grocer

**S**ALMON ARM, B.C., August 30.—A combined rest room, kitchen and toilet is a feature in the store of The Safe Limited departmental store here. The kitchen is fitted up with stove, cooking utensils, table, chairs, dishes, etc., and is for the use of customers coming in from great distances. These customers bring their own food and cook and eat it at the store just as if they were at their own home. It avoids the necessity of relying on expensive hotel fares for their food requirements under such circumstances. The rest room, next to the kitchen, is also complete in its furnishings, even to a bed for anyone who might be taken ill. A toilet and washroom adjoins the rest room.

Customers waiting for late trains are allowed the use of these rooms even after the store is closed for the day, the rooms having a separate entrance from the street and allowing of their being shut off from the rest of the store after closing hour. An addition is now being built to the store, and with its completion at the end of this year some rearrangement of departments is contemplated in order to provide room for extensions.

## People Own Business

The grocery department of The Safe Limited, Salmon Arm, B.C., is shown herewith. This company has been in business for a number of years and has many distinctive features of interest. The shares of the company are owned by farmers and others in the community, being run on a co-operative basis with a special discount for cash trading. The name (Safe) was derived from this motto: "Simply Aim for Equity." Their aim is to supply goods at the lowest possible cost. A complete line of groceries and provisions, shelf hardware, stoves, automobile accessories, dry goods, men's wear, boots and shoes, constitute an up-to-date department store.

A feature of this business is an extensive mail-order business throughout the surrounding district. Grocery price-lists are mailed to customers every month. To handle the company records and the mail-order trade an office staff with modern office equipment has been installed. An adding machine, typewriter, and other modern fixtures are shown.

## Separate Managers

"Each department is under separate management and all are separated by partitions so that the customer wishing



Grocery department of The Safe Ltd., Salmon Arm, B.C. Convenient equipment is a feature.

to shop in various parts of the store feels that the man behind the counter is experienced at his particular line of busi-

ness and is not merely a general clerk in a general store," said G. G. Barber, store manager, to Canadian Grocer.

## Sales of Teas and Coffees Are 75 Per Cent. Special Brands

Vancouver Grocer Puts Selling Effort Behind One Particular Kind of Tea and One Special Brand of Coffee—A Great Believer in Display.

**V**ANCOUVER, Aug. 30. — W. C. Jessiman, with a relatively small store at the corner of 16th Avenue and Heather Street, Vancouver, is a great believer in display. In one particular Mr. Jessiman's grocery store resembles a drug store—and that particular is this. Every article is displayed to the Nth degree. Not a jumble of grocery lines—far from it—but attractive packages of merchandise decorate the store, and everything that arrests your eye is for sale, and that's worth while thinking over.

## Cash and Credit Business

An analysis of Mr. Jessiman's business would read like this: Cash business, 50 per cent.; credit business, 40 per cent.; merely accommodation credit business, 10 per cent.

One feature very noticeable as you step into this neat, businesslike little corner grocery store is the number of lines of local products he carries. It would astonish a marmalade manufac-

turer to learn the amount of locally made marmalade (of best quality) that Mr. Jessiman's customers buy on his recommendation. "My regular family trade has been the product of many years of satisfaction given," states this merchant, "and I have earned the confidence of my customers to the extent that my recommendation means more to them than any other factor in their choice. If an article in my estimation is of the finest quality—is fair value to my customer, and shows me a satisfactory profit—I push it. If the price is too high, or the quality anything less than the best—I will not recommend it."

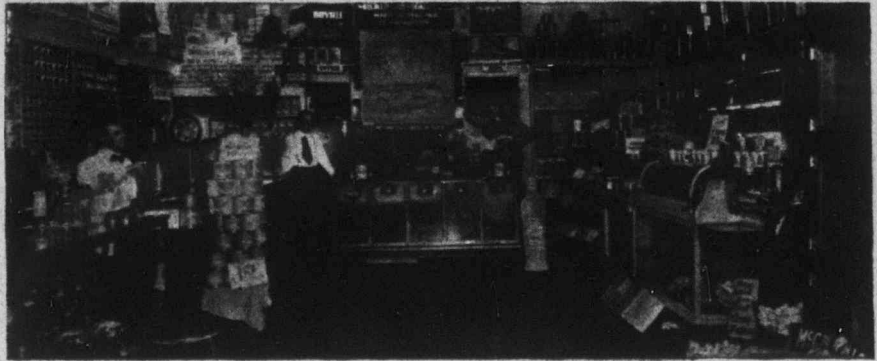
"Take the matter of tea and coffee, for instance. Mr. Jessiman has a particular brand of both, which he is satisfied is good quality and fair value. His trade in teas and coffees is 75 per cent. in these brands, although he stocks other lines as well. "I make a great effort to have all my customers give a fair trial to this one brand of coffee and tea," he

Continued on page 43

## Dresses Window to Attract Sunday Crowds

"That new case will have paid for itself within twelve months of the date we purchased it," remarked Sam McElroy, proprietor of the Beaver Grocery, Vancouver, B.C., to Canadian Grocer recently. The new case referred to is a tea and coffee display case, and was installed just a few months ago.

After speaking of the value of this display case, Mr. McElroy went on to speak of dressing windows for Sunday. "I'll bet that less than 15 per cent. of the Vancouver grocers have the blinds pulled down over their windows over Sunday," he continued. "If the window is going to be on display on the only day that many of the male customers, particularly, are likely to be strolling around taking in the sights, dress them. We close at 7.30 on Saturday night. We are sorely tempted to get away from the store just as quickly after that as we can, but I always stop and straighten out the windows before I go. You only have to take a breeze around yourself, on Sunday, and look at the various grocery windows, to note the poor impression that some of them give to the passer-by. Probably goods have been removed. Often newspapers are spread on them, and it is not impossible, even



An attractive arrangement of the Beaver Grocery in Vancouver, B.C., where display is counted on to make sales.

in these enlightened days to see a cat asleep on a sack of oatmeal or some such cosy spot. Impress on Sunday. Make your window sell."

The trade-mark, the Beaver, is well known to the people of the district, as it is painted on the store and on both sides of the delivery car. As Mr. Mc-

Elroy said, the picture reminds the people of the name of the store, and when the car is several blocks away they can see the beaver and know at once whose car it is. A large 'phone order business is done and three 'phones have been installed. All perishable goods are kept in glass cases.

## "Prices Will Come Down But Not to 1914 Level"—Sir Edmund Walker to Wholesale Grocers

"I BELIEVE we will have high prices for another generation to come," remarked Sir Edmund Walker, in the course of his address on the Canadian banking system, before the Wholesale Grocers' Convention in Toronto last week. "I do not mean that they will not come down," he continued, "but I do not think they will come down to the levels prevailing before the declaration of war in 1914. These higher prices will prevail as long as the weight of war is felt. A new basis will be reached, but we do not know what that level is yet. When we reach it, however, I believe we will begin a new era of prosperity. The price of all commodities and all services will have to be high until we have broken the back of the war debt."

### Middleman Now Bearish

"When prices fall in spite of production being less than the actual demand, it is for this reason. The rise of prices since peace, the slackness of the workers, a surrender of all attempts to save, utter failure to produce adequately, have resulted in an anomalous position. The middleman all over the world has been bullish. He was anxious to boost his stocks. Now the middleman has become bearish. He has turned from buyer to seller."

### Banks Cease Lending

"The banks have been telling them to get their money elsewhere, with the re-

sult that they must get rid of their stocks and prices are declining."

Sir Edmund stated that banks of Canada can lend even while prices rise, so long as new deposits or new forms of money are sufficient to meet their needs, but if savings and deposits fall, and Governments cease going into debt, the lending power of the banks is just so much lessened.

"When the workman struck the manufacturer yielded and added the higher cost to the goods, but the middleman kept on buying," continued Sir Edmund. "The Government kept spending what they did not have by creating forms of debt to pass as money. Everything seemed happy until Governments found that living on your debts cannot go on for ever and people began to find their pockets not quite so full. When the total of bank credits and forms of money were arrested loans had to be shortened, which meant that commodities must fall in price or be lessened in quantity. All middlemen are thus turned from buyers to sellers and hence the fall we have seen take place when production does not equal the real demand of the consumer."

### An Unrivalled Future

"What would have been our state had we had a bad crop, instead of the good one that is anticipated, it would be hard to define. By virtue of its great areas, the greatest in the world, Canada has a

future such as no other country has. Whatever you grocers do, the banks can be relied upon to do their share in building it up."

### SALES OF TEAS AND COFFEES 75 PER CENT.

Continued From Page 4.

added. "I will start off with a small free sample, just enough for one serving. I make a point of remembering who is trying it out, and never fail to follow up the sample, to find out if it pleases."

### Selling Good Honey

This store also sells a lot of good honey. Mr. Jessiman buys honey in the five gallon tins, and puts it up in glass jars under his own label.

Another point mentioned by Mr. Jessiman is the choice of help. He pointed out that no matter to what pains a grocer goes to cultivate the goodwill of his customers, the whole effect can be speedily killed by a discourteous driver, or an impolite clerk. "A well paid employee has the interest of the house at heart."

### NEW WHEAT ARRIVES FROM MANITOBA POINTS

Winnipeg, Aug. 30.—Thirteen cars of Manitoba wheat and eleven cars of rye from Manitoba and Alberta points were brought into Winnipeg early last week.

The Windsor Grocery, one of the older grocery businesses in Victoria, B.C., has discontinued.

## WHOLESALE GROCERS OF CANADA

(Continued from page 32.)

Wholesale Grocers' Association and this Association. The investigation before the Board of Commerce was held in Hamilton and Toronto and lasted over a week. Not a particle of evidence was produced to sustain such a charge. The Board of Commerce dismissed peremptorily the charge against the retail grocers, and deferred judgment under the remaining charges until the Board could make further investigation on its own initiative, and after doing so, dismissed all the charges in a judgment that defined the rights of the parties, and especially the rights of the wholesalers and manufacturers. This judgment clearly gives the manufacturer of a proprietary article the right to protect his product, to fix the price and refuse to sell to anyone who, in his opinion, was injuring his business, or who would not carry out his conditions of sale. The judgment also gave the right to wholesalers to refuse to buy from manufacturers who do not treat them fairly. The Board in their judgment said that manufacturers were not to be compelled to sell only to wholesale grocers. They could sell to other classes at their own will, but if they elected to sell to any of another class than wholesale grocers, the manufacturer was to be left to secure the needed distribution from those he favored to the detriment of the wholesale grocer class.

"This gives the wholesale grocers the right to get together and refuse to buy from the packer or manufacturer who sells to anyone who is injuring the wholesale grocer's business. I strongly advise that the wholesale grocers get together and refuse to buy from those producers who are selling to other classes to the injury of the grocery trade. It must be remembered that in doing so it must not be to the detriment of the public.

"The Attorney-General now proposes to have the matter tried in the Civil Courts, and has issued a writ accordingly. How he can succeed in the face of the Combines and Fair-Prices Act, passed by the Canadian Parliament, will be for the Courts to decide.

## Some Recommendations

"I am sure the Association will continue to prosper, and to improve business conditions I would recommend:—

- "1. To make a quick turnover of your stock-in-trade.
- "2. To establish short terms of credit and collect accounts promptly.
- "3. To cordially co-operate with, and have confidence in, each other.
- "4. To maintain a high standard of business ethics.
- "5. To give the public an honest service."

## Secretary's Report.

Secretary Pyke presented his report. In part it is as follows:—

"August 21st, 1919, at Ottawa, your Association was organized and thus has just completed its first year of life, and although in its infancy I think I am safe in stating that to-day it is a strong and vigorous infant and increasing in strength daily. Every province in the Dominion has its own organization with its local secretary and all are members of our Association, our total paid membership to date being 204.

"An effort was made to have the Dried Fruit Association of California amend their Dried Fruit Contract in what we considered a more equitable way for the buyer. Much correspondence was carried on with the Dried Fruit Association, but I regret to say that the only concession we were able to secure was that they would agree to have all arbitrations conducted by an Arbitration Committee to be appointed by our Association, the method of arbitration to be the same as that approved of by the National Wholesale Grocers' Association of the United States.

"The sittings of the Board of Commerce have been followed very closely and at the first sitting in Toronto I took the opportunity of pledging our Association to assist the Board and co-operate with them in every way possible. This course we have followed consistently and I have had many satisfactory conferences and interviews with the Board and its members and have thus been able to supply much information and secure some important rulings, which have been supplied to our members either direct or through the Provincial Secretaries.

"When soliciting orders from the wholesale grocery trade for 1919 pack of canned goods the Dominion and Canadian canners promised their buyers a loyalty rebate of two and a half cents per dozen. This rebate was afterwards cancelled by the canners by order of Dr. McFall, Cost of Living Commissioner, who ruled that the payment of such a rebate was illegal. Believing, however, that this rebate was perfectly legal and that the trade should receive same I took the question up with the Board of Commerce and succeeded in having them grant us a hearing in the matter.

"This hearing took place in Toronto, when the

## Gradually Eliminating Retailers Who Buy Direct from the Manufacturers

"I THINK the retail trade is not getting a fair deal from the manufacturers," stated President Hugh Blain in introducing the subject of "Relations with manufacturers" at the wholesale grocers' convention. "Some retailers are permitted to buy direct, to the disadvantage of the retailer who cannot. We want the manufacturer to distribute his goods through the wholesaler exclusively, or else through the retailer exclusively. This is an ideal for which we are striving and we should fight until we get it."

An animated discussion followed and all delegates were unanimous in declaring that the present method of distributing goods by the manufacturers was an injustice to both the wholesaler and retailer. Some retailers were allowed to buy direct, getting a discount which permitted them to sell at a lower figure than the other retailer who could not. Manufacturers present joined in the discussion and stated that retailers were being gradually cut off the list and that practically the only retailers now being sold to direct were the T. Eaton Co. and the Robert Simpson Co. of Toronto.

J. E. Ganong, Lever Bros., Toronto, gave an interesting review on the method of distributing their soaps since first put on the market. "When we first put our lines of soap on the market," said Mr. Ganong, "it was the custom to sell direct to the retailers. It did not take us long to find out, however, that by selling to the wholesaler we could not only distribute our lines cheaper, but better than by selling direct to the retail trade. We, therefore, adopted that method, but we still have a number of old customers in the retail trade who have been good friends to us, ever since our goods were first put on the market. We still sell these people because we find it very difficult to cut them off. These old friends are gradually being weeded out and no new accounts are now being taken on. I cannot promise that we will sell exclusively to the wholesale trade, when I know it would be impossible to carry it out to the letter on account of still having some of these old accounts on our list. I can state, however, that our policy since last year is to distribute our lines exclusively through the wholesale channels and no new retail accounts have been taken on."

"We are now working up to ideal conditions," remarked Mr. Blain. "Let us all stand together. I have been working along this line for forty years. Just keep on and it will work out all right."

A. O. Marrin, of Winnipeg, proposed that a resolution be adopted that the rice millers be requested that rice be packed in bags of 100 pounds net, and not 97 pounds as at present. "When we buy a ton of rice," he stated, "we pay for gross weight and then we sell by the pound actual weight. This should be changed and rice mills should put up rice in bags of 100 pounds net weight." This resolution was passed and notification thereof will be sent to the rice millers both in Canada and the United States.

question was fully presented to the Board by our counsel as well as members of the wholesale grocery trade, and I am pleased to say, that as a result, the Board issued an order legalizing that payment of this rebate and restraining the canners from retaining same. Thus a very large sum of money was distributed to the wholesale grocery trade of Canada.

"The sugar order of the Board issued in December approved of the Equalized Rates System in selling sugar and also approved of the profit of five per cent. allowed by the refinery.

"The recent order of the Board compelling sugar to be sold on the basis of actual cost of stock in warehouse at time of sale plus an amount to yield 5% on selling price has been vigorously opposed by us and at a hearing granted by the new Board we urged that the clause in the order relating to the wholesaler's selling price be amended so that sugar like all other commodities could be sold on the basis of price ruling at the time of sale, contending that replacement value is the only basis on which business can be carried on successfully. It was also urged that the Board should restrict the movement in the price of sugar up or down to not more than fifty cents per hundred at any time. The members of the Board, at the conclusion of the hearing, stated that they were considering making certain amendments to the order but which would not, however, be effective until later.

"In October the Railway Companies issued a supplement to their freight tariff cancelling the present commodity rates on canned goods from canners in Ontario to points East to take effect on October 18th. We immediately lodged a protest with the Board of Railway Commissioners and they suspended this change in rates pending a hearing, which took place in Toronto some days later when we strongly opposed this change and as a result the commodity rate on canned goods is still in effect.

"At the recent hearing before the Board of Railway Commissioners for a 40 per cent. increase in

freight rates and 20% in passenger rates asked for by the railways, your Association was represented by our President and Secretary. Mr. Blain made an excellent presentation on behalf of our Association in opposition to the proposed increase and was thanked by the Chairman for his clear and forceful reasoning.

"We are now endeavoring to have all manufacturers mark their shipping cases plainly with the contents and sizes on the front of the case. No advertising to appear on the case, except that referring to contents, and to mark on top of the case the shipping weight.

"The fact that we have an Association chartered by a Special Act of Parliament of Canada and having practically 95% of the wholesale grocers of Canada as members has been influential in our obtaining information and recognition, that no individual can obtain. Association work is a business proposition pure and simple, and should, therefore, be treated as a branch of your business and should be given the same attention and thought as other branches, with the thought in mind that co-operation is good business. We should endeavor to make our Association of sufficient strength so that we could retain the services of some outstanding lawyer well versed in commercial law, who would be at the service of our members at all times to give counsel and legal advice on business matters referred to him, and also to perhaps reach that point when we could enable training in railway traffic and who could be of service to our members in the matter of filing claims, etc.

T. H. Kinnear, president of the Ontario Wholesale Grocers' Association, and treasurer of the Canadian organization, presented the treasurer's report, showing a substantial balance on the right side.

The striking of the nominating and resolution committee resulted as follows:  
Nominating—L. K. Payzan, Halifax; A.

H. Wetmore, St. John; J. S. Royer, Quebec; Mr. Langevin, Montreal; Sam. Villee, Hamilton; A. H. Paffard, Toronto; A. O. Marrin, Winnipeg, and R. G. Bradley, Edmonton.

Resolutions—W. C. Cross, St. John; H. G. Bauld, Halifax; E. W. P. Eby, Toronto; Evan Turner, Quebec; R. A. Chaput, Montreal; W. C. Bryant, Montreal; G. P. Morrow, Brandon; A. E. Burns, Winnipeg; J. M. Bean, Weyburn; Louis Petree, Calgary; F. T. Smye, Hamilton, and H. W. Chamberlain, Ottawa.

#### Charging the Sales Tax

J. S. Royer, Quebec, introducing the subject of the "uniformity in charging the sales tax," stated that it was of vital importance to the wholesale grocery trade that the Government amend the present law. The manufacturers selling direct to the retail trade charge two per cent. on the net selling price. "If we charge one per cent. on the re-selling price," Mr. Royer added, "we are charging less than the manufacturers selling direct to the retail trade. We should ask the Government to amend the law so that the wholesaler can charge two per cent. on the invoices. The wholesaler has been absorbing the manufacturers' one per cent. and the wholesaler cannot afford it. One per cent. is a large part of the profit."

