

CANADIAN GROCER

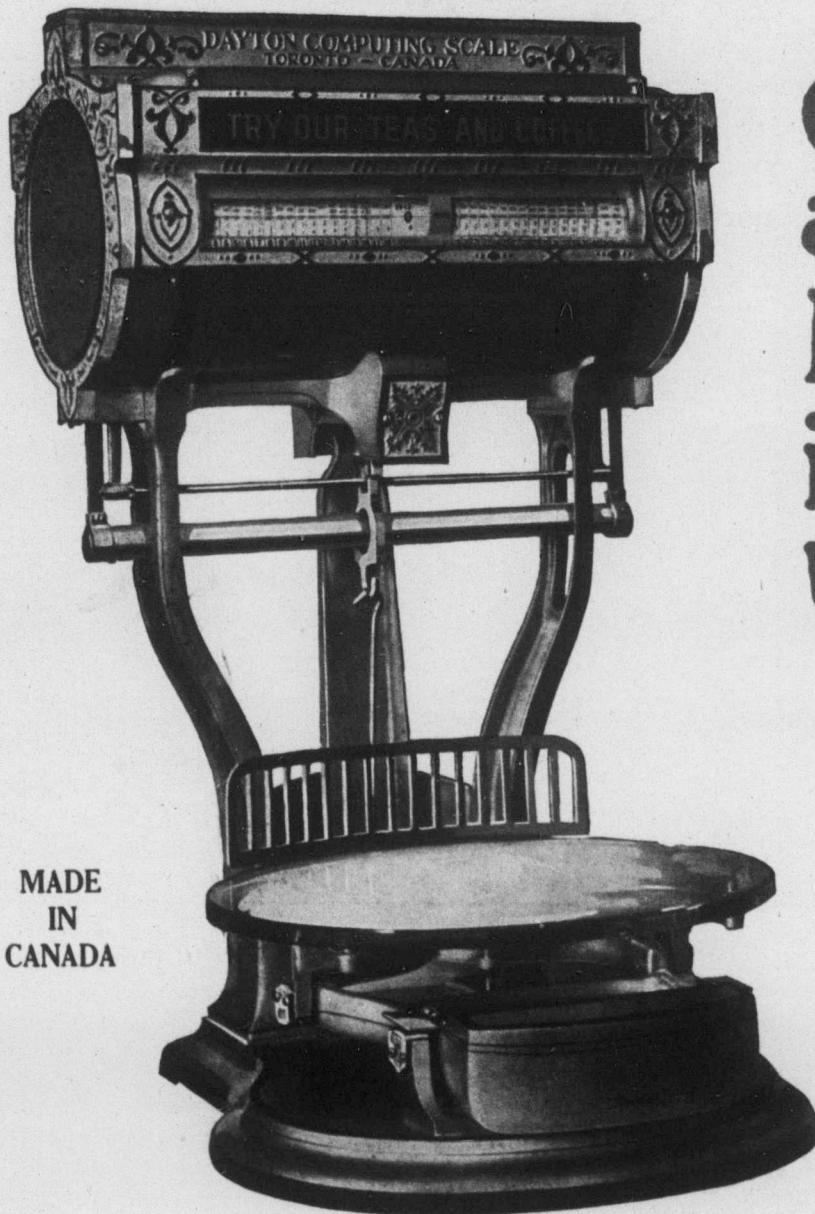
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, OCTOBER 24, 1919

No. 43



Over
a
Million
in
Use!

MADE
IN
CANADA

Made by
International Business
Machines Co., Limited
Toronto

"If it's a Dayton—it's Right"

Welch's

Introducing the Welch line of Niagara Fruit Jams to be marketed to the retail trade thru the usual Welch distributors

IN the manufacture of our fruit Jams we have maintained the WELCH standard of high quality, and our original process has enabled us to offer the trade a line of "Welch Fruit Specialties," each product an improvement over the usual variety of jams.

Welch method of production enables us to quote our fruit Jams at a selling list that permits the marketing of our products to the consumer at reasonable prices, at the same time giving the retailer a profit of 25%.

Our Jams are packed in 15 oz. Glass Jars and 4 lb. standard Tin Pails, and Grapelade in an assortment of sizes.

GRAPE-RASPBERRY FRUITLADE—A taste of this fruit Jam in comparison with the usual Raspberry will give you the opportunity of discovering the *real Raspberry* flavor of our product. (Welch's always maintain the true fruit flavors; it is part of

our process.) The small percentage of seeds is a distinct selling feature.

GRAPE-BLACK CURRANT FRUITLADE—Not Black Currant Jam with which you are familiar, but a wonderfully improved product, free from *blow, seeds and skins*, smooth and palatable with a delicate flavor that pleases.

PLUMLADE—A pure fruit Plum Jam, without skins or seeds.

PEACHLADE—A pure fruit Peach Jam, made in a different way.

GRAPELADE—“Real Honey of Grapes.” Many Retailers are successfully selling Grapelade. We have secured wide distribution. Newspaper advertising has been carried on in some territories and a consuming demand created. We promise further advertising for this season, and also offer Grapelade in 15 oz. glass jars in addition to the four sizes of tins.

EFFECTIVE in the Provinces of Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island, and the City of Winnipeg

Size Container	Retail Price Per Jar	Varieties	Per Doz.	Size Container	Retail Price Per Jar	Varieties	Per Doz.
15 oz. glass jar	\$.35	Peachlade	(2 doz.) \$3.15	15 oz. glass jar	\$.40	Grapelade	(2 doz.) \$3.15
4 lb. standard tin	1.10	Peachlade	(1 doz.) 10.00	9 oz. glass jar	.25	Grapelade	(2 doz.) 2.20
15 oz. glass jar	.35	Plumlade	(2 doz.) 3.15	No. 1 standard tin	.25	Grapelade	(3 doz.) 2.25
4 lb. standard tin	1.10	Plumlade	(1 doz.) 10.00	No. 2 standard tin	.50	Grapelade	(2 doz.) 4.37½
15 oz. glass jar	.40	{ Grape-Rasp.	(2 doz.) 3.50	No. 2½ standard tin	.70	Grapelade	(1 doz.) 6.25
4 lb. standard tin	1.20	{ Fruitlade	(1 doz.) 11.00	4 lb. standard tin	1.10	Grapelade	(1 doz.) 10.00
15 oz. glass jar	.40	{ Grape-B. Cur.	(2 doz.) 3.50	15 lb. pails		Grapelade (2 in crate)	20c. lb.
4 lb. standard tin	1.20	{ Fruitlade	(1 doz.) 11.00				

The Welch Co., Limited, St. Catharines, Ontario



A "line-up" of quality

that should be on every grocer's shelf.

BORDEN QUALITY has placed these products far ahead of all competitors.

Borden extensive advertising has built up a great demand amongst housewives.

These two factors are sufficient reasons why grocers increase their profits by handling

Borden's

Wherever convenience and wholesomeness are appreciated, there you will find Borden Products. Display your Borden Products, Mr. Grocer, and know what great selling appeal there is in the name "**BORDEN.**"

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