#### Issue New Resale List

Secretary Pyke pointed out that the only way at present that the wholesaler could be reimbursed for that one per cent. manufacturers' tax was for the manufacturers to issue a new resale list with the one per cent. included. A representative from St. John's, N.B., stated that the wholesalers there had taken this matter up and were doing what Mr. Pyke suggests.

J. W. Charles, Niagara Falls, Ont., asked if there was any reason why the manufacturer should pass this tax on. The tendency is to pass all these taxes on to the retailer, and too often, he is what Mr. Charles chose to term, the "goat." The manufacturer should make an allowance to the wholesaler if he pays his bills promptly. Let the manufacturer be responsible with a one per cent. discount. There isn't a retailer who can charge that tax on to his goods.

#### At Source of Production

The second day of the Canadian wholesale grocers' convention opened with a continued discussion on the present method of collecting the tax on sales. The method of collecting the tax now is to pass it down from the manufacturer through every distributor to the ultimate purchaser. When the taxable goods are sold direct to the retailer, the manufacturer adds the two per cent. tax. When sold to the wholesaler the manufacturer adds one per cent. and the wholesaler adds another one per cent. This system of collecting the tax was considered awkward and unfair and a resolution was unanimously passed calling on the Dominion Government to collect the two per cent. tax entirely at the source of production, that is, from the manufacturers and on customs importations.

#### The Entertainment Features

The entertainment features of the convention were much enjoyed by all present. During the afternoon of the first day, the delegates were taken for a trip on Toronto harbor on the Harbor Commissioner's yacht, concluding with a dinner at the Sunnyside pavilion. On Friday afternoon the guests drove around the city, having dinner at the Scarborough Golf Club. On both occasions the visitors were loud in their praises of the hospitality of the Toronto wholesale grocers.

#### Friday's Session.

The speaker of the morning session on Friday was Clinton P. Biddle, Bureau of Business Research, Harvard University in an address, "Operating Costs and Management Problems in the Wholesale Grocery Business."

"Last year the cost of doing business for the

#### RAISINS GOING FOR WINE SEND PRICES TO UNHEARD OF LEVELS

"PEOPLE aren't eating raisins any more. They are drinking them," remarked W. J. DeCorce, of the California Associated Raisin Co., Fresno, Cal., in the course of some remarks on the raisin situation in California, before the Canadian wholesale grocers' convention last week. "The raisin industry has put us in a position where we do not know where we stand. Fifty per cent. of the raisins went into wine last year. People are paying unheard of prices for them this year. Certain factions in New York boosted the price to undreamed of levels, for they know that raisins for 'booze' at \$20 per bottle would bring a big profit.

"The California Associated Raisin Co. will have an estimated crop this year of 200,000 tons, but merchants have only been sold about 37½ per cent. of their last year's allotment. The average price has been around 24 cents per pound. Our prices are high—higher than we want. We are losing business that it has taken years to build up, that is, the housewife, the grocer and the baker. But circumstances are such that over them we have no control."

wholesale grocers was 9.1 per cent. of net sales," declared Mr. Biddle. "Were your costs above or below this figure? Many of you are wondering no doubt my authority for this rather sweeping statement. It is the result of the last investigation of the Bureau of Business Research in the wholesale grocery business.

"A large portion of the food supplies of the country now pass through the hands of wholesale grocers. There is, no doubt, some apprehension among you that the functions which you perform will be taken over by other agencies. But there is little reason for such apprehension provided you deal with your problems energetically. It is to these problems, and particularly with the cost phase of them, that I am going to devote my time.

"From the standpoint of public interest, the existence of the wholesale grocer depends upon the effectiveness and the economy with which he performs his functions. These functions are, first, the selection of merchandise suited to the needs of his customers; second, the assembling of a wide variety of goods from many sources; third, the storage of seasonal goods; fourth, the parceling out of merchandise in small lots according to the customer's requirements; fifth, the granting of credit; and, sixth, the maintenance of a selling force. These are essential functions. They must be performed by some agency, either by the wholesale grocer, by the manufacturer himself, by the chain store, or by some other type of institution. Whatever changes are made in the type of organization, it is seldom that a function can be eliminated, although means may be found for reducing its cost. To each of these functions a certain cost is attached. Consequently, whenever a manufacturer, for example, takes over a wholesaler's function, he must at the same time assume the cost of performing that function.

#### Dangers Within

"The most serious dangers that beset the wholesale grocery business are those that arise from within the trade itself. One of these dangers is the lack of knowledge of the cost of doing business. Many wholesale grocers are keeping their records accurately. Considering all the mercantile businesses that we have investigated, the wholesale grocers have supplied us with the most carefully prepared reports. There are still a substantial number of wholesalers, however, who do not know definitely their cost of doing business and who, therefore, menace the welfare of the trade as a whole. Like any other merchant, the grocer who does not know what it costs him to do business is the one who is likely to overlook opportunities for economy in management.

"Many a wholesaler is convinced that his expenses are too high, but he does not know where to cut down. It isn't enough to know what your expenses are in the aggregate. Find out just where your money is going.

#### Wholesaler and Retailer

"The last problem which I am going to discuss this morning has to do with the wholesaler's relation with the retailer. If a wholesale grocer encourages a man to engage in the retail grocery business without adequate safeguards, he is weakening the position of his entire trade. The reply doubtless will be made that some of these practices are forced by competition. In every case, however, there are enough instances to indicate that a policy that is fundamentally sound can be carried through even by an individual wholesaler grocer alone. So long as wholesale grocers, furthermore, adhere to a standard of trade ethics that permits unsound or uneconomical practices to continue within their own ranks, they cannot expect public sympathy as protection to their interests.

#### Dependent Upon Retailer

"The prosperity of the wholesale grocer depends fundamentally upon the welfare of the re-

tailers who are his customers. The retail grocery trade is often maligned as one in which poor management is prevalent. Through its investigation the Bureau has come in contact with various retail trades, the study of which has given us a valuable basis for comparison. This comparison indicates that the retail grocers of the country rank as high in the scale of business management as any other class of retail merchants which we have studied. For example, in our retail hardware investigation this past year we found that 75% of the stores reporting showed that their charge customers owed the store more than the average total sales for one month, while the retail grocery investigation showed that in only 25% of the stores the charge customers owed more than the average total sales for one month. Our research also brought out the fact that in only 2% of the retail grocery stores were receivables last year more than twice the average monthly sales. In 28% of the hardware stores, however, receivables were over twice the average monthly sales. The conclusion that may be drawn from this is that the retail grocers get their money in quicker than the retail hardware men. This conclusion is further substantiated by the fact that losses from bad debts in the retail grocery trade amounted to three-tenths of one per cent., while the same item in the retail hardware trade amounted to one-half of one per cent. of net sales.

There are still, however, a great many retail grocers whose methods are slipshod. These methods endanger their existence and afford especially vulnerable points for attack by other types of mercantile institutions. The wholesale grocer owes it to himself and to the trade at large to put forth such efforts as he can to sell the idea of better methods to his customers at the same time that he sells them merchandise. If customers are to receive credit they can be required to submit net worth statements and should be induced to keep adequate records of their income and outgo. Suggestions can also be given them regarding methods of store arrangement in order to assist them in decreasing their operating expenses.

"In both the retail and the wholesale grocery trades it appears that the small firm when well-managed is holding its own in competition. There are many instances of merchants with a small volume of business who are performing their functions as economically as the large merchants. In fact the cost of doing business frequently is higher, in percentage of sales, in the case of firms with a large volume of sales than it is in the small business. With wideawake management there is no apparent reason why the small merchant should not continue to be successful."

#### Hugh Blain Re-elected

Despite his strongly expressed wish to retire, President Hugh Blain, of Toronto, was re-elected. Other officers elected were: First Vice-President, Armand Chaput (L. Chaput, Fils & Co., Montreal); 2nd Vice-President, Louis Petree (Louis Petree, Ltd.), Calgary; 3rd Vice-President, Chas. H. Peters (Baird & Peters), St. John; Treasurer, Thos. H. Kinnear (Kinnear & Co.), Toronto; Secretary, A. C. Pyke, Toronto.

Executive Committee—Alberta, John Home, Calgary, and P. J. Bradley, Edmonton; Saskatchewan, J. M. Bean, Weyburn, and J. D. Millar, Saskatoon; Manitoba, J. Weidman, Winnipeg, and A. O. Marrin, Winnipeg; Ontario, Col. Craig, Kingston, and G. R. Lloyd, Hamilton; Quebec, Z. Hebert, Montreal, and J. S. Boyer, Quebec City; New Brunswick, L. P. Scofield, St. John, and J. F. Edgett, Moncton; Nova Scotia, L. K. Bayzant, Halifax, and D. A. Morrison, Amherst. As no wholesalers were present from British Columbia or Prince Edward Island, their representatives on the Executive will be appointed later.

The matter of choosing a place for the next convention was left to the executive.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS.

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

### OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

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GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 85 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, SEPTEMBER 3, 1920 No. 36

### EDITORIALS IN BRIEF FORM

THIS issue of Canadian Grocer is a British Columbia and London number. Articles outlining merchandising ideas of grocers in the Pacific Coast province, and also in the Forest City, will be found of interest, and their experience might be repeated with profit by many in the trade.

\* \* \*

THE Western Fair in London, Ont., the week after next, will be the meeting place for many grocers in Western Ontario. The Pure Food Building erected there three years ago will be the interesting feature for the trade. This show is conducted by the London retail grocers, and is a fine piece of enterprise, in the way of exhibiting new as well as the better established food lines.

\* \* \*

IF INTIMATE contact between men in the same profession were made more intimate, it would go farther toward bringing about that era of brotherhood for which most of us crave. Distrust would give way to trust. Men would learn to know one another better, and knowing one another would make for a broader understanding

of motives. Interpretation of the acts of others would be guided by sympathy and sentiment instead of, as at present, heartlessness and harshness.

\* \* \*

THE advertisements in the trade paper pay two classes—the advertisers who put them there and the dealers who read them.

### THE SUGAR SITUATION

IN view of the announcement last week that refiners would guarantee sugar prices against decline, the drop of two dollars per hundred on Friday last came as a surprise to many in the trade. The summoning to Ottawa of the refiners, where a conference was held with the Board of Commerce, on Thursday of last week, was followed by the news of a reduction in refiners' quotations.

Two articles appearing in another part of this week's Canadian Grocer will be found of extreme interest by many who are keenly watching the situation in sugar, both in Canada and on the other side. One article, the statement of a man prominent in the wholesale grocery trade in the United States, sums up the case over there. Here possibly is found the real reason for the creation of a similar sentiment in this country—a sentiment growing in such strength that it demanded consideration by the Board of Commerce, and resulted in a decline being brought about in the Canadian sugar market.

The other article, to which reference is here made, contains the letter of a man prominent in the sugar trade in this Dominion and whose summary of the situation provides no reason for the decline other than what he terms the interference of so-called Government experts. He declares that the price of \$24 ruling before this decrease was entirely justified and that there is no reason in the world why sugar prices should drop in the face of the high prices that refiners had to pay for the raws from which the sugar now available was manufactured. A decline, in his opinion, can mean nothing more than financial loss for the refiners.

The market appears to be one of quiet demand at the present time, both wholesale and retail trade buying cautiously. On account of the public sentiment and possible further action by the Board of Commerce, coupled with inactive demand, another decline would not be a surprise to the trade, although the price paid by refiners for the raw sugar they are now melting is against it.



# Vital Statistics of Business Turnover

Important Light on Proportionate Sales of Various Commodities—  
Low End Merchandise is First Considered

By HENRY JOHNSON, JR.

**S**OMETHING the grocery business has needed for many years, even since the beginning, now has been done by a pioneer in grocery investigation. And, like so many other things that looked "impossible" to do, this turns out to be absurdly simple.

The thought is to learn accurately of what different commodities our sales consist, and in what proportion to the whole each is sold. Thinking of the hundreds of items we handle, it seemed a stupendous task to find this out. But it is done by taking a monthly inventory. Purchases are added and withdrawals for sale are deducted from stocks, and then it is merely a matter of detail to ascertain exactly how much of each item we sell.

Look at the chart carefully. You cannot study it too minutely. And it will fascinate you so that you will delight in the study. It reflects the grocery sales of June, 1919, in this store. Notice the proportion of sugar 13.608 per cent; butter, 12.969 per cent.; canned milk, 7.684 per cent.; eggs, 5.263 per cent.; butter substitutes, 4.298 per cent.; fats, 3.573 per cent., and flour, 2.682 per cent. Others you will find of similarly interesting purport.

## Preponderance of Low-End Merchandise

I have selected these particular items for an important reason. They are all low-end merchandise; that is, they are all commodities which pay a gross margin that is less than the cost of doing business. Take the average expense at say, 16.2-3 per cent., and there is not an item among those I have selected that pays such a margin. Even if we take the lower figure which temporarily prevails in our business—14.6 per cent.—we shall find that none of the items quoted bears such a margin.

Now, if you add up the total of the items above listed, you will get 50.077 per cent. This shows that more than half of the goods the grocer sells in such a representative store are sold on a gross margin that is less than the cost of operation.

This is not news to enlightened grocers; but it is well to have it emphasized occasionally to bring home to grocers how careful they must be to be minutely accurate in their figures and fixing of prices.

Next, let us note what a valuable guide this is for the buyer. We have been in the habit, for example, of buying cleansers in lots of ten cases or over—to "get the inside price." This is not a line that spoils, so we feel that it goes out with a profit. Look down the line and note that all cleansers made up .027 per cent., or 27-1000 of one per cent. of the turnover of this

month! Does that not point to the wisdom of buying such things in single cases—or less—and paying list for them? Surely it will be better to keep our money in the bank where we can get it for purposes of fast-moving things rather than lock it up in such snail-like articles!

## Lots of Things Move Very Slowly

Look up the list: All canned vegetables, except peas, corn and tomatoes, make up only .028 per cent. of June sales; and the three great staples, peas, corn and tomatoes make up only 1.593 per cent. more. In fact, all the 46 classifications below cheese are sold each to the tune of less than one per cent. of the total turnover. Cheese itself, regarded generally as a summer food, accounts for only one per cent. and a slight fraction of the sales.

Does not this show us how many mistaken notions of turnover we have been entertaining? Does it not bring home to us in pointed fashion how easily we can afford to take chances through under-buying and how carefully we must be forearmed against overbuying?

The month of June is a summer month. It is a time, as we would all think, of heavy sales of sardines, clams and cove oysters. Yet all kinds of sardines only account for .367, or about one-third per cent. of sales. The others together give us only .025 per cent. Is not the lesson that all the 46 classes of goods which sell steadily in summer and which we must keep are such as must be bought short, sold and bought again?

Turning consideration, now, to the remainder of the list, we find 17 classifications which yield 86.733, or nearly 87 per cent. of our total June sales. Nine of these, cheese, canned peas, corn and tomatoes; salmon; coffee; tea; salad dressing; soap; fresh fruits and vegetables; and cured meats, are items which can be priced so as to yield a real profit above the average expense account. There may be an exception in cured meats; but even on those a net profit may be made most of the time, I believe.

## Volume, Turnover, Speed, Economy of Operation

If this reasoning is sound, then volume based on rapid turnover, speedy sales, with every economy of operation possible, must furnish us net earnings. In fact, rapid turnover of short stocks is in itself a source of economy because of the short handling of short stocks. Where surplus must be handled and re-handled, the small stock can go on sale with one motion.

Another lesson: All is not gold that glitters. The long margins on certain of the commodities listed far down this

chart are not the producers of revenue we think they are, because their total volume is to insignificant. Likewise, the humble items may be the bearers of real money to us. The short-margin items listed high up really make up our stand-bys for actual profits, because, while their margin is short, their turnover is rapid and economical.

Again, articles which are sold in quantity, without much dickering, demonstrating, and selecting, are much more economical to handle than items like sardines, for example, where the customer takes time to pick and choose and where the unit of sale is apt to be very limited.

## Guide to Buying and Sales

This chart is an invaluable guide to the buyer. Here is a record for June of last year. Reference to it will show very clearly and reliably what will be in demand June, 1920, and June, 1921, with slight variation. For there are few changes of style in grocery purchases. An item here and there is sold more freely one season than another. Brands come and go so that what was a favorite last June may be passed up this year; but the sale of the various commodities will be just about the same.

So there could be no more helpful plan than that of taking a monthly inventory for at least one year. Work? Yes, a lot of work. But the most profitable kind of work and work which will yield more solid results than any other single task you could set for yourself.

Take the classifications shown in this list. Divide yours into the same kind, or nearly the same. Have them assembled on your shelves accordingly, so it will be easy to locate any item at any time by its proper place in the store. Then the task of inventorying will get easier every month. It will get especially simpler as you learn the great truth that it is best always to carry light stocks. If you have to count them up every month you will not want any surplus on hand—and you will realize, pointedly, how long many things stay with you!

## Source of Information Ideal

The source of this information is ideal, for this pioneer investigator runs a groceteria, or self-service store, wherein nearly, if not quite, a million dollars worth of goods are sold in a year. The sales are uninfluenced by any salesmanship other than signs and price tags. It is automatic selling. It shows precisely what the people will select for themselves, and therefore indicates what the natural trend of merchandise is.

It further shows much greater economy of operation than the ordinary

Continued on page 58

# CURRENT NEWS OF THE WEEK

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

## QUEBEC

Wm. Dube, Montreal, recently suffered a loss by fire.

W. L. A. Brodie, who succeeded his father in the firm of Brodie & Harvie, in Montreal, was married last Wednesday, August 25th, to Miss Brownie Russell, of Montreal. Mr. and Mrs. Brodie left for a honeymoon trip to the Pacific Coast and will return about the middle of September.

The Belgo-Canadian Trading Company, represented in Montreal by Mr. Sulpe, has procured for Canada the agency for some Dutch confections. Frank Rademaker's Cacao (cocoa) is one of them. Besides this they have a line of Dutch bonbons packed in one and two pound packages. Another is Hopjes (Dutch caramels). These lines have not been on the Canadian market for some years and the first shipments have only arrived in Montreal during the past few weeks.

The death occurred very suddenly on Sunday night, August 29th, of Arthur P. Lippett of Arthur P. Lippett & Co., 8 Place Royal, Montreal, at his residence, 463 Strathcona avenue, Montreal. Mr. Lippett was at church Sunday morning and apparently in fine health. He went for a walk after church and shortly afterwards complained of illness and passed away a few hours later. Mr. Lippett was in his 70th year and was a business man in Montreal of the firm of Arthur P. Lippett & Co., 8 Place Royal. The body was taken on Tuesday to Fredericton, N.B., for interment.

## New Match Plant For Quebec Province

Six Million Dollar Plant Will Be Erected in the East by British Amalgamation of Four Companies

Montreal.—Through the medium of a Canadian associate company the enterprise of a recent amalgamation of four British match-manufacturing firms will erect a large mill in this Province and install a match-manufacturing plant at an investment of five million dollars.

This information was given out by Sir Alexander Maguire, the Chairman of the British amalgamation, who has been investigating conditions here for the past few weeks.

The management of the Dominion branch of the industry is to be in the hands of a directorate of twelve, six Canadians and six British: Sir Lomer Gouin and George Chapoon, President of the Laurentide Company, are the first two to be mentioned from this side.

## Business Changes

J. Kershaw, Newmarket, Ont., has sold to H. H. Fockler.

D. W. Jessop, Sudbury, Ont., has commenced a grocery business.

D. Sweetman, Toronto, has sold to J. W. Jones.

W. J. Kemp, Toronto, has sold to Wm. Elford.

W. B. Challoner, Walkerville, has sold to J. A. Kirkland.

Oscar M. Doane, Toronto, has sold to J. M. Tuff of the same city. Mr. Doane has bought C. L. Stone's business.

## GOOD FALL TRADE LOOKED FOR

Ben Billesdon, manager for Hargreaves (Canada) Limited, has returned to Toronto from a six weeks' business trip to Western Canada. He visited the firm's representatives in Winnipeg and Vancouver. He reports that while jobbers and retailers are buying carefully, business is steady. The crop is likely to turn out a good average one and business men in the West, he says, are looking for a good fall trade.

## DOM. CANNERS' EMPLOYEES AT PICTON HOLD PICNIC

Picton.—The workers and families of the A. C. Miller branch Dominion Cannery, Ltd., Picton, assembled for a picnic to the Sand Banks. Sports, races, etc., were indulged in by young and old, a good many carrying off useful prizes. Supper was then proceeded with. At this juncture all drew tickets, 13 of which were lucky winners of other prizes. The whole of the party then proceeded to the Outlet, where dancing was enjoyed until 11 p.m. G. Owens, manager of the plant, was in attendance.

## New Goods

### DAY & MARTIN'S POLISHES

One of the new lines on the Canadian market is the Day & Martin's Wax Shoe Polish, manufactured in England. The firm was established in 1770, and in addition to the regular shoe polish, they also manufacture liquid blacking, paste blacking in tins, boot creams in bottles, buckskin and canvas pearl dressings, dubbin, etc. Hargreaves (Canada), Limited, Toronto, Winnipeg and Vancouver, are the Canadian distributors.

## Sir Thomas Lipton a Welcome Visitor to City of Toronto

Sir Thomas Lipton, the famous sportsman and head of one of the largest mercantile concerns in the world, was a visitor in Toronto this last week. Sir Thomas was in a genial mood when seen by Canadian Grocer at the King Edward Hotel, and stated that he was on a vacation and refused to make any statements regarding business affairs, tariff questions or politics. However, he had no objection in recalling the time some 17 years ago when he cornered the pork supplies of the world, and beat the Chicago packers at their own game. He was asked if he had any thought of establishing a chain of stores in Canada; he replied that he had not. The time was not yet ripe for that here, but perhaps when the population had doubled or trebled, something might be done. "Some of the happiest days of my life have been spent behind the grocery counter," he said. "That is where I first got my start, working from very early in the morning until late at night and sleeping in the back room and often behind the counter." On Friday he was the guest of honor at a dinner at the R.C.Y.C. and on Saturday he accompanied Sir Auckland Geddes to the Canadian National Exhibition for the official opening, and officiated as judge at the aquatic sports.

## Border Cities R.M.A. Will Hold Pure Food Show

Windsor, Aug. 31.—A pure food and electric show is to be held in the Border Cities during the week of October 18-25, by the Border Cities Retail Merchants' Association. The latest announcements are to the effect that medals will be given to firms having the best exhibits in their particular lines and the indications are that the competition will be keen.

Although the plan of the floor in the armories has been only just opened officially, more than 25 of the 94 spaces have already been subscribed for by several pure food and electrical firms, while many others have forwarded requests for further information.

# NEWS FROM WESTERN CANADA

## WESTERN

R. F. Young, Gladstone Avenue and Fernwood, Victoria, B.C., has sold his business to Mr. Geo. Hammell.

A. H. Gasquoine, general manager of London O. T., Ltd., spent a few days in Winnipeg with his agents, the Stroyan-Dunwoody Co.

Sutherland and Robertson, Brandon, Man., have disposed of their grocery business to the Great War Veterans' Co-operative society. C. E. Irish will be the new manager.

H. P. Pennock, of H. P. Pennock & Co., western representative for the Atlantic Sugar Refineries, was in Toronto, taking part in the "Atlantic Sugar" convention of salesmen last week.

Codville Co., Ltd., Winnipeg, have been appointed exclusive selling agents for Winnipeg and district for Hamsterley Farm Jam Co., Ltd., of Victoria, B.C.

The Weyburn grocery, Weyburn, Sask., has leased a large portion of the Calgary brewing and bottling works building in Shannavon, Sask., and have established a distributing house for staple goods.

A. C. Andrew, Calgary manager for Donald H. Bain Company, is a visitor at the coast. He took in Vancouver Island during the trip, which is a pleasure trip as well as for business purposes.

Mr. Gasquoine did not visit the West but hopes to do so on his next trip to Canada. He expressed great confidence in the splendid opportunities and resources of both Eastern and middle Western Canada, and looks forward to a great expansion of his Canadian business within the next few years.

Col. John W. Chambers has left Winnipeg on an extensive selling trip in Eastern Canada. Col. Chambers, who has been spending a few days with the Stroyan-Dunwoody Co., Winnipeg, Western agents, expressed himself as very optimistic as to future business in his lines throughout the West, and stated that the public were evincing a strong support to English pure fruit drinks.

S. M. Sreaton, for the last 12 years sales manager for Mason-Hickey, and previously with Edward Adams & Co., wholesale grocers, London, Ont., has entered the field for himself, and has gone into partnership with A. D. Norman as manufacturers' agents. After the first of September, the firm will hereafter be known as Messrs. Norman & Sreaton, and will be found at 208 Scott Block, Winnipeg, Man. This firm will continue to cover the territory from Port Arthur, Ont., to the Pacific Coast.

## New Manager of Grocery Dept. of Hudson's Bay Co.

Vancouver, Aug. 31.—John H. Richdale is the new manager of the Hudson's Bay Co., Vancouver, B.C. grocery department. Mr. Richdale is not new to Vancouver, nor indeed, the British Columbia trade, having been associated with the Hudson Bay Company's stores for many years. He has at various times resided at Victoria, Port Simpson, Kamloops and Nelson, always working for the success of this world famous company. With the closing of the Vancouver wholesale depot of the company, two years ago (it now only serves the



company's own branches and trading posts) Mr. Richdale accepted a position with San Francisco's oldest and most exclusive grocery firm, Goldberg, Bowen & Co., being in charge of their fancy imported grocery specialty department. Mr. Richdale returns to Vancouver with an extended knowledge of "de luxe" groceries.

## BRITISH COLUMBIA

H. G. Bentley will succeed C. W. Stelfox, Wyatt Bay.

T. H. Wilson, Silverton, is now incorporated as Wilsons, Ltd.

Watson & Carscallen has succeeded Charles Sumner of Abbotsford.

Wm. Giver has taken over the business of Thos. Lowes, at Red Deer.

S. Gould succeeds P. D. Johnston of the Thorburn Grocery, Victoria.

The Otter Shingle Co., of Aldergrove, has been taken over by M. C. Walker.

Mrs. G. Dunn has succeeded T. Nix, of Kingsway & Tyne street, Vancouver.

J. W. Asaph has taken over the business of Chas. Traughton, Mission City.

E. Keely has taken over the business of Wm. Alexander, Lakeview Station, B. C.

The business of Keeler & Son, Kere-meos will in future be run by G. G. Keeler.

The business of Horner & Milton, Victoria, will in future be carried on by T. Horner.

Jardine & Dickinson of Kerrisdale will in future be known as Labelle's grocery.

The business of Sipprell & McDonald has been taken over by W. Murray, Aldergrove.

The establishment of Everett & Duncan of Dollarton is now run by F. C. Everett.

G. H. Johnston has succeeded Mrs. A. McIntosh at 23rd and Main street, Vancouver.

E. B. Ladner has been succeeded by T. A. Hodge, of 5406 Main St., South Vancouver.

W. Waltham will in future run the business of S. Campbell, 6th and 13th avenue, E. Burnaby.

J. Gardiner will in future carry on the business of F. B. Britton, of 1028 Robson St., Vancouver.

Evans & Son will in future conduct the business of Geo. Fisher, of 3425 Broadway W., Vancouver.

Landon & McNutt have taken over the business of S. Butler, Q. & S., 2606 Granville street, Vancouver.

B. Kanshi Ram has purchased the business of the Punjab Trading Co., Georgia street east, Vancouver.

Thos. F. Blumberg has recently purchased the business of Mrs. R. Emel, of 12th and Oak street, Vancouver.

Coates & Co. have sold their business at the corner of Burrard & Davie St., Vancouver, to Messrs. McPherson Bros.

The business of McCarter, Lampman & Housley, Carmiden Bay, has been turned over to the Helen Bay Logging Co.

Victoria.—A new co-operative store has been opened in Victoria under the name United Co-Operative Association. Groceries, meats, vegetables, fruits are handled, a very complete butcher store taking care of the meat business. Prices are the same as the regular grocery stores, the members sharing on a dividend basis. Membership costs \$10.

A. MacDonald, head of the chain of wholesale grocery houses that have made his name a familiar one in Western Canada, passed through Vancouver on the 17th. Asked by Canadian Grocer Mr. MacDonald stated that the visit was solely for domestic reasons. Mr. MacDonald shows all the vigor of a man of forty—despite the fact that his years are double that number.

## Regina Travellers\* Hold Happy Picnic

### Enjoyable Day Spent by the United Commercial Travellers and Their Friends

Regina.—The annual picnic of the United Commercial Travellers at Hungry Hollow recently was attended by fully three hundred travellers with their wives and friends. From all angles the outing was a distinct success. E. R. Cameron, chairman of the general picnic committee, proved himself an able organizer, and won much praise for his efforts and G. P. Millan and Dave Best also acquitted themselves nobly in their preparations for conveying the party to the picnic grounds.

Senator Laird acted as judge of sports. The Boy Scouts' band was in attendance.

### CRESCENT MFG. CO., SEATTLE, ARE ENLARGING PREMISES

The Crescent Manufacturing Company, Seattle, Wash., have leased the three-story building adjacent to the Crescent structure on Occidental St.

Alterations will begin immediately which will double the capacity of the Mapeline Division, one floor of the new quarters being given over to the packing of this product. The Crescent Flavorings, Ice Cream Powder, Confectioners' and Bakers' Supply Departments will also be expanded to practically twice present size.

### WELL WORTH THE MONEY

Enniskillen Station, N.B.

MacLean Publishing Co.

Four dollars is enclosed to cover our yearly subscription to Canadian Grocer. Aside from the market reports, etc., we feel that our old friend Henry Johnson, Jr.'s advice in each issue is well worth the four dollars. August 19, 1920.

Thorne & Co.

## Crops in Some Alberta Districts Equal to 1915

Hanna, Alta. — Crops in Strathmore area are fairly typical of conditions east of Calgary, with the exception that there has been some hail damage at Gleichen and Cluny. The district of Munson has a fine crop, considered to be almost, if not quite, equal to 1915, when average was round 40 bushels. From Munson and Hanna, through Delia and Craigmyle districts, the crop is very good. Some of the crops are ready to cut, but much is quite green and is filling and ripening. East from Delia crops are more nearly ripe, and north of Craigmyle quite a few fields of both wheat and oats are cut. The number increases as Hanna is approached. Straw of all kinds of crop is clean and bright. Few flax crops are grown in this territory, and very little barley. Around Munson spring was very late, and many of finest stands of wheat were not seeded until nearly end of May. All cattle around district are in fine shape.

### Southern Alberta Crop

Dry weather during August will reduce wheat yield in southern Alberta by about 2,000,000 bushels, or almost two bushels to the acre. Grade of grain, however, will be No. 1 in the majority of fields.

### Frost Hurts Potatoes

Potatoes in unprotected fields and gardens are black as a result of frost on August 19th. Beans, cucumbers and other garden stuff, susceptible to light frosts, also suffered.

### LITTLE BUYING OF SUGAR

(Continued from page 29.)

adding freight, exchange and duty. When the market justified a price of 30c for granulated in Montreal the Board of Commerce limited the refiners to 21c. Now when refiners are melting raw sugar for which they had to pay high prices they must in self preservation maintain their present high price of 24c., as otherwise they would make a serious financial loss. The refiners could look on a reduction of price with equanimity if the Government had not prevented them from providing a fund to take care of the market decline.

"It may be the province of the Government to safeguard the public against combines and actions in restraint of trade, but when petti-fogging officials are endowed with power to put cogs in the wheels of the natural machinery that is operated by the law of supply and demand it is a crime. There is every excuse for the refiners keeping the price where it is. Sugar refiners have to buy their raw supplies months in advance of their melting requirements, and the stocks the Canadian refiners are now working on were bought because they had to be, when the mar-

ket was high. The refiners not only paid 18½c., but up to 21½c. for raws, and as these prices are in bond at New York the equivalent costs to the refiners duty paid at Montreal for their raw material are from 23c. to 26c. per pound.

"You, Mr. Editor, can tell that the cost of running a sugar refinery has greatly increased, when, as a result of the increased cost of operation, you are obliged to raise the selling price of the Gazette which nobody will grudge to you. Therefore, adding the cost of refining, distribution, etc., the refiners would be justified, on the basis of their cost, in making a wholesale selling price for granulated of 27c to 30c. per pound.

### Shortage Still Exists

"The decline that has been established for raw sugar in the New York market, from causes which I need not occupy your space explaining, has not enabled the Canadian refiners to reduce the cost of their stock of raw sugar. If what caused the break had not developed sugar probably would have sold at 50c per pound this fall. There has been only a small quantity of raw sugar sold on the decline, the sales being all practically confined to sugars in "distress" which the Canadian refiners have not been free to avail themselves of owing to their having all the sugar they require, which they were obliged to buy when they did.

"The shortage of sugar in the world still exists and many of the best informed believe that it will again be felt and result in higher prices before the new crop is available, which is after the turn of the year.

"The next four months are the period of the heaviest consumption, and when the second-hand stocks are used up (stocks which were created by Government officials urging the trade and consumers alike to lay in supplies, and by the Government preventing the refiners from exporting when there was a demand from other countries, thereby causing an accumulation of sugar in Canada) there should be a demand for sugar that will quickly absorb the refiners' stocks, for which everybody should be willing to pay the price the refiners require to get for their sugar to prevent them from unnecessarily losing money.

"The essential thing to avoid a repetition of the artificial conditions we have had to submit to this year is for the Government to keep its hands off commercial affairs and leave the law of supply and demand to regulate prices."

Thomas Watt, for many years a member of the firm of George Watt and Sons, wholesale grocers, Brantford, Ont., passed away very suddenly at his home in that city on Sunday last. He was 63 years of age, and is survived by his widow, five sons and one daughter. He had been a resident of Brantford for a great many years.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**T**HE markets for general groceries are steady with a slight shading in price on some lines and advances on others. Wholesalers and manufacturers report business more active this past week but retailers generally have adopted the hand-to-mouth buying policy although they too report business more brisk.

**MONTREAL**—Lower prices are announced on sugar but merchants seem to be far from satisfied with the decline. Molasses have taken a drop more in keeping with the raw sugar market. Everybody says, "Flour will drop," but there is nothing definite as to how much or when. The vegetable market is still well supplied with local produce at lower prices. Dried fruit and nuts will be dearer this fall. New canned fruit quoted at slightly lower prices. Lubricating oils and greases are dearer. Tea may be cheaper. Butter is dearer this week. Eggs hold to their high prices. Fresh meats are strong, market poorly supplied. Heavy harvest effects dairy produce prices. Fresh lake fish in better supply. Sugar is cheaper as is also molasses. Oranges are dearer. Some miscellaneous changes.

**TORONTO**—There are no new developments in the sugar situation since the decline last Friday. There is practically no movement in sugar and whether further declines will materialize will depend somewhat on the American market and to just how long it will take the available supply of second-hand sugar to be cleared off the market. The weak condition of the corn market, together with the recent decline on sugar, tend to make an easier tone in corn syrups and declines on this commodity are not unlikely. One brand of corn-flakes which recently advanced have reduced prices to the old basis. The cereal market has a weak undertone and it has been intimated that lower prices will prevail in the very near future. Currants have advanced in primary

markets but local stocks are unchanged. Sales in the United States of new crop California raisins are reported to be heavy but orders from Canada are not as yet going through very freely. The Bee Keepers' Association are holding out for high prices on honey but produce men state their prices are too high and are bringing in New Zealand honey at considerably less money. Oranges are quoted higher and the market for the same is quite firm. Potatoes are scarce at present but this condition is only temporary, due to difficulty in getting supplies from the farmers who are now busy with autumnal work. Flour has declined 60 cents to \$1.60 per barrel.

The produce and provision markets show few changes this week. Butter and eggs have advanced slightly. Shortening has again declined in weak market. Poultry and fish are holding steady.

**WINNIPEG**—The main feature this week was the decline in the sugar market. Canadian refined sugar is selling cheaper in the prairie provinces than it is in Eastern Canada. New packed canned salmon, strawberries and Cuban pineapple arrived on the market this week. The bean market is very firm and while inferior qualities are being offered the better grades remain firm. The dried fruit situation is noted by the lack of interest being taken by the jobbing trade, this is accounted for to a large extent by the fact that the jobbers have found the high prices of last year's goods materially cut down their volume of trade in these lines, and they are adopting the policy of deferring the purchase of goods until in actual need of them. A moderate interest is being shown in the raisin situation as it is realized that the new crop of raisins will come on an absolute bare market, although they consider the opening prices are unduly high. The shelled nut market shows a much firmer tendency.

# QUEBEC MARKETS

**M**ONTREAL, Sept. 3.—Lower prices are announced on sugar but merchants seem to be far from satisfied with the decline. Everybody says flour will drop but there is nothing definite as to how much or when. The vegetable market is still well supplied with local produce at lower prices. Dried fruit and nuts will be higher this fall. New canned fruit is quoted at slightly lower prices.

## Sugar Prices Breaking Up

**Montreal.**  
**SUGAR.**—During the week there has been a drop in the refiners' quotations for granulated sugar. This drop amounts to 2c per lb., but is not considered a very great concession by either the wholesalers or the retailers in this city. In view of the great slump in the market for raw sugar this drop of 2c per lb. is looked upon as being away out of proportion. A great many of the grocers of this city are selling sugar at the present time below the refiners' quotation. The sugar is being obtained some place unknown, at figures considerably below refiners' quotations. One theory given to Canadian Grocer is that some of the brokers handling sugar fear a break up in the sugar market and are unloading as quickly as possible the large stocks they have on hand. If the raw sugar market continues as it has been for the last three or four weeks, another decline in the price of sugar must follow.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	22 00
Acadia Sugar Refinery, extra granulated.	22 00
Canada Sugar Refinery	22 33
Dominion Sugar Co., Ltd., crystal granu.	22 00
St. Lawrence Sugar Refineries	22 00
Icing, barrels	22 20
Do., 25-lb. boxes	22 60
Do., 50-lb. boxes	22 40
Do., 50 1-lb. boxes	23 70
Yellow, No. 1, bags	21 60
Do., barrels	21 65
Dark Brown	21 40

## Molasses Prices Decline

**Montreal.**  
**MOLASSES.**—There has been a drop of 15c per gallon in the price of molasses this week on account of the condition of the raw sugar markets. The drop in the price of molasses is considerably more than the drop in the price of granulated sugar. The reason for the difference is perhaps that the demand for granulated sugar is much greater than that for molasses. The Island of Montreal are now selling at \$1.50 and for outside \$1.45.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.	0 10
Half barrels, about 350 lbs.	0 10 1/2
Quarter barrels, about 175 lbs.	0 10 1/2
2 gal., 25-lb. pails, each	3 10
3 gal. 3 1/2-lb. pails, each	4 65
5 gal. 65-lb. pails, each	4 45
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case	7 05
5-lb. tins, 1 doz. in case, case	8 05
10-lb. tins, 1/2 doz. in case, case	7 75
<b>Cane Syrup (Crystal) Diamond—</b>	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
<b>Prices for Island of Montreal</b>	
Barbadoes Molasses—	
Punchcoons	1 50
Barrels	1 53
Half barrels	1 55
Punchcoons, outside city	1 45

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

## No Change in Package Goods

**Montreal.**  
**PACKAGE GOODS.**—There is not any change this week in the price of package goods. The market continues firm with a good demand for prepared cereals. Corn flakes are back at the old basis again.

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

## Coffee and Cocoa Unchanged

**Montreal.**  
**COFFEE AND COCOA.**—There is no change in the price of either coffee or cocoa this week. The market is firm in both lines and the demand continues very good.

## Spices Will Improve Soon

**Montreal.**  
**SPICES.**—The spice market continues very quiet and the fall trade has not begun to show itself. It is expected that this will follow early this month and a bigger sale will be expected. In the meantime there is no change in price.

Allspice	0 22
Cassia (pure)	0 33
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 45
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
<b>Cinnamon—</b>	
Rolls	0 35
Pure, ground	0 35
Cloves	0 65
Cream of tartar (French, pure)	0 75
Do., American high test	0 80

Ginger (Jamaica)	0 40
Ginger (Ceylon)	0 35
Mace, pure, 1-lb. tins	0 95
Mixed spice	0 30
Do., 2 1/2 shaker tins, doz.	1 15
<b>Nutmegs, whole—</b>	
Do., 64, lb.	0 45
Do., 80, lb.	0 45
Do., 100, lb.	0 40
Do., ground, 1-lb. tins	0 65
Pepper, black	0 50
Do., white	0 35
Pepper (Cayenne)	0 35
Pickling spice	0 25
Do., package, 2 oz., doz.	0 40
Do., package, 4 oz., doz.	0 75
Paprika	0 70
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	0 95
Cardamon seed, per lb., bulk, nominal	2 00
Caraway (nominal)	0 25
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 15

## Rice Market Very Quiet

**Montreal.**  
**RICE.**—The rice market here is very quiet with an unchanged sales basis. The movement is very slow on the market at this season.

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

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

## Tea May Be Lower

**Montreal.**  
**TEAS.**—There is no definite change in the price of tea this week. The sales are fairly heavy, the biggest demand being for the more expensive tea. The prices, however, seem to have a weaker tendency and although quotations are not changed the feeling on the market is that lower prices may be expected.

<b>Ceylons and Indians—</b>	
Pekoe Souchongs	0 44
Pekoes	0 40
Broken Pekoes	0 50
Broken Orange Pekoes	0 53
<b>Javas—</b>	
Broken Orange Pekoes	0 53
Broken Pekoes	0 45
<b>Japans and Chinas—</b>	
Early pickings, Japans	0 63
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67

Above prices give range of quotations to the retail trade.

<b>JAPAN TEAS (new crop)—</b>	
Choice (to medium)	0 65
Early picking	0 75
Finest grades	0 90
<b>Javas—</b>	
Pekoes	0 44
Orange Pekoes	0 45
Broken Orange Pekoes	0 45

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

## Peanut Market Stronger

**Montreal.**  
**NUTS.**—There is no change in the nut market this week. Prices still differ considerably. The prices for the fall will be higher but no quotations are at hand yet. The peanut market is stronger this week and indications are that higher prices will prevail shortly. Brazil nuts are quoted four cents a pound dearer this week at 32c.

Almonds, Tarragona, per lb.	0 26
Do., shelled	0 60

Do., Jordan	0 75	0 75
Brazil nuts (new)	0 32	0 32
Chestnuts (Canadian)	0 27	0 27
Fileberts (Sicily), per lb.	0 20	0 20
Do., Barcelona	0 25	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 23	0 24
Do., salted, Java, per lb.	0 23	0 20
Do., shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (salted)—		
Fancy, whole, per lb.	0 45	0 45
Fancy split, per lb.	0 40	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 20	0 20
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 28	0 28
Do., shelled	0 50	0 50
Do., Borden	0 63	0 63
Do., Chilean, bags, per lb.	0 33	0 33

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

**Raisins Higher**

**Montreal.**  
**DRIED FRUITS.**—The shortage of dried fruits due to the abnormal demand for some lines, both in Canada and the United States, is moer apparent every day. The prices for the new crop will be higher as those making such heavy demands on the market, particularly for raisins, are prepared to pay higher prices. Quotations for the new crop are not available yet. Figs and dates will also be dearer, it is reported

Apricots, fancy	0 33	0 33
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 19	0 19
Peaches (fancy)	0 23	0 30
Do., choice, lb.	0 23	0 23
Pears, choice	0 30	0 33
Peels—		
Choice	0 26	0 26
Ex. fancy	0 39	0 39
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 26	3 26
Raisins (seeded)—		
Muscatsels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19 1/2	0 20
Turkish Sultana, 5 crown	0 27	0 27
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	0 20
Do., Greek (16 oz.)	0 24	0 24
Dates, Excelsior (36-10s), pkg.	0 15 1/2	0 15 1/2
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 48	0 48
Do., 2 1/2s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11	0 11
Do., Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 10-lb. box	2 75	2 75
Do., mats	3 00	3 00
Do., 23-lb. box	1 90	1 90
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 15	0 17

**New Pack Pineapple**

**Montreal.**  
**CANNED GOODS.**—The new Canadian pack of sliced pineapple is offered on the market this week at \$4.80 per doz. The supply is not very large, however. The new pack of blueberries in 2 lb. tins is quoted at \$2.25 per doz. This is slightly lower than last year's prices on blueberries. The crop was fairly heavy.

**CANNED VEGETABLES**

Asparagus (Amer.) mammoth		
green tips	6 35	6 35
Asparagus, imported (2 1/2s)	6 65	6 65
Beans, golden wax	2 00	2 00
Beans, Refugee	2 00	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 35	2 90
Squash, 2 1/2-lb., doz.	1 50	1 50
Sweetstach, 2 lb., doz.	1 30	1 30
Do., Can. (2s)	1 30	1 30
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2-lb. tins	1 00	1 00
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2 1/2s	1 32 1/2	1 37 1/2
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 95	1 95
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, New Pack—		
Standard, 2-lb.	1 82 1/2	1 82 1/2
Choice, 2-lb.	1 87 1/2	1 87 1/2
Early June, choice	2 05	2 05
Do., standard	2 00	2 00
Fine French, 2-lb.	2 80	2 80
Asparagus Tips	4 10	4 10

**CANNED FRUITS**

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2 1/2	4 80	5 15
Do., No. 2	20 90	20 90
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	9 50	9 50
Do., gal., table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	1 90
Do., 2 1/2s	5 25	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	1 00	1 00
New Pack Strawberries—		
Standard No. 2, per doz.	4 60	4 60
Choice grade	4 70	4 70
Fancy Preserved	5 50	5 50
New Pack Cherries, choice	4 00	4 00
Rhubarb, preserved	2 80	2 80
Canadian Pineapple (sliced)	4 80	4 80
New Blueberries, 2 lbs.	2 25	2 25

**Axle Grease Advances**

**Montreal.**  
**AXLE GREASE.**—There has been an advance this week in the price of axle grease, the yellow, 4 doz. to a case, has advanced 30 cents per case to \$8.60, Mica in 1 lb. tins, 4 doz. to a case, has advanced 30 cents to \$9.25. The Mica, in 3 lb. tins, 2 doz. to the case, has advanced 45 cents to \$11.60 per case. The advance is general in all lubricating oils and greases.

**Apples and Peaches Lower**

**Montreal.**  
**FRUIT.**—There is a splendid supply of fruit on the market this week. Niagara peaches have come through in good

supply and under splendid conditions. They are being sold at \$1.25 for large baskets. Pears are selling at \$1.75 a basket. Canadian fruit is dominating the market. There has been a splendid apple crop in the Eastern districts and Duchess apples are selling at \$7.00 and \$6.50 a barrel. Oranges are a little more expensive, there being an advance of 25 per cent. on a crate on nearly all quotations.

Apples, early, basket	0 80	1 00
Do., Duchess, per barrel	6 50	7 00
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	1 25	2 00
Grapefruit, Jamaican, 64, 80, 96	5 00	6 00
Do., Florida, 54, 64, 80, 96	6 00	6 00
Lemons, Messina	4 25	4 25
Oranges, Cal., Valencias	9 75	9 75
Do., 100s and 150s	8 75	8 75
Do., 176s and 200s	9 75	9 75
Cal. Navel—		
80s, 100s	7 50	7 50
120s	7 00	7 00
150s	7 50	7 50
176s, 250s	8 50	8 50
Florida, case	6 00	6 00
Pineapples, crate	8 50	8 50
Watermelons, each	1 00	1 00
Canadian Peaches, 11 qts.	1 25	1 25
Plums, 11 qts.	0 90	0 90
Pears, 11 qt. basket	1 75	1 75
Cantaloupes, crate (45)	9 00	9 00
Blueberries, box (Lake St. John)	4 50	4 50

**Vegetable Prices Lower**

**Montreal.**  
**VEGETABLES.**—Still lower prices follow on many vegetables this week. In some lines the market has quietened down with steadier prices. Corn is selling from 15 to 20 cents a dozen. Beets and carrots are cheaper, selling at 25c a dozen. Cauliflower has dropped about 50 cents a doz. to \$1.50. Montreal cabbage is selling for 50 to 65 cents per doz. The season for market gardening has been very good indeed and prices are lower than they have been for many seasons.

Beets, per doz.	0 25	0 25
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	0 20	0 20
Cucumbers, Montreal, per doz.	0 20	0 20
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	0 50	0 50
Carrots, doz.	0 25	0 25
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	0 50	0 50
Horseradish, lb.	0 60	0 60
Lettuce (Montreal), head, per doz.	0 75	0 75
Leeks, doz.	4 00	4 00
Mint	0 60	0 60
Mushrooms, lb.	1 00	1 00
Parsley (Canadian)	0 20	0 20
Peppers, green, doz.	0 60	0 60
Potatoes, Montreal (90-lb. bag.)	1 40	1 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	0 40	0 40
Spinach, box	0 75	0 75
Turnips, per doz.	0 40	0 40
Watercress (per doz.)	0 75	0 75
Lettuce (curly), 3 doz. in box	1 00	1 00
Montreal Tomatoes, per box	0 50	0 75
Cauliflower, per doz.	1 50	1 50
Spanish Onions, per case	5 75	5 75

**Lower Flour Prices on the Way**

**Montreal.**  
**FLOUR.**—"How soon will the change in the price of flour come?" seems to be the question on the market today. It is granted that the change will come. Millers are very optimistic about the wheat situation and the resulting price of flour. One miller today said to Canadian Grocer: "The change may come in a few days, it may be in a few weeks, but it is almost sure to be within thirty days. About the third week in September is the most logical time."

# ONTARIO MARKETS

**T**ORONTO, Sept. 3.—The feature of the markets this week is the decline of \$2.00 per hundred on sugar. There is an unsettled market for corn syrups with a possibility for lower prices. Cornflakes are lower. Cereals, both package and bulk, are weak. New pack Clover Leaf salmon is offered. One brand of chicken soup has advanced. Dried fruits are strong. Rice is firm. Potatoes are temporarily scarce. Oranges are higher.

## Sugar Unsettled

**Toronto.**  
**SUGAR.**—Immediately after the meeting of the Board of Commerce and the refiners, sugar declined \$2 per hundred, and the board is taking the credit for bringing down the price; on this point refiners have nothing to say. Refiners still claim that they have considerable raw sugar bought at high prices. The fact that sugar has slumped in the United States probably had something to do with the decline here, as sugar can be bought over the border and laid down in Canada at a lower figure than that quoted by the refiners. There is practically no movement in sugar at the present time, and whether further declines will materialize will depend on the American market and on the quantity of available second-hand sugar. Some resales of granulated have been made at prices lower than the market. Yellow sugar is offered in one quarter at \$20.71. In the meantime it is good policy to buy sugar on the hand-to-mouth basis.

St. Lawrence, extra granulated, cwt. \$22 21  
 Atlantic, extra granulated 22 21  
 Acadia Sugar Refinery, extra granulated 22 21  
 Dom. Sugar Refinery, extra granulated 22 21  
 Canada Sugar Refinery, granulated 22 21  
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.  
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.  
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## Corn Syrups Easy

**Toronto.**  
**SYRUPS.**—The market for corn syrups is unsettled. There is very little demand at the present time either by wholesalers or retailers. The weak condition of the corn market and the recent decline in sugar tend to make an easier tone in corn syrups, and a decline on this commodity are not unlikely.

**Corn Syrups—**

Barrels about 700 lbs., yellow	0 10
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 05
Cases, 5-lb. tins, white, 1 doz. in case	8 05
Cases, 10-lb. tins, white, 1/2 doz. in case	7 75
Cases, 2-lb. tins, yellow, 2 doz. in case	6 45
Cases, 5-lb. tins, yellow, 1 doz. in case	7 45
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 15
<b>Cane Syrups—</b>	
Barrels and half barrels, lb.	0 00
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00
<b>Molasses—</b>	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	0 00
New Orleans, bbls., gal.	0 50

Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 96
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60 6 95

## Cornflakes Lower

**Toronto.**  
**PACKAGE GOODS.**—Another change has taken place on corn flakes, Kellogg's Waxtite is now quoted at \$4.20 per case. McKay's Cream of Barley has advanced to \$6.40 per case. Purity oats are down to \$5.60 per case. Other quotations are unchanged.

**PACKAGE GOODS**

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

## Cereals Are Weak

**Toronto.**  
**CEREALS.**—The cereal market has a weak undertone, and it has been intimated that lower prices will prevail in the very near future. There have, as yet, been no price changes, but rolled oats and corn meal can be bought in some quarters below actual market quotations.

	Single Bag Lots
	F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	4 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25

Oat Flour	6 75
Corn Flour, 98s	6 25
Rye Flour, 98s	6 50
Roller Oats, 90s	6 00
Roller Wheat, 100-lb. bbl.	5 20
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/2
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 65
Farina, 98s	6 20

## New Salmon Offered

**Toronto.**  
**CANNED GOODS.**—New pack Clover Leaf salmon is offered at \$5.95 per doz. for flat ones, \$5.80 per doz. for tall ones and \$3.20 per doz. for halves. Aylmer cherry jam in 16-ounce jars is quoted at \$4.65 per doz. Connor Bros. clams, cases 48-20 ounce tins at \$8 per case. Wholesalers report that there is little demand for jams and canned goods, retailers generally not wanting to stock up at the present prices. Clark's chicken soup has advanced to \$2.45 per dozen. The pack of Norwegian Brisling sardines is reported light.

**Salmon—**

Sockeye, 1s, doz.	5 80	5 95
Sockeye, 1/2s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 60
Lobsters, 1/2-lb., doz.	5 90	6 50
Do., 1/4-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. tins, doz.	1 75	2 10
<b>Canned Vegetables—</b>		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.		1 90
Do., Early June, doz.		
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.		1 85
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	6 25
Do., shredded, 2s, doz.	4 75	6 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
<b>Jams—</b>		
Apricots, 4s, each		1 43
Black Currants, 16 oz., doz.		5 65
Do., 4s, each		1 50
Gooseberry, 4s, each		1 43
Do., 16 oz., doz.		5 35
Peach, 4s, each		1 25
Do., 16 oz., doz.		4 80
Red Currants, 16 oz., doz.		5 50
Raspberries, 16 oz., doz.		5 65
Do., 4s, each		1 50
Strawberries, 16 oz., doz.		5 65
Do., 4s, each		1 50

## Dried Fruits Strong

**Toronto.**  
**DRIED FRUITS.**—The dried fruit markets generally are strong. Currants have advanced in primary markets but locally prices are unchanged. Sales in the United States on new crop California raisins are reported to have been made although orders from Canada are not going through very freely. Large stocks of Spanish Valencia are expected to arrive, but opening prices have not yet been named. Spot stocks of raisins are not large and it is very doubtful whether the new crop will arrive much before Christmas.



Evaporated apples	0 21
Candied Peels, American—	
Apricots, cartons, 11 oz., 48s.	4 55
Lemon	0 48
Orange	0 50
Citron	0 80
Currants—	
Greek Filiatras, cases	0 16 1/2
Do., Amalias	0 18 1/2
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 70
Dromedary, 9 doz. in case	7 25
Fard, per box, 12 to 13 lbs.	3 50
Hallowee dates, per lb.	0 18 0 23
Figs—	
Taps-Comarde, lb.	0 10
Layer, lb.	0 25 0 40
Prunes—	
30-40s, 25s	0 31
40-50s, 25s	0 25 0 28
50-60c, 25s	0 23 1/2
60-70s, 25s	0 21 1/2
70-80s, 25s	0 18 1/2
80-90s, 25s	0 16 1/2
90-100s, 25s	0 15 1/2
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2 0 28
Choice, 25-lb. box, peeled	0 27 0 30
Fancy, 25-lb. boxes	0 29 0 30
Raisins—	
California bleached, lb.	0 27 1/2
Seedless, 15-oz. packets	0 29 0 30
Seeded, 15-oz. packets	0 29
Crown Muscatels, No. 1, 25s.	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 27 1/2

**Spices Unchanged**

**Toronto.**  
**SPICES.** — There is little movement in the spice market, which remains easy. Quotations are unchanged.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 80
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black	0 35	0 45
Do., white		0 85
Paprika, lb.	0 80	0 60
Chillies, lb.		0 55
Nutmegs, selects, whole 100s.	0 60	0 70
Do., 80s		0 50
Do., 64s		0 70
Do., ground	0 40	0 40
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 25
Coriander seed		0 30
Caraway seed, whole		0 28
Tumeric		0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

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

**Tea Market Steady**

**Toronto.**  
**TEAS.** — The tea market is fairly steady, with a firm undertone in primary markets. Quotations on spot stocks are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
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 Market Steady**

**Toronto.**  
**COFFEE.** — The coffee market is unchanged in so far as spot stocks are concerned. Coffee futures, however, have opened at lower prices but this will not affect this market for some time. The demand has somewhat improved.

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

**New Zealand Honey to Arrive**

**Toronto.**  
**HONEY.** — The Bee-Keepers' Association are still holding out for 28 cents per pound on honey. Produce men refuse to pay this price as they state that it is too high. Shipments of New Zealand honey are expected to arrive any day, and produce men state that they are laying this down around 23 cents per pound; they also state that they expect to buy American honey very reasonable.

**Rice Market Firm**

**Toronto.**  
**RICE.** — The primary market for Southern rice has developed a firmer tone. The demand is quiet at this season.

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

**Nut Market Firmer**

**Toronto.**  
**NUTS.** — The nut market is fair and quotations are steady. Spot stocks of shelled walnuts are fairly well cleaned up, and quotations are slightly firmer. Unsweetened coconut is easier and quotations are down three cents per pound, being now quoted at 35 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 35
Do., sweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.		0 26 1/2
Brasil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 60	0 65
Filberts, lb.		0 38
Walnuts, Bordeaux, lb.	0 63	0 65
Do., Manchurian		0 60
Peanuts, Spanish, lb.		0 22
Do., Chinese, 30-32 to oz.		0 17
Brasil nuts, lb.		1 00
Pecans, lb.		1 15

**Oranges Are Higher**

**Toronto.**  
**FRUIT.** — Valencia oranges are quoted 50 cents to \$1 per case higher, and the market is firm. Canadian fruits are in abundance, with prices steady to easy. Crawford peaches are arriving freely at \$1.50 per 11-quart basket and 85 cents for 6-quart basket. A few huckleberries are offered at \$3 to \$3.50 per basket. Plums are offered at 40 cents to \$1 per basket, according to variety.

Oranges, Valencias—		
126s		8 50
150s		9 00
176s, 200s, 216s, 250s		10 00
Bananas, Port Limons		11 00
Lemons, Cal., 240s		5 50
Do., Messinas, 300s		5 50
Grapefruit, California, 80s, 96s	4 25	4 50
Watermelons, 26-lb. aver., each		1 00
Cantaloupes, Cal., case, 45s		5 50
Georgia Peaches, 6-bskt. crates		5 75
Blueberries, bskt.	3 00	3 50
Lawton Berries		0 35
Pears, Bartlett's, box		6 50
Grapes—		
California Malaga, box		4 75
Apples, Duchess, box		2 00
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 40	0 50
Do., 11-qt. basket	0 75	1 00
Peaches, 6-qt. basket		0 85
Do., 11-qt. basket		1 50

**Potatoes Scarce**

**Toronto.**  
**VEGETABLES.** — Potatoes are rather scarce at the present owing to the fact that farmers are busy with the harvest, making supplies difficult to obtain. Spanish onions have arrived and are quoted at \$6.75 per large crate. Other vegetables are in abundance at reasonable prices.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 50	0 75
Green Onions, doz. bunches	0 30	0 40
Parsley, domestic, per 11-qt. bask.		1 00
Cucumbers, per 11-qt. basket	0 40	0 50
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches		0 40
Wax Beans, home grown, bskt.	0 40	0 50
Onions, 100-lb. sack		4 25
Do., Spanish, large crate		6 75
Do., Do., small crate		3 50
Tomatoes, Ontario, 11-qt. bskt.		0 50
Green Peppers, hot, 11-qt. bskt.		0 40
Do., sweet, 11-qt. bskt.		0 65
Vegetable Marrow, doz.		0 50
Celery		1 00
Egg plant, 11-qt. bskt.		1 00
Potatoes, per bag	2 00	2 25
Corn, per doz.	0 20	0 25

**Flour Declines**

**FLOUR.**—Coinciding with the exit of the Canada Wheat Board, flour has declined 60 cents to \$1.60 per barrel. Old crop standard government flour that has been quoted at \$14.85 is now \$14.25, a decline of \$1.10 and second grade is are now going back to the pre-war system of milling and will again use the patent process. The new crop patent flour is now quoted at \$13.75 per barrel, a decline of \$1.10 and second grades is quoted at \$13.25, a drop of \$1.60 per barrel.

# WINNIPEG MARKETS

**W**INNIPEG, Sept. 3.—Few changes are noted in the markets this week. Sugar has shown another decline and the market has a decidedly easy tone with a tendency for a further decline. New pack sockeye salmon is on the market and offered at \$21.75 per case for ones and \$23.50 for halves. The primary market for peppers has advanced one cent per pound. New Orleans rice has arrived on the market and is quoted at lower prices. Shelled almonds are firmer. Some lines of canned meats and soups have advanced, also one brand of baking powder.

## Sugar Declines

**Winnipeg.**  
**SUGAR.**—The New York raw sugar market continues very weak, with further decline. Refiners are not purchasing at market quotations, and they do not seem at all interested. Some bids, however, have been made, but they are much under the market quotations. It looks as if a further decline will have to take place before buyers and sellers can get together. The tone of the general sugar market is weak, but there seems very little chance of further decline in Manitoba as sugar prices are now 1½ cents per pound lower than sugar quoted in Eastern provinces. Sugar is being offered to the trade at \$21.65 per hundredweight.

Redpath, granulated, 100-lb. bag	21 65
St. Lawrence, gran., 100-lb. bag	21 65
Atlantic, granulated, 100-lb. bag	21 65
Dominion, granulated, 100-lb. bag	21 65
Acadia, granulated, 100-lb. bag	21 65
Yellow Sugar, No. 2, 100-lb. bag	.....
Powdered Sugar, 50-lb. boxes,	
per cwt.	23 90
Iceing Sugar, 50-lb. boxes, per cwt.	24 00
Lump Sugar, soft, 100-lb. boxes	24 10
Do., hard, 100-lb. boxes, per box	24 30
Cubes, 100-lb. boxes, per box	23 90

## Corn Syrup Unchanged

**Winnipeg.**  
**SYRUPS.**—There is practically no change in the corn syrup market this week. With the increased freight rates in view we cannot see any decline in corn syrups for at least another forty-five days.

**CANE SYRUPS—**

2-lb. tins, 2 doz. in case	9 45
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, ½ doz. in case	10 75
20-lb. tins, ¼ doz. in case	10 50

**CORN SYRUP—**

Cases, 2 lb. tins, white, 2 doz. in case	7 35
Cases, 5 lb. tins, white, 1 doz. in case	8 40
Cases, 10 lb. tins, white, ½ doz. in case	8 05
Cases, 20 lb. tins, white, ¼ doz. in case	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	7 80
Cases, 10 lb. tins, yellow, ½ doz. in case	7 55
Cases, 20 lb. tins, yellow, ¼ doz. in case	7 55

**MAPLE SYRUP—**

Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25

**TABLE SYRUP—**

Maple flavor, 2½s tins, per case of 3 doz.	12 75
Do., 5s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50

Above subject to a discount of 10 per cent.

**MOLASSES, BARBADOES—**

2-lb. tins, 2 doz. case	6 75
5-lb. tins, 1 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70

**MOLASSES, BLACKSTRAP—**

1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

## Starch Market Steady

**Winnipeg.**  
**STARCH.**—From the latest reports manufactured starches have declined a half cent a pound and are being offered at 8½ cents a pound to manufacturers. Glucose has declined a cent and a half this week and is now being offered at \$8.85 per hundred pounds net f.o.b. Winnipeg.

## New Canned Salmon Arrives

**Winnipeg.**  
**CANNED GOODS.**—The new pack of canned sockeye salmon is now on the market and is being offered at \$21.75 for 1s, tall, and ½s, flat, \$23.50. In spite of the difference, however, between sockeye and cohoes and the low price of pinks buying has been heaviest for the best grade of sockeye. The new pack canned strawberries and Cuban pineapple arrived this week. The Dominion Cannery, Ltd., of Hamilton, Ont., advise that their pack of tomatoes will be available for shipment very shortly. There is, however, only a very limited quantity, but same will serve to fill the requirements of those whose stocks will be exhausted before the general pack is available.

## Bean Market Firm

**Winnipeg.**  
**BEANS.**—Oriental beans, which are used very largely throughout the Prairie Provinces, show at present a wide spread in quotations. For those not familiar with the out-turn of 1919 the crop may be somewhat misleading. The situation is that, No. 1 quality Oriental beans are difficult to obtain, and prices are ruling very firm for beans of the above description. The markets, however, are overloaded with beans of inferior quality and these are being sold for what they will bring.

## Tea Remains Unchanged

**Winnipeg.**  
**TEA.**—There has been no change in the tea market this week. Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

## Coffee Market Quiet

**Winnipeg.**  
**COFFEE.**—The primary coffee market is very quiet with very little interest being shown. The general opinion is that the market will advance considerably as spot stocks have been cleared up. The Rio coffee market advanced 1½ cents per pound this week. As far as the local market is concerned coffee is in fair demand, with practically no change on the higher grades.

## Pepper Market Firm

**Winnipeg.**  
**SPICES.**—The primary pepper market is firm and it is reported that black pepper advanced 1 cent per pound, while white pepper advanced 1½ cents per pound.

## Rice Quoted Lower

**Winnipeg.**  
**RICE.**—New Orleans rice has arrived on the market and is considerably lower than for previous months.

**RICE—**

No. 1 Japan, 100-lb. sacks, lb.	0 15½
Do., 50-lb. sacks, lb.	0 15½
Siam, Elephant, 100-lb. bags	0 13
Do., 50-lb. bags, lb.	0 13½
Sago, sack lots, 150 to 150 lbs,	
per lb.	0 11¼
Do., in less quantities, lb.	0 11¼
Tapioca, pearl, per lb.	0 10

## Dried Fruits Quiet

**Winnipeg.**  
**DRIED FRUIT.**—The outstanding feature of the dried fruit situation is the lack of interest being taken by the jobbing trade in the new crop goods at the high opening prices. This is accounted for to a large extent by the fact that jobbers have found the high prices of last year's goods materially cut down the volume of trade in these lines, and are adopting a policy of deferring purchases until in actual need of the goods. If any exception to the above it is in the case of raisins, a moderate interest is being shown because it is realized that new crop of raisins will come on an absolutely bare market, although prices which have been named are considered unduly high.

### DRIED FRUIT

Evaporated Apples, per lb.	0 20
Currants, 90-lb., per lb.	0 21
Do., 8 oz. pigs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 2 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16½
Do., Smyrna, per lb.	0 22
Do., black, cartons, per carton	0 20
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 29

## Shelled Almonds Firmer

**Winnipeg.**  
**NUTS.**—Shelled almond market shows a much firmer tendency this week. Quotations on new crop of shelled almonds show an advance of 2 to 3 cents a pound. New crop of extra Bordeaux halves are being offered for December and January delivery at reasonable prices as compared to the prices of new cracked shipments arriving here in October and November. No. 1 Spanish shelled peanuts are being offered at 12½ cents a pound

f.o.b. Virginia; the market is a little erratic.

**Bananas Very Scarce**

**Winnipeg.**  
**FRUITS.**—Fruits are in good demand and prices are practically the same as quoted in last week's issue. Bananas have been very scarce and fruit houses report that they have been unable to fill some orders. There is a tendency for an increased price. New Washington apples, pears, plums, and peaches are arriving; blueberries remain very scarce and prices for same are high.

FRUITS—	
Lemons, Cal., per case	6 00 7 00
Bananas, per lb.	0 13 0 14
Peaches, Cal., case	2 75
Plums, per case	4 50 5 00
Cantaloupe, Stand., 45s, per case	7 50
Do., flats, 12s to 15s, per case	3 50
Cocoanuts, per doz.	1 75
Dates, 36 pkgs. to case	7 25
Figs, per case	4 00
Do., 10-lb. boxes	3 50
Oranges—	
200s and smaller	10 00
176s	9 50
150s	8 50
126s	7 50
New Apples, per box	4 25
Pears, Cal., per case	7 50
Raspberries, per case	7 50

**Vegetables Are Lower**

**Winnipeg.**  
**VEGETABLES.**—Ontario tomatoes are arriving freely and are now being offered at \$1 per basket. Local Manitoba tomatoes are arriving freely and are

being offered at 12½ cents a pound. Cabbage, beans, carrots, peas, and other vegetables are in abundance and prices remain the same.

**VEGETABLES**

Carrots, new, per lb.	0 04
Beets, new, per lb.	0 03
Turnips, new, per lb.	0 03
Leaf Lettuce, per doz.	0 30
Radish, per doz.	0 65
Green Onions, per doz.	0 30
Cucumbers (hothouse), per doz.	2 25
Cabbage (new), per lb.	0 04
New Potatoes, per bushel	2 00
Onions (Cal. Bermuda sack), per sack	5 00
Peas, per lb.	0 10
Cauliflower, per doz.	1 50
Celery (B.C.), per doz.	0 11 0 12
Rhubarb, per lb.	0 03½
Tomatoes, per basket	1 50
Head Lettuce, per doz.	0 75

**Canned Meats Higher**

**Winnipeg.**  
**MISCELLANEOUS.**—Following lines of Clarke's canned meats have declined from 10 to 45 cents per dozen and are now selling as follows:

C.C. Beef, 1s	4 25
Do., 2s	8 50
Roast Beef, 1s	4 25
Do., 2s	8 50
Boiled Beef, 1s	4 25
Do., 2s	8 50
Potted and Devilled Meats, ¼s.	0 90
Do., ½s	1 50
Pate de Foie, ¼s	0 90

Clarke's Chicken Soup advanced 55 cents a dozen, and is now being quoted at \$2.45 per dozen. Eggo Baking Powder advanced all the way from 10 cents to 50 cents a dozen according to size. Four oz. cans, \$1.55; 9 oz. cans, \$2.85; 12 oz. cans, \$3.65; 16 oz., \$4.45; 2½s, \$9.85; 6s, \$18.50; 10s, \$25.50; 2/60s, \$24.60.

**VANCOUVER MARKETS**

**VANCOUVER, Sept. 2.**—Sugar has declined another \$1.00 per hundred, bringing the price down to \$21.00. Rolled oats has declined. Prices on new pack peas, fruits and salmon are announced. Tapioca and sago are in a weak market. Nuts are likely to be lower. Peanut butter is lower. Oranges are quoted higher. New peels are quoted at higher figures.

**Sugar Declines**

**Vancouver.**  
**SUGAR.**—A recent decline of a dollar a hundred brings the price to \$21.00.

**Rolled Oats Lower**

**Vancouver.**  
**CEREALS.**—A decline is announced of 40 cents per gunny on two brands of rolled oats.

**New Canned Peas**

**Vancouver.**  
**CANNED GOODS.**—The prices of canned peas, new season's pack, stands at \$2.10 and \$2.25 for Early June. The following prices prevail on canned fruit, this season's pack:—Raspberry, \$5.75; strawberry, \$5.25; loganberry, \$5.75; lawtonberry, \$4.75. Singapore pineapple on the market sells at \$3.75. Sockeye sells to the trade at: talls 21.50; half flats, 23.00. There is more inquiry about pilchards every day. The pack so far has not been big, but there is still time for a good run, and after the sockeye have been taken care of, a good pack of pilchard should be canned. A steady sale for pilchard is enjoyed in

Vancouver and Victoria, the fish caught so far this season are in prime shape, and the price is still quite attractive.

**Sago is Weak**

**Vancouver.**  
**SAGO.**—Sagos and tapiocas are weak. The price is \$8.50 per hundred.

**Nuts to Be Lower**

**Vancouver.**  
**NUTS.**—Prices should all be lower for this season. Most of the almonds used here come from Bordeaux, and if they are shipped in September, and arrive in good time, the price will likely be around 25 cents whole, 55 cents shelled against prices last year of 34 and 70. New prices have not been named on walnuts, but they are expected to be easier. A decline is posted on coconut, present quotations being around 25 cents per pound in the 180 pound original cases.

**Cornflakes Decline**

**Vancouver.**  
**PACKAGE CEREALS.**—Cornflakes are now selling as follows:—Kellogg's

Waxtite \$4.20 per case and Kellogg's London \$4.40 per case. Pancake flour—Advance of 50 cents per case of 36 is noted. The price of a well known brand to-day is \$7.40 per case. A decline of half a cent is noted on starches.

**Beans Are Steady**

**Vancouver.**  
**BEANS.**—The market on beans is steady, Kotonashi beans selling at 7½ cents.

**Oranges Higher**

**Vancouver.**  
**FRUITS.**—The season on preserving apricots is over, and it has been a poor one for the fruit jobbers here. They never have been able to get half what they needed for their trade. A heat spell in the fruit growing valleys brought on sudden ripening that didn't give the growers an opportunity to pack for shipment. And the crop was a disappointment as regards size.

**PEACHES.**—It is not expected that there will be enough peaches to fill all orders. The whole Okanagan crop is said to be sold now, and the crop is about half what was expected.

**APPLES.**—B.C. apples will likely be high. The growers are asking for McIntosh Reds and Jonathans \$2.75 at shipping point. The crop is not a bumper one, and the demand is very brisk.

**ORANGES.**—Owing to unprecedented demand, the growers in California have put a price on oranges that makes them cost \$10.40 to lay down in Vancouver or Victoria. It is thought by the trade that \$12 oranges will not enjoy a large popular demand. Lemons are cheap, selling at \$5.00.

**Onions May Be Higher**

**Vancouver.**  
**VEGETABLES.**—Onions have been as low as 75 cents at Walla Walla; that figure does not pay the grower, and although the price recently was \$1.15 per hundred, the quotations have been withdrawn from the Walla Walla market, and the trade expects that the new quotations when made will be nearer the \$2.00 mark.

**Salt Advanced**

**Vancouver.**  
**MISCELLANEOUS.**—Salt has advanced 30 cents per barrel in bulk and 30 cents per case in shaker cartons. Mustard.—Coiman's mustard is quoted at an advance of a cent per pound. Washboards.—Glass washboards are quoted at prices \$1.00 a dozen higher; zinc ones 75 cents higher. An advance is noted on clothes pins of 45 cents per box of two gross.

**New Peel Quoted**

**Vancouver.**  
**PEEL.**—Peel prices are higher. Lemon and orange peel is quoted at an advance of 6 cents and citron peel at a figure 20 cents higher than formerly.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Sept. 2.—The sugar situation is evidencing much interest among the trade; the general opinion is that next month sugar will be much lower than the present rate of \$22.10 for granulated and \$19.50 for yellow. Ontario cheese is quoted at 30 cents the pound, which is one cent higher than last week. Eggs are 67 to 68 cents per dozen, a one cent advance over last week. Creamery prints are 66 and 67 cents per pound, while solids are 61 and 62 cents. Potatoes are now selling at \$2.75 per 90 pound bag, a 50 cent drop on last week's price. California lemons are gone up \$2.50 on the case, making the present price \$7.50 per case. California oranges are selling at \$10.00 per case for 100's and \$11.00 per case for 200's.

Flour, No. 1 patents, bbl., Man...	16 50
Cornmeal, bags	5 25
Rolled oats, per bag	6 50
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 65
Sugar, standard, granulated	22 10
Do., No. 1 yellow	19 50
Cheese, Ont., twins	0 30
Eggs, fresh, doz.	0 67
Lard, compound	0 24
Lard, pure, lb.	0 29
American clear pork, per bbl.	48 00
Tomatoes, 2 1/2s, standard, doz.	2 20
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 66
Do., dairy, per lb.	0 50
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 10
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	11 00
Do., Pinks	15 00
Do., Cohoes	8 00
Do., Chums	0 21
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	2 75
Potatoes, Natives, per 90-lb. bag	5 50
Beans, white	8 00
Do., Yellow Eye	7 50
Lemons, Cal., case	5 00
Grapefruit, Cal., case	10 00
Oranges, Cal. 100s	11 00
Do., Cal. 200s	0 10
Bananas, per lb.	1 60
Oats, per bush	1 75
Watermelons, each	5 00
Apples, American, box	1 00
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 07
Cabbage, native, lb.	0 07
Cal. Peaches, crate	3 25
Cal. Plums, crate	4 50
Cal. Pears, crate	7 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 2.—The most interesting feature in the markets is the drop in sugar of \$2.00 per hundred, bringing the price down to \$22.10 for granulated and \$21.60 for yellow. Local dealers are inclined to think that this drop is only temporary and that prices will be firmer again shortly. Cheese is a little higher, being quoted at 29 1/2 to 30 cents per pound. American clear pork is quoted at 47 to 50 cents per pound. Case eggs have slightly advanced, being quoted at 62 to 65 cents per dozen. Potatoes are arriving freely and are holding firm at \$4.50 per barrel. Bananas are 11 to 12 cents per pound and oranges are selling at \$9.00 to \$12.00 per case.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 75
Rolled oats	12 25
Rice, Siam, per 100 lbs.	14 25
Tapioca, 100 lbs.	16 00
Molasses	1 70
Sugar—	
Standard, granulated	22 10
No. 1 yellow	21 60
Cheese, N.B.	0 29 1/2
Eggs, fresh, doz.	0 68
Do., case	0 62
Lard, pure, lb.	0 28 1/4
Do., compound	0 24 1/4
American clear pork	47 00
Tomatoes, 2 1/2s, standard, case	4 35
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 55
Do., tub	0 50
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	11 30
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	15 00
Do., Cohoes	8 00
Do., Chums	0 21
Evaporated Apples, per lb.	0 27 1/2
Do., Peaches, per lb.	4 50
Potatoes, Natives, per barrel	7 00
Lemons, Cal., case	7 50
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 11
Oranges, case	9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 2.—Another drop of 50 cents on sugar this week. One line of cornflakes which advanced re-

cently to \$4.80 has declined to \$4.40; another brand has declined 30 cents per case. Oyster shell is quoted to arrive at \$2.45. New laid eggs are \$18.50 to \$19.00 per case. Large washed Brazil nuts, 33 to 38 cents per pound. Candied peels are quoted, lemon 45 cents, orange 47 cents and citron 72 cents per pound. Flour market uncertain, some mills offering one dollar per barrel off present prices, but lower prices are expected. Local potatoes are \$45.00 per ton. Dairy butter 45 to 50 cents per pound.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolle doats, 80s	5 30
Rice, Siam	12 60
Japan, No. 1	14 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt.	21 97
Cheese No. 1, Ont., large	0 32 1/2
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 60
Do., dairy, lb.	0 45
Lard, pure, 3s	17 10
Eggs, new laid, local, case	18 50
Do., storage, case	17 00
Tomatoes, 2 1/2s, standard, case	4 60
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18 1/2
Potatoes, local, ton	45 00

## VITAL STATISTICS

(Continued from page 47.)

store, but also the absence of personality and the influence on sales that always is exercised by the individual selling the goods. Your store will not show exactly these proportions, and therefore you should study your own store in this way to see what you are doing.

Finally, look at that item of shrinkage at the foot of the table. There is something you know practically nothing about so far as reliable data go, and it is about as valuable as any information could be to you. If you consider that two per cent. is the average net profit in our business now, you can appreciate the influence of 1.66 per cent. one way or the other.

There are any number of other angles to this tabulation. I think it is the most valuable single set of facts and figures I have ever seen. I'll be glad to have anybody's views on it.

# PRODUCE AND PROVISIONS

## Refrigeration Equipment Helps Sales of Meats and Provisions

Casorso Bros., Ltd., Kelowna, B.C., Have Their Own Plant for Making Ice—Can Display Fresh Meats in Windows on the Hottest Days in Summer

ACCORDING to Casorso Bros., Ltd., Kelowna, B.C., proprietors of the Sanitary Market, refrigeration equipment increases sales of meats and provisions. Because of this fact, this firm has left no stone unturned to provide complete facilities for delivering meat to their customers in the finest possible state. A plant for making ice for their own use, and also for the townspeople, was built by Casorso Bros., and the counters and windows of the store are piped from the plant. On the hottest days in summer, fresh meats can be displayed in the windows and on the counters.

The cutting rooms and cold storage rooms are faced off from the store by a plate glass partition. Two hundred quarters of mutton and 60 cattle can be stored in these rooms at one time. They cure all their own ham and bacon, make all the bologna and sausages.

Casorso Bros., Ltd., own a large ranch a few miles from the town, where practically all supplies for the store come from. Seven hundred head of cattle, besides large herds of sheep and other animals are cared for on the ranch. A. H. Casorso is manager of the retail store, and Louis Casorso is ranch manager.

## Making Sales of Chicken Feed Profitable

Chas. Farr, London, Ont., Says That Selling Chicken Feed Means the Sale of Many Other Lines in Groceries—Has Also Built Up a Reputation for Eggs and Butter.

"CHICKEN feed is one of the most profitable lines we sell," stated Chas. Farr, retail grocer, London, Ont., to Canadian Grocer recently. "Last year our sales amounted to \$6,000 and if the sales are increased the second half of this year like the first part, our sales in 1920 will be nearly double those of last year."

Chas. Farr's store is located in the thickly populated residential district of South London. Many citizens keep chickens in that part of the city either for pleasure or for profit. There are other stores which also sell chicken feed, but Mr. Farr, realizing the profit there was in this line, grasped the opportunity to make chicken feed a feature. Situated on a corner, the store is admirably located to handle feed. At the rear there is another store facing the side street; it was recently taken over by Mr. Farr. A connecting door opens be-

tween the two stores, thereby adding to the length of the store proper. This rear addition is used for the feed department, besides allowing ample space for the storage of the bulkier articles, such as flour, sugar, etc.

### Helps Sales of Other Lines

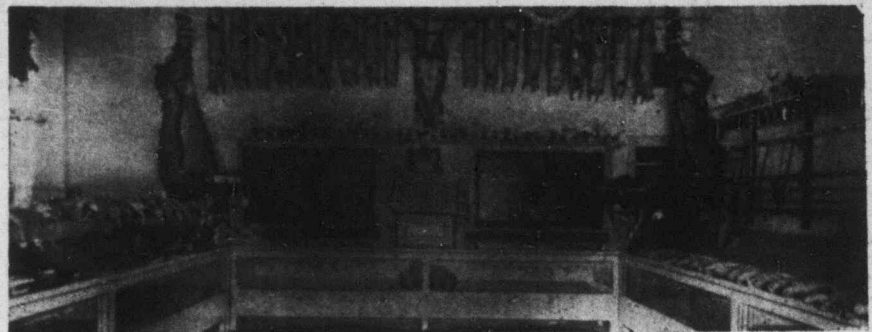
Another item of importance in the selling of chicken feed, according to the experience of Mr. Farr, is that it has a tendency to make sales on other articles and to bring new customers to the store. "When people order their chicken feed they invariably buy other things too," said Mr. Farr. "We have also made many new customers. People who at first were just buying feed are now buying all their groceries here. It is certainly good business, just as easy to put up a dollar's worth of feed, as it is to put up a dollar's worth of sugar, and certainly the profit is greater."

### Gets Reputation for Eggs

To get a reputation for selling a higher quality of certain lines is the aim of the majority of merchants. Some feature one line, some another. Chas. Farr specializes on butter and eggs. "Send your customers eggs that you know positively are new laid and gilt edge butter and you have no trouble to get their confidence," continued Mr. Farr. Butter and eggs in some stores are mere incidentals in the long list of articles sold in the grocery, but in the minds of customers a stale egg or butter that is a trifle off flavor are almost unforgivable.

"I do not know of any article that is the cause of so many complaints and sometimes the loss of a customer as bad eggs and butter," Mr. Farr added. "We have got in touch with a number of good farmers who bring their eggs direct to us every week and sometimes twice. Of course we sell a large quantity of creamery butter, but we also have a large demand for dairy. In fact we can barely fill orders some days. We usually

(Continued on page 62.)



The Sanitary Market owned by Casorso Bros. at Kelowna, B.C., is the last word in up-to-date refrigeration.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Sept. 3.—The shortage of help on the farms at this heavy harvest season is strongly reflected on the produce market this week. Beef cattle are very scarce, dairying seems to be hampered, with resulting higher prices on butter this week. The shortage of eggs is not improved and high prices are still being paid. The quotations on all meats are very strong. There is a better supply of lake fish on the market than there has been for some time.

### Shortage of Beef Cattle

Montreal.

**FRESH MEAT.**—There is no change this week in the price of fresh meat; the market quotations are rather high for this time of the year and cattle are not reaching the market. One of the big packers in Montreal said to Canadian Grocer today: "Last year we were killing between 2,000 and 2,500 head of cattle a week, this year it is only running 700 head per week. This is not because the cattle are not in the country, but may be accounted for by the heavy harvest and the lack of labor in the country. The farmers are turning all their attention to getting in the harvest and are too busy to deal with the drovers. It is expected, however, that cattle will come in later in the Fall and that there will be a very good supply with probably lower prices." Indications are that better conditions will exist within the next four or five weeks.

#### FRESH MEATS

Hogs, live (selects) .....	0 19½	0 20
Hogs, dressed—		
Abattoir killed, 65-90 lbs.....	0 30	0 31
<b>Fresh Pork—</b>		
Legs of pork (foot on) .....	0 35	
Loins (trimmed) .....	0 42	
Bone trimmings .....	0 33	
Trimmed shoulders .....	0 28	0 32
Untrimmed .....	0 27	
Pork sausage (pure) .....	0 25	
Farmer Sausage .....	0 20	
<b>Fresh Beef—</b>		
(Cows)		(Steers)
\$0 20 \$0 31 ..Hind quarters..	\$0 23	\$0 35
0 10 0 15 ..Front quarters..	0 14	0 19
0 30 0 42 ..Loins .....	0 36	0 46
0 20 0 30 ..Ribs .....	0 30	0 38
0 12 0 16 ..Chucks .....	0 14	0 20
0 30 0 34 ..Hips .....	0 32	0 36
Calves (as to grade) .....	0 15	0 26
Spring lamb, carcass .....	0 25	0 31
Fresh sheep, carcass .....	0 18	0 21

### Barrelled Meats Unchanged

Montreal.

**BARRELLED MEATS.**—There is no change this week, either in the price of barrelled meats or in the demand which is small for home consumption. The prices as given here were reduced two weeks ago.

#### BARRELLED MEATS

<b>Barrel Pork—</b>	
Canadian short cut (bbl.), 30-40 pieces .....	54 00
Clear fat backs (bbl.), 40-50 pieces .....	52 00
Heavy mess pork (bbl.) .....	46 00
Plate Beef .....	28 00
Mess Beef .....	25 00
Bean Pork .....	44 00

### Bacon Prices Hold Firm

Montreal.

**BACON.**—With the continuing high prices of fresh meat the price of bacon is very strong. The demand is good, but the supplies needed for export and for cold storage are not available.

#### BACON—

Breakfast, best .....	0 37	0 46
Smoked Breakfast .....	0 28	0 44
Cottage Rolls .....	0 40	
Picnic Hams .....	0 30	
Wiltshire .....	0 36	0 44

#### MEDIUM SMOKED HAMS—

Weight, 8-14, long cut .....	0 40
Do., 14-20 .....	0 40
Do., 20-25 .....	0 36
Do., 25-35 .....	0 32
Over 35 lbs. ....	0 30

### Cooked Meats in Demand

Montreal.

**COOKED MEATS.**—There is a very big demand for cooked meats at this season and packers are pressed for supplies. There is no change in the prices this week.

Jellied pork tongues .....	0 49
Jellied pressed beef, lb. ....	0 35
Ham and tongue, lb. ....	0 42
Veal .....	0 30
Hams, cooked .....	0 63
Shoulders, roast .....	0 50
Shoulders, boiled .....	0 43
Pork pies (doz.) .....	0 90
Mince meat, lb. ....	0 19
Sausage, pure pork .....	0 25
Bologna, lb. ....	0 18
Ox tongue, tins .....	0 66

### Cheese Production Low

Montreal.

**CHEESE.**—The cheese market continues as it has been for the last few weeks, rather weak. There is no change in price, but it is expected that later on in the Fall the market will firm up with better supplies at hand. There is a very good market for export if the cheese market comes up to its average production of past years for the season.

New, large, per lb. ....	0 23
Twins, per lb. ....	0 23
Triplets, per lb. ....	0 23
Stilton, per lb. ....	0 37
Fancy old cheese, per lb. ....	0 34
Quebec .....	0 28

### Shortening Prices Hold

Montreal.

**SHORTENING.**—No change has occurred this week in the market for shortening, the prices being lower than last week and sales are reported very good.

#### SHORTENING—

Tierces, 400 lbs., per lb. ....	0 26½
Tubs, 60 lbs., per lb. ....	0 26½
Pails, 20 lbs., per lb. ....	0 26
Bricks, 1 lb., per lb. ....	0 27

### Lard Prices Unchanged

Montreal.

**LARD.**—The lard prices are unchanged this week following the drop that occurred one week ago. Sales are very good and these quotations will hold this week.

#### LARD—

Tierces, 360 lbs. ....	0 26½
Tubs, 60 lbs. ....	0 27
Pails, 20 lbs. ....	0 27½
Bricks .....	0 29

### Margarine Sales Small

Montreal.

**MARGARINE.**—There is no change in the price of margarine this week. The demand is not large at this season and quotations remain the same.

#### MARGARINE—

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

### Butter Prices Higher

Montreal.

**BUTTER.**—Both dairy and creamery butter is dearer this week. Probably the harvest season is responsible to some extent, all the farmer's attention being called in that direction. The new price is 60 and 61c. for creamery, while dairy is also up one cent per pound.

#### BUTTER—

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

### Egg Market Still Strong

Montreal.

**EGGS.**—The supply of eggs coming to the market is not improving. Probably the lack of help on the farms at this heavy harvest time is responsible to some extent but there is certainly a poor supply available. Strictly new laid eggs are selling at seventy-two cents per doz., selected at 68c. and No. 1 at sixty cents. The egg market is certainly holding very firm at these prices.

### Better Supply of Lake Fish

Montreal.

**FRESH FISH.**—The fresh fish market is practically unchanged this week. Fresh salmon is rather scarce, but there is a better supply of lake trout, doree and pike. Fresh halibut is arriving in good supply from the coast. Haddock and cod are in better supply than they have been for some time. There are no changes in price this week.

#### FRESH FISH

Haddock .....	0 06
Steak cod .....	0 10
Market cod .....	0 07
Mackerel .....	0 15
Flounders .....	0 05
Prawns .....	0 50
Live Lobsters .....	0 60
Skate .....	0 12
Shrimps .....	0 50
Whitefish .....	0 20

Shad	0 18
Gaspé salmon	0 40
Halibut	0 25
Gaspereaux, each	0 05
Whitefish	0 20
Lake trout	0 24
Brook trout	0 50
Pike (dressed)	0 15
Perch	0 13
Fresh eels, per lb.	0 13
Fresh herrings, each	0 03
Doree	0 24
<b>FROZEN FISH</b>	
Halibut, large and chicken	0 17 0 18
Halibut, Western, medium	0 23
Haddock	0 07
Mackerel	0 15
Smelts, No. 1, per lb.	0 17
Smelts, extra large	0 25
Smelts (small)	0 09
Pike, headless and dressed	0 13
Market Cod	0 06 0 06 1/2

Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08 1/2	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon		0 23
<b>SALTED FISH</b>		
Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	6 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20
<b>SMOKED</b>		
Finnan Haddies, 15-lb. box	0 13	
Fillets, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per box	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 35	

Choice jellied ox tongue, lb.	0 66
Jellied calves tongue	0 52
Ham bologna, lb.	0 20
Large bologna, lb.	0 17 0 18
Spice beef, lb.	0 32

Above prices subject to daily fluctuations of the market.

**Eggs Are Unchanged**

**Toronto.**  
**EGGS.** — There is practically no change in the market for eggs. Receipts are fair. Fresh eggs are quoted at 60 to 62 cents per dozen. Extra selects are quoted at 65 to 66 cents.

<b>EGGS—</b>		
Fresh, selects	0 65	0 66
Fresh	0 60	0 62
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

**June Cheese 31 Cents**

**Toronto.**  
**CHEESE.** — The cheese market is fairly steady, although June cheese is up one cent per pound, and is now quoted at 31 cents. Stilton cheese is quoted at 35 to 36 cents per pound.

<b>CHEESE—</b>		
Large, old	0 33	0 34
Do., new	0 30	0 31
Stilton	0 35	0 36
Twins, 1c higher than large cheese.		Triplets 1 1/2c higher than large cheese.

**Butter Market Firm**

**Toronto.**  
**BUTTER.** — The butter market is firm, with slightly higher quotations on the better grades of creamery. There is considerable second grade creamery on the market which makes quotations vary from 58 to 63 cents per pound.

<b>BUTTER—</b>		
Creamery, prints	0 58	0 63
Dairy prints, fresh, lb.	0 53	0 58

**Lard Market Easy**

**Toronto.**  
**LARD.** — The lard market continues to rule easy under the recent declines. The opinion is expressed in some quarters that further declines can be expected.

<b>LARD—</b>		
1-lb. prints	0 27 1/2	
Tierces, 400 lbs.	0 25 1/2	
In 60-lb. tubs 1/2 cent higher than tierces, and 3/4 cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

**Shortening Down Again**

**Toronto.**  
**SHORTENING.**—A decline of another cent per pound has been registered on shortening, due to the continued easy market for cotton seed oil. Shortening is quoted at 21 1/2 to 22 1/2 cents per pound tierce basis, and 25 cents for one pound prints.

<b>SHORTENING—</b>		
1-lb. prints	0 25	
Tierces, 400 lbs.	0 21 1/2	0 22 1/2
In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.		

**Margarine Prices Hold**

**Toronto.**  
**MARGARINE.** — Margarine is steady under a fair demand and prices are maintained. Best quality margarine is quoted at 37 cents per pound.

<b>MARGARINE—</b>		
1-lb. prints, No. 1	0 37	
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 33	0 35

**ONTARIO MARKETS**

**TORONTO, Sept. 3.**—The produce and provision markets are generally steady although a few price changes have been effected. Fresh meats are unchanged. Small cured hams are up one cent per pound. Head cheese has advanced one cent per pound but other cooked meats are unchanged. June cheese is up one cent per pound but the later make is unchanged. The butter market is firm with slightly higher quotations on the best make creamery. Shortening is down another cent per pound and the market continues easy due to the easy market for cotton seed oil. The fish market is firm with haddock slightly marked up. Fowl under five pounds in weight are up three cents per pound.

**Fresh Meats Steady**

**Toronto.**  
**FRESH MEATS.** — The market for fresh meats is steady. Dealers are looking for a big demand on account of the Exhibition, which will tend toward prices being maintained. Live hogs are firm, with a slight advance. Dressed pork is quoted at 47 1/2 to 48 1/2 cents per pound. Spring lamb is holding at 26 to 30 cents. Other quotations are unchanged.

<b>FRESH MEATS</b>		
<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	20 25	20 75
Live, fed and watered, per cwt.	20 00	20 50
Live, f.o.b., per cwt.	19 00	19 50
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 45	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 55	
Spare ribs	0 17	
Picnics, lb.	0 23	
New York shoulders, lb.	0 31	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 31 1/2	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 23	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hps, lb.	0 23	0 27
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 23	0 28
Spring lamb, lb.	0 26	0 30
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

**Small Hams Up One Cent**

**Toronto.**  
**PROVISIONS.** — Small hams from 6 to 12 pounds in weight are up one cent per pound, bringing the prices up to 48 1/2 to 50 cents per pound, and medium from 12 to 20 pounds in weight are quoted at 47 1/2 to 48 1/2 cents per pound.

Bacon and salt meats are unchanged. Mess pork in barrels has declined \$2 per barrel, bringing the price down to \$38.

<b>Hams—</b>		
Small, 6 to 12 lbs.	0 48 1/2	0 50
Medium, 12 to 20 lbs.	0 47 1/2	0 48 1/2
Large, 20 to 35 lbs., each lb.	0 43 1/2	
Heavy, 25 to 35 lbs.	0 38 1/2	
Heavy, 35 lbs. and upwards	0 35 1/2	
<b>Bacon—</b>		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled		0 67
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	
Wiltshire, three-quarter cut	0 45	
Wiltshire, middle	0 47	
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 28	
Do., av. 80-90 lbs.	0 27	
Clear bellies, 15-30 lbs.	0 30 1/2	
Fat backs, 10 to 12 lbs.	0 25	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	33 00	
Short cut backs, bbl. 200 lbs.	54 00	
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	
Heavy	60 00	

Above prices subject to daily fluctuations of the market.

**Head Cheese Up One Cent**

**Toronto.**  
**COOKED MEATS.** — Cooked meats continue to be in active demand. Head cheese is up one cent per pound, bringing the price up to 17 cents. Boiled hams are quoted at 65 to 68 cents per pound according to the trim. Jellied calves' tongue is in good demand at 52 cents per pound. Other quotations are as follows:

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	

**Haddock Up One Cent**

Toronto.

**FISH.**—The only price change in fish this week is one cent advance on haddock, which brings the price to 10 and 11 cents per pound. The market generally is firm.

**FRESH SEA FISH.**

Cod Steak, lb.	0 12
Do., market, lb.	0 04½ 0 07
Haddock, heads off, lb.	0 10
Do., heads on, lb.	0 10 0 11
Halibut, chicken	0 18 0 19
Do., medium	0 23 0 24
Fresh Whitefish	0 18 0 19
Fresh Herring	0 12
Flounders, lb.	0 09 0 10
Fresh Trout, lb.	0 19 0 20
Fresh Salmon, Red Spring	0 30
Do., Rainbow	0 15 0 16

**FROZEN FISH**

Halibut, medium	0 20 0 21
Do., Qualla	0 10½ 0 11
Flounders	0 10 0 11
Pike, round	0 08
Do., headless and dressed	0 09

**SMOKED FISH**

Haddies, lb.	0 13
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Fillets, lb.	0 18
Kippers, box	2 25 2 50

**Fowl Quoted Higher**

Toronto.

**POULTRY.**—Fowl under five pounds in weight are quoted three cents per pound higher. This is due to the extra demand at the present time by the Jewish trade. Ducks are in good demand but the quality, so far, is of a low grade.

**Prices paid by commission men at Toronto:**

	Live	Dressed
Turkeys	\$0 35	\$0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 32	0 32
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 25	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 35	0 40

**Prices quoted to retail trade—**

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

dozen with fresh candled eggs at 60 cents per dozen.

**Lard and Shortening Lower**

Winnipeg.

**LARD.**—Lard and shortening declined ½ cent a pound this week. Shortening is now quoted at 23½ cents a pound and lard at 28½ cents a pound in tierces of 400 pounds.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 28½
Do., wooden pails, 20 lb. pails	6 20
Shortening, wooden pails, 20-lb. pails, per pail	5 20
Shortening, tierces of 400 lbs., per lb.	0 28½

**Fish in Good Demand**

Winnipeg.

**FISH.**—Good supplies of fresh halibut, salmon, pickerel and trout are arriving daily. The demand is exceptionally good, with no change in prices.

**FRESH FISH**

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

**WINNIPEG MARKETS**

**WINNIPEG, Sept. 3.**—The produce and provision market in Winnipeg is generally unchanged during the past week. Hog market remains unchanged while cooked meats, ham and bacon are in good demand. Creamery butter remains firm with upward tendencies. Lard and shortening declined half a cent per pound this week. Egg receipts are considered very light.

**Hog Market Unchanged**

Winnipeg.

**FRESH MEAT.**—The hog market remains unchanged; selects are being offered at \$20 per hundredweight. Fresh pork loins advanced to 41 cents per pound. All other lines of fresh meats practically unchanged.

**HOGS—**

Selected, live, cwt.	20 00
Heavy, cwt.	17 00
Light, cwt.	18 00
Sows, cwt.	15 00

**Fresh Pork—**

Legs of pork, up to 20 lbs., lb.	0 39½
Spare ribs, lb.	0 18½
Loins of pork, lb.	0 37½ 0 41
Fresh hams, lb.	0 39 0 40½
Tenderloin, lb.	0 57
Picnics, lb.	0 27 0 27½
Shoulders, lb.	0 28 0 30

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

Hind quarters, lb.	0 21 0 29
Front quarters, lb.	0 10 0 13
Whole carcass, good grade, lb.	0 15 0 22

**Mutton—**

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 20

**Lambs—**

Choice, 30-45 lbs., lb.	0 28 0 30
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**No Change in Cured Meats**

Toronto.

**PROVISIONS.**—The demand for ham and bacon has been very steady with no change in prices.

**HAMS—**

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

**BACON—**

Beaks, 5 to 12 lbs., smoked	0 61½
Do., 12 to 16 lbs., smoked	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

**Cooked Meats Steady**

Winnipeg.

**COOKED MEATS.**—There has been no change in the price of cooked meats; the demand is good. Best quality cooked ham is offered at 69½ to 70 cents a pound. Cooked shoulders are being offered at a little lower price and are now quoted at 48½. Jellied ox tongues with only a limited supply are quoted at 68 cents, while jellied pork tongues are quoted at 61½ cents.

**COOKED MEATS—**

Ham, best quality, skinned, lb.	0 69½ 0 70
Do., roast, lb.	0 67½ 0 69
Boiled shoulders	0 49 0 51
Head Cheese, in 1-lb. tins	0 21
Do., in 6-lb. tins, lb.	0 19
Jellied Beef Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 24

**Creamery Butter Firm**

Winnipeg.

**BUTTER.**—Creamery butter is firm with the possibility of higher prices in the very near future.

Creamery, best table grade	0 63
Dairy butter, best table grade	0 50
Margarine	0 37 0 39

**Cheese Market Steady**

Winnipeg.

**CHEESE.**—The cheese market is reported very steady and looks for a stiffening up of prices in the very near future.

**Egg Receipts Light**

Winnipeg.

**EGGS.**—Egg receipts are reported very light, due to the hot weather. Fresh farm eggs are quoted at 65 cents a

**Stilton Cheese from England Now Available**

Montreal.—A. P. Chapman, of Montreal, has the dual distinction of being the first to receive a consignment of English Stilton cheese from England in over five and a half years, since the ban on all food stuffs leaving England was declared, and also the last to receive Stilton cheese from England before the ban was placed. This cheese, which has arrived in Montreal, is the earliest cheese that has ever been shipped out of England, being made in April, May and June. This shipment has already been handed over to the St. James Club in this city and the April cheese is almost ripe enough for use. A. P. Chapman tells Canadian Grocer that there is a big demand for English Stilton cheese, particularly for the larger clubs and hotels in Montreal, Ottawa, Quebec and Halifax, and that it is hoped this trade with Great Britain will not be hindered either by government restrictions in the future or a lack of production in the Old Country.

**MAKING SALES OF CHICKEN FEED PROFITABLE**

(Continued from page 59.)

pay a little more than the market price for butter and eggs to the farmers, but when it is considered that it is splendid stuff and the advertising we get, because we sell eggs and butter that are strictly fresh, then, if the difference in profit was charged to advertising, it would be mighty cheap advertising."





## For Your "Best" Trade

**M**ERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

# "DIALSTONE"

## Brand

### Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy good bacon.

#### In Your Next Order Specify

- "DIALSTONE" HAMS—Average 10 to 14 lbs.
- "DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.
- "DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

*Drop us a postcard for current prices  
if our traveller is not calling regularly*

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

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**“The Greatest Seller of Its Kind in the World”**

**MORRIS & COMPANY, Chicago, U. S. A.**

CANADIAN DISTRIBUTORS:

**THE BOWES COMPANY, LTD.**

Toronto and Ontario  
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**JAS. DALRYMPLE & SON**

Montreal and  
Province of Quebec



Salt Plant, Windsor, Ontario

**Satisfy Customers**

Housekeepers appreciate the qualities of

**Windsor Table Salt**

For general use

and

**Regal Table Salt**

Free running — Sold in cartons.

Farmers of experience will always ask for

**Windsor Dairy Salt.**

Successful cheese-makers know the value of

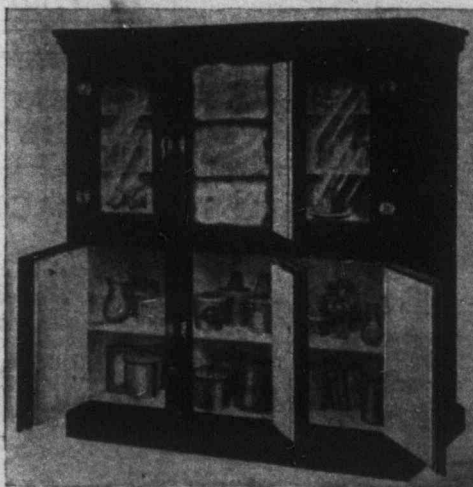
**Windsor Cheese Salt**

Made in splendid, up-to-date plant, every product of the Canadian Salt Company is noted for quality.

**The Canadian Salt Co., Limited**

Windsor, Ontario

**HANSON'S**  
GROCER OR INSTITUTION REFRIGERATORS



**Perfect Refrigeration**

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

**The J. H. Hanson Co., Ltd.**

244 St. Paul St. West

**MONTREAL**



# Are you cashing in on Brunswick Brand popularity?

For years **BRUNSWICK BRAND SEA FOODS** have held a reputation for high quality, dependability, and reasonable price with Canadian women and that long-established reputation is daily ringing up big, profitable returns for thousands of **BRUNSWICK BRAND DEALERS** throughout Canada.

Are you one of these wise grocers? If not, you can easily be one. Just send in for a sample order, feature them on your counter, and in your window displays and the big selling appeal behind these tasty Brunswick Brand Sea Products will do the rest.

*Winnipeg Representative:*

**Chas. Duncan & Son, Winnipeg, Man.**

**Connors Bros., Limited**  
**BLACK'S HARBOR, N.B.**



## Have No Hesitation

in choosing

# 'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

## SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.



## APROL Selling Idea No. 13

For Picnics and Camping Parties recommend **APROL** for making delicious Salads, Dressings, Mayonnaise, Etc.

You can secure Extra Trade for **APROL** by catering to this class of business.

Keep a good supply of all sizes  
*Order from your Jobber.*

**W. J. Bush & Co. (Canada) Limited**  
National City, California; Montreal and Toronto

# COSGRAVE'S PURE Malt Vinegar



IT'S much easier and less wasteful when you sell vinegar in sealed bottles. It puts the onus of quality where it really belongs—on the manufacturer. We guarantee the purity of every bottle of Cosgrave's Vinegar.

Ask your jobber for Cosgrave's. You sell it in sealed bottles only at the standard, widely-advertised prices of 25c and 15c.

Cosgrave's means greater satisfaction both to you and your customers.

**Toronto Vinegar Works**  
Toronto

All foreign and domestic fruits, also fresh Georgian Bay trout.

## LEMON BROS.

OWEN SOUND - - ONTARIO

## S & M

### The Cream of Chocolates

Hand Dipped, Coated with light and milk coating  
Packed in attractive 5 lb. boxes

### TURKISH DELIGHT S.&M. Brand

The most delicious European Confections  
Packed in wooden 10 lb. boxes

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L. E. Whittaker  
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Chadwick & Co.  
Toronto, Ont.

# SUPERIOR Macaroni

## Evidences of Quality



Superior in quality—flavor and nutritive value. Why?

Because it is made from seminola of Western hard wheat—the best wheat in the world for both nutrition and flavor.

Made by experts who learned the secret of drying in Italy—Superior Macaroni does not sour on the shelves.

Try a sample shipment and note the natural yellow color—the sure sign of quality in macaroni. See us when you are at the Exhibition.

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## There is an Assurance of Superior Sweetness

in ROYAL ACADIA sugar. Just pure—just highly refined—just good enough to bring repeat sales.

ROYAL ACADIA comes in 2 and 5 lb. cartons; 10, 20, 100 lb. bags; half-barrels and barrels.

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The  
**Acadia Sugar Refining Co., Ltd.**  
HALIFAX, CANADA

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**FLOOR DRESSING**  
(Standard)

- sanitary
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- economical
- easily applied
- floor preservative
- attracts trade
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- PREVENTS DUST**

*“Truly the Dealer’s Friend”*

Your stock will always be clean and bright, your store spick and span, if your floors are treated with Imperial Floor Dressing—the modern dust preventative.

One gallon treats 500 to 700 square feet of floor surface—  
one application lasts for months.

Ask the Imperial Oil Salesman for prices.

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Power - Heat - Light - Lubrication

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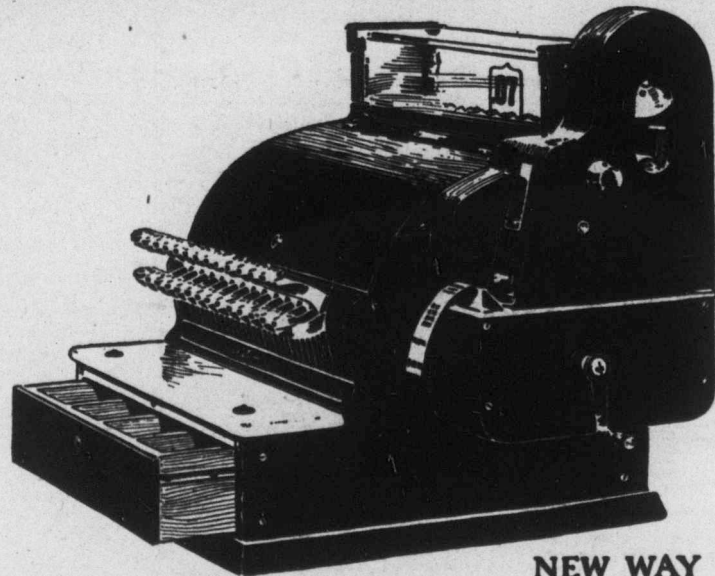
# No more mistakes in adding up the items of a sale



**OLD WAY**

By hand and brain and pencil.

Makes mistakes.  
Causes losses.  
Causes worry.



**NEW WAY**

**This new receipt-printing cash register adds the items by machinery.**

1. It prints a receipt for each customer. →
2. It prints the price of each article.
3. It indicates the price of each article. →
4. It prints the total of all items. →
5. It retains an added and printed record.

J. SMITH COMPANY 10 MAIN ST.	
	0.07
	0.32
	0.48
	0.19
<b>TOTAL</b>	<b>\$01.06</b>

Copy of receipt, with merchant's name, printed for each customer.

It also does many other things which have made National Cash Registers a business necessity.

We make cash registers for every line of business

# NATIONAL CASH REGISTER CO.

OF CANADA LIMITED  
TORONTO, ONT.

## THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a maple taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

**Frederick E. Robson & Co.**

25 Front St. East - Toronto, Can.

## Do you need a good man?

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

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

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

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

## The Canadian Grocer

143-153 University Ave., Toronto

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

### JAMS

DOMINION CANNERS, LTD.  
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies,  
Guaranteed Fresh Fruit and  
Pure sugar only.  
Screw Vac. Top Glass Jars, 16 oz.  
Strawberry ..... \$5 15  
Currant, Black ..... 5 05  
Pear ..... 4 40  
Peach ..... 4 40  
Plum ..... 4 20  
Apricot ..... 4 50  
Cherry ..... 4 35  
Gooseberry ..... 4 50

### "AYLMER" PURE ORANGE MARMALADE

Per doz.  
12 oz. Glass, Screw Top, 2  
doz. in case ..... 3 25  
16 oz. Glass, Screw Top, 2  
doz. in case ..... 3 95  
16 oz. Glass, Tall, Vacuum,  
2 doz. in case ..... 3 95  
2's Tin, 2 doz. per case ..... 6 15  
4's Tin, 12 pails in crate,  
per pail ..... 1 00  
6's Tin, 8 pails in crate, per  
crate ..... 1 25  
7's Tin or Wood, 6 pails in  
crate ..... 1 74  
30's Tin or Wood, one pail in  
crate, per lb. .... 0 24

### PORK AND BEANS "DOMINION BRAND"

Per doz.  
Individual Pork and Beans,  
Plain, 75c. or with Sauce,  
4 doz. to case ..... \$0 85  
1s Pork and Beans, Flat,  
Plain, 4 doz. to case ..... 0 92½  
1s Pork and Beans, Flat,  
Tom. Sauce, 4 doz. to case ..... 0 95  
1s Pork and Beans, Tall,  
Plain, 4 doz. to case ..... 0 95  
1s Pork and Beans, Tall,  
Tomato or Chili Sauce, 4  
doz. to case ..... 0 97½  
1½s (20 oz.), Plain, per doz. 1 25  
Tomato or Chili Sauce ..... 1 27½  
2s Pork and Beans, Plain,  
2 doz. to the case ..... 1 50  
2s Pork and Beans, Tomato  
or Chili Sauce, Tall, 2  
doz. to case ..... 1 52½  
2½s 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.  
¼ Pts., Aylmer Quality ..... 1 90  
12 oz., Aylmer Quality ..... 2 55  
Per jug  
Gallon jugs, Aylmer Quality ..... \$1 65  
Per doz.  
Pints, Delhi Eolcure ..... \$2 75  
½ pints, Red Seal ..... 1 25  
Pints, Red Seal ..... 1 90  
Quarts, Red Seal ..... 2 40  
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 ..... \$12 50  
Reindeer Brand, each 48 cans ..... 12 00  
Silver Cow, each 48 cans ..... 11 50  
Gold Seal, Purity, ea. 48 cans ..... 11 25  
Mayflower Brand, each 48 cans ..... 11 25  
Challenge Clover Brand, each  
48 cans ..... 10 00  
EVAPORATED MILK  
St. Charles Brand, Hotel, each  
24 cans ..... \$7 90  
Jersey Brand, Hotel, each 48  
cans ..... 7 90  
St. Charles Brand, tall, each 48

cans ..... 8 00  
Jersey Brand, tall, each 48  
cans ..... 8 00  
Peerless Brand, tall, each 48  
cans ..... 8 00  
St. Charles Brand, Family, 48  
cans ..... 7 00  
Jersey Brand, Family, each 48  
cans ..... 7 00  
Peerless Brand, Family, each 48  
cans ..... 7 00  
St. Charles brand, small, each  
48 cans ..... 3 70  
Jersey Brand, small, each 48  
cans ..... 3 70  
Peerless Brand, small, each 48  
cans ..... 3 70

### CONDENSED COFFEE

Reindeer Brand, large, each 24  
cans ..... \$7 50  
Reindeer Brand, small, each 48  
cans ..... 8 00  
Cocoa, Reindeer Brand, large,  
each 24 cans ..... 6 25  
Reindeer Brand, small, 48 cans 6 50  
W. B. BROWNE & CO.  
Toronto, Ontario  
Wheatgold Breakfast Cereal  
Packages, 28-oz., 2 doz. to  
case, per case ..... \$6 00  
96-lb. jute bags, per bag ..... 8 00  
96-lb. jute bags, with 25  
¾-lb. printed paper bags  
enclosed, per bag ..... 8 50  
5-lb. tins, 1 doz. in case ..... 7 15  
HAERY HORNE & CO.  
Toronto, Ont.

Per case  
Cooker Brand Peas (3 doz.  
in case) ..... 4 20  
Cooker Brand Popping Corn  
(3 doz. in case) ..... 4 20  
COLMAN'S OR KEEN'S  
MUSTARD

Per doz. tins  
D.S.K., ¼-lb. ....  
D.S.F., ½-lb. ....  
D.C.F., 1-lb. ....  
F.D., ¼-lb. ....

Per jar  
Durham, 1-lb. jar, each ..  
Durham, 4-lb. jar, each ..

### CANADIAN MILK PRODUCTS, LIMITED

Toronto and Montreal  
KLIM  
8 oz. tins, 4 dozen per case ..... \$12.50  
16 oz. tins, 2 doz. per case .. 11.50  
10 lb. tins, 6 tins per case .. 25.00  
Prices f.o.b. Toronto.

### THE CANADA STARCH CO., LTD.

Manufacturers of the  
Edwardsburg Brands Starches  
Laundry Starches—

Boxes  
40-lb. Canada Laundry ..... \$0 12  
100-lb. kegs, No. 1 white .. 0 12½  
200-lb. bbls., No. 1 white .. 0 12½

40-lb. Edwardsburg Silver  
Gloss, 1-lb. chrome pkgs. 0 13½  
40 lbs., Benson's Enamel  
(cold water), per case .. 4 10  
Celluloid, 45 cartons, case .. 5 30  
Culinary Starch

4 lbs., W. T. Benson & Co.'s  
(Prices in Maritime Provinces 10c  
per case higher.)

Challenge Corn ..... 0 12  
20 lbs. Caseo Refined Potato  
Flour, 1-lb. pkgs. .... 0 15½  
(20-lb. boxes ¼c higher, except  
potato flour.)

LILY WHITE CORN SYRUP  
2-lb. tins, 2 doz. in case ..... \$7 95  
5-lb. tins, 1 doz. in case ..... 8 95  
10-lb. tins, ½ doz. in case ..... 7 75  
20-lb. tins, ¼ doz. in case .. 6 13½

Celebrated Prepared ..... 0 13½  
40-lbs. Canada Pure or  
Barrels, about 700 lbs. .... 0 10  
Half barrels, about 350 lbs. 0 10½

CROWN BRAND CORN SYRUP  
2-lb. tins, 1 doz. in case ..... 6 45  
5-lb. tins, 1 doz. in case ..... 7 45



# Exhibition

Call and see us when in the city. We shall be glad to have the Opportunity of renewing old, and making new acquaintances. It's a big help in business to know each other.

*Give Us a Call*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
CHURCH STREET & ESPLANADE TORONTO

**FRESH ARRIVALS DAILY**

OF ALL VARIETIES OF

**Domestic Fruits  
and Vegetables**

Best Varieties of

**FREESTONE PEACHES**

NOW COMING

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

THE HOUSE OF QUALITY

**Hugh Walker & Son,  
LIMITED**

GUELPH - Established 1861 - ONTARIO

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

Let us fill your requirements.

Fresh Shipments

Spanish Onions

— Cases and 1/2 Cases

**Malaga Grapes Bartlett Pears**

**WHITE & CO., LTD.**

High Class Fruits

TORONTO

Main 6243

10-lb. tins, 1/4 doz. in case... 6 85  
20-lb. tins, 1/4 doz. in case... 7 60  
(5, 10, and 20-lb. tin have wire handles.)

**GELATIN**

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80  
**INFANTS' FOOD**

MAGOR, SON & CO., LTD.  
Robinson's Patent Barley— Doz.

1-lb. ....  
Robinson's Patent Groats—

1-lb. ....  
**BLUE**

Oxford, per lb. .... 0 27  
12 cases, 12 12-lb. bxs. to case 0 27

**NUGGET POLISHES**  
Polish, Black, Tan, Toney Red,  
Dark Brown, White Dressing each

Doz. .... \$1 25  
White Cleaner (liquid) .... \$2 00

Card Outfits — Black, Tan, Toney Red, Dark Brown ... 4 80  
Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**

Black Watch, 10s, lb. .... \$1 25  
Bobs, 12s ... 1 13

Currency, 12s ... 1 13  
Stag Bar, 9s, boxes, 6 lb. ... 1 08

Pay Roll, thick bars, 6 lb. ... 1 30  
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ... 1 25

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. .... 1 25  
Great West Pouches, 9s, 8-lb. boxes, 1/2 and 1-lb. lunch boxes ... 1 34

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44  
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ... 1 50

Master Workman, 2 lbs. .... 1 25  
Master Workman, 4 lbs. .... 1 25

Derby, 9s, 4-lb. boxes. .... 1 30  
Old Virginia, 12s ... 1 70

Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35  
**THE COWAN CO., LTD.**

Sterling Road, Toronto, Ont.  
**COCOA AND CHOCOLATE**

**COCOA**  
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. .... \$6 25

Perfection, 1/4-lb. tins, doz. ... 1 70  
Perfection, 1/2-lb. tins, doz. ... 3 25

Perfection, 10s size, doz. .... 1 25  
Perfection, 5-lb. tins, per lb. 0 45

Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz. .... 3 50  
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. .... 0 30

**UNSWEETENED CHOCOLATE**  
Supreme Chocolate, 12-lb. boxes, per lb. .... 0 47

Supreme Chocolate, 10c size, 2 doz. in box, per box. .... 2 35  
Perfection Chocolate, 10c size, 2 doz. in box, per box. .... 2 00

**SWEET CHOCOLATE**  
Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes ... 0 38  
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. .... 0 38

12-lb. boxes, 144 lbs. in case Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case Diamond Crown Chocolate, 28 cakes in box ... 1 30

**CHOCOLATE CONFECTIONS**  
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... \$0 40

Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49  
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49

Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. .... 0 49  
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49

Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49

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

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45  
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 42  
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. .... 0 45

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .... 0 60  
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ... 0 60

**NUT MILK CHOCOLATE, ETC.**  
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box ... 2 35

Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box ... 2 35

Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 6 div. to cake, 24 boxes to case, lb. .... 0 47

Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. .... 2 45

Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. .... 0 47

Fruit and Nut Milk Chocolate Slabs, per lb. .... 0 47

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

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

**MISCELLANEOUS**  
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. .... 6 25

Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. .... 3 35

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. .... 6 25

Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. .... 3 35

Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. .... 4 50

Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. .... 4 50

Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box ... 2 05

Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box ... 2 05

Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box ... 2 05

Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross ... 1 15

30-1c Milk Chocolate Sticks, 60 boxes in case ... 0 80

**6c LINES**  
Filibert Nut Bars, 24 in box, 60 boxes in case, per box. ... \$0 95

Almond Nut Bars, 24 in box, 50 boxes in case, per box. ... 0 95

Ginger Bars, 24 in box, 60 boxes in case, per box. .... 0 95

Fruit Bars, 24 in box, 60 boxes in case, per box. .... 0 95

Active Service Bars, 24 in box, 60 boxes in case, per box. ... 0 95

Victory Bars, 24 in box, 60 boxes in case, per box. .... 0 95

Queen's Dessert Bars, 24 in box, 60 boxes in case, box. ... 0 95

Royal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box. .... 0 95

Royal Milk Cakes, 24 in box, 60 boxes in case, per box. ... 1 00

Cream Bars, 24 in box, 50 boxes in case, per box. .... 0 95

We pack an assorted case of 60 boxes of bars.

Maple Buds—  
6c display boxes ...

6c pyramid packages, 4 doz. in box ...

6c glassine envelopes, per box ... 1 00

Queen's Dessert, 10c cakes, 24 cakes in box, per box ... 2 00

**W. K. KELLOGG CEREAL CO.,**  
Battle Creek, Mich.  
Toronto, Canada.

The Waxtite Line  
Kellogg's Toasted Corn Flakes 4 15

Kellogg's Toasted Corn Flakes Ind. .... 2 00

Kellogg's Shredded Krumbles 4 35

Kellogg's Shredded Krumbles, Ind. .... 2 00

Kellogg's Krumbled Bran ... 2 25

Kellogg's Krumbled Bran, Ind. ... 2 00

**BRODIE & HARVIE, LTD.**  
14 Bleury St., Montreal.  
XXX Self-Rising Flour, 6 lbs. packages, doz. .... \$5 40

Do., 3 lbs. .... 3 24

Superb Self-Rising Flour, 6 lbs. .... 6 29

Do., 3 lbs. .... 3 15

Crescent Self-Rising Flour, 6 lbs. .... 6 30

Do., 3 lbs. .... 3 20

Perfection Rolled Oats (55 ea) 6 00

Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pags., doz. ... 1 60

# Easy Know—Easy Go!



Put Gold Dust packages where your customers can see them.

With a woman "seeing Gold Dust means buying it," especially since our advertising has shown her what Gold Dust will do. Keep it out in front on your shelves and watch the sales come in.

Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

**THE N.K. FAIRBANK COMPANY**  
LIMITED  
MONTREAL

# Sunset Soap Dyes

## Situation Wanted No Salary Required

Stand me in a prominent place on your counter, and I will continually push sales of Sunset Soap Dyes every minute your store is open and customers are present. Open for immediate engagement, everywhere. Address: Sunset Display Case, care of your Jobber.

**SUNSET DISPLAY CASE:** Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, when requested. Insist upon having your first order packed in this Display Case which, placed on your counter, keeps Sunset before your trade at all times.

Ask your jobber for prices and discounts, or write:

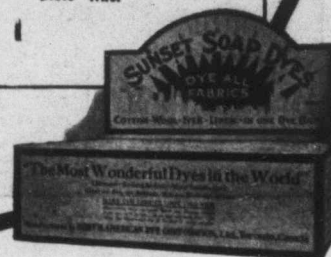
**Harold F. Ritchie & Co., Limited**  
TORONTO, CANADA

**NEW WINDOW CUT-OUT FREE—**  
If you will give the window space, we will send you our new cut-out, size 28 x 40 inches, lithographed in many beautiful colors. Address your request direct to the Manufacturers of Sunset:

**North American Dye Corporation, Ltd.**  
TORONTO, CANADA  
22 Fast Colors

### —hold Your Trade Because They Hold Their Color

Once you sell your customers Sunset — once they see the beautiful, brilliant, fast color they have dyed so easily, quickly and permanently into their own garments—your Sunset trade is established. That is why Sunset repeat sales come fast, while attractive advertising in leading publications steadily creates new customers, and the good Sunset profits grow with volume. Sell your trade Sunset — feature Sunset Soap Dyes in your store—the clean, easy-selling, profitable and complete line.



## Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

### Selling Agents:

Hamilton—Alfred Powis & Son.  
 London—D. C. Hannah.  
 Manitoba, Saskatchewan and Alberta—  
 The W. L. Mackenzie and Company, Limited, Winnipeg.  
 British Columbia—The W. L. Mackenzie and Company,  
 Limited, 1314 Standard Bank Bldg., Vancouver.  
 Quebec—H. C. Fortier, Montreal.  
 Nova Scotia—Pyke Bros., Halifax.  
 New Brunswick—Schofield & Beer, St.  
 John.  
 Kingston—D. Stewart Robertson & Sons.  
 Ottawa—D. Stewart Robertson & Sons.  
 Toronto—D. Stewart Robertson & Sons

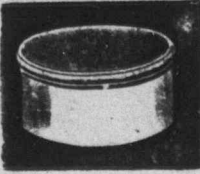
**W. C. MACDONALD REGD.**  
 INCORPORATED  
 MONTREAL



# BUYERS' MARKET GUIDE

## Latest Editorial Market News

### STONEWARE JARS



as Food Protectors are needed in every home. Place your order early.

The Toronto Pottery Co. Limited  
608 and 609 Temple Bldg.  
Bay and Richmond Sts.,  
Toronto, Canada

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

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

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

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

Agents:

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

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

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

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

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound.

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs  
Oak, Ash and Gum  
From 2 1/2 Gals. to 50 Gals.

Waterloo - - - Ontario

### THE "WANT" AD.

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

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

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

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

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

### SHORTENING IN A WEAK MARKET

Considerable weakness has developed in the shortening market. This weakness is due to the fact that manufacturers were expecting large export business for cotton seed oil. This export business did not materialize with the result that manufacturers are over stocked and to stimulate domestic business quotations have been reduced. Opinions have been expressed in some quarters that the lowest prices have not yet been reached.

### CURRANT MARKET STRONG

There is a strong market for currants and quotations in primary markets are higher. The low price of currants compared with raisins will probably have the effect of increasing quotations on currants.

## GROCERS

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

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

Phone 1577



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

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.

Butter Cartons, Paraffined.

Egg Cartons: Special Egg Fillers.

Folding Candy Boxes; also handy

Paraffine boxes for bulk pickles, Mince-meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

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

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

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



## Lessens Your Work— Pleases Your Customers

"Arm & Hammer" Brand Package Sal Soda saves time in weighing and wrapping.

Put up in attractive cartons of 2½ pounds each, thirty-six cartons to a case quantity the best.

**Church & Dwight, Limited**  
Montreal



## A Safe Buy for Wash Day

When your customers are buying soap, sell them **WONDERFUL SOAP**. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

**Guelph Soap Company**  
GUELPH, ONT.



## O.K. SAUCE

FINALITY IN  
FRUIT SAUCE

as palate pleasure  
and true digestive



Sole Proprietors:-

**GEORGE MASON & CO. LTD., LONDON, ENGLAND.**

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.  
David Brown F. Manley Bowring Bros. J.W. Gorham  
167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.

## The Correct Methods of Preparation raise its Quality

Marsh's Grape Juice will keep its clear, bright appearance—and stay free from a sediment deposit at the bottom of the bottles. This latter quality pleases purchasers and that usually means more business for you.



## The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and  
Maritime Provinces:

The McLaren Imperial  
Cheese Company, Limited  
Toronto and Montreal

# JAMS MARMALADES PEELS

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

Established over a Century

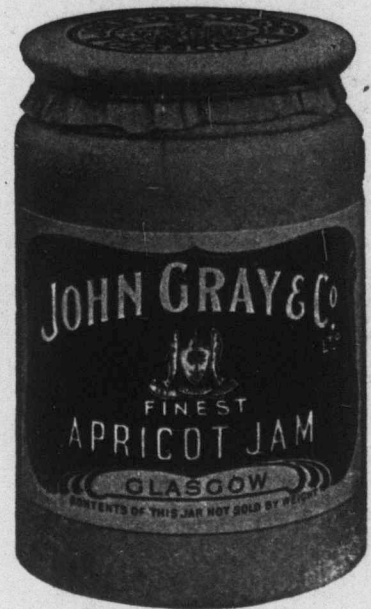
Cable: Lamberton, Glasgow  
Codes: A.B.C. 4th and 5th Edition

# CONFECTIONERY MARZIPAN CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



# Do You Sell Mellow



Looms Large  
in the Housewife's Estimation  
for Lemon Pies



Makes Delicious  
Lemon Pies

Order Now  
From Any Wholesaler

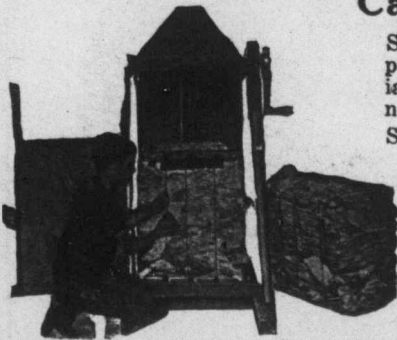
Mellow Food Products  
146 Garnier Street  
MONTREAL

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**  
340 ST. ANTOINE STREET - - - - MONTREAL, QUE.

## Sell Your Waste Paper, Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.

Send for catalog of "Climax" Steel Balers

Made in 12 sizes.

**Climax Baler Co.**  
HAMILTON, ONT.

We manufacture all kinds of

## Box Shooks

And Can Guarantee Prompt Delivery

*Write or Wire for Prices*

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

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in **Canadian Grocer**

It reaches the Buyers **It's a Business-Getter**  
Rates and Information on Request

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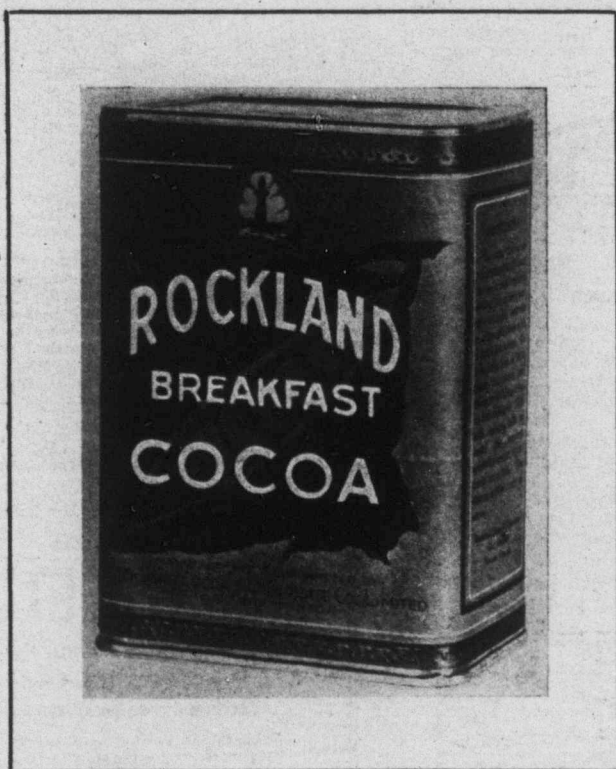
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—the New Breakfast Cocoa—



The Prices are:  
24 lbs. to case  $\frac{1}{2}$  lbs.  
 $\frac{1}{2}$  lb. tins (24 lbs. to case) at  
45c lb.  
1 lb. tins (24 lbs. to case) at 44c  
lb.

Order from your jobber to-day.

You can't go wrong in stocking this new high-grade cocoa because the greatest care and skill have been exercised in its preparation. It is made only from the best quality, fully ripened cocoa beans, specially blended to give a most delicious, palatable flavor with high food value, and is strictly a high-grade line.

Rockland Cocoa is put up in very attractively labelled tins in  $\frac{1}{2}$  lb. and 1 lb. sizes and offers dealers a real good profit margin.

DISTRIBUTORS:

**MACLURE & LANGLEY, LIMITED**  
TORONTO                    ::                    MONTREAL

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Advertisements under this heading 8c per word for first insertion; 2c for each subsequent insertion.

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

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

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

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**A GOOD OPPORTUNITY FOR A YOUNG** man, thoroughly experienced in general store work, who can increase grocery business. Salary will depend on results shown. G. L. Jakes, Merrickville, Ont.

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**GROCERY, FLOUR AND FEED FOR SALE IN** town of 3500 population, situated on Georgian Bay. Good going business and money maker for right party. For information apply to Box 252, Canadian Grocer, 153 University Ave., Toronto, Ont.

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Warm Weather is the Breeding  
Time for Rats  
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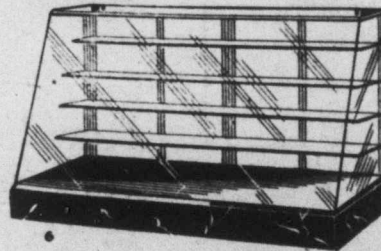
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STORE**

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Silent Salesmen**

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**Thomas Lewis Arnett**  
Souris, Man.



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- (2) Tell them of the appetizing and dainty meals which can be prepared with Ham and Bacon. (The housewife will appreciate this suggestion).
- (3) Recommend SWIFT'S PREMIUM. (That means satisfaction, repeat orders and profit).
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## Swift's Premium Ham and Bacon

*from our Salesman, or Direct*

**Swift Canadian Co.**

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Famous Okanagan Valley  
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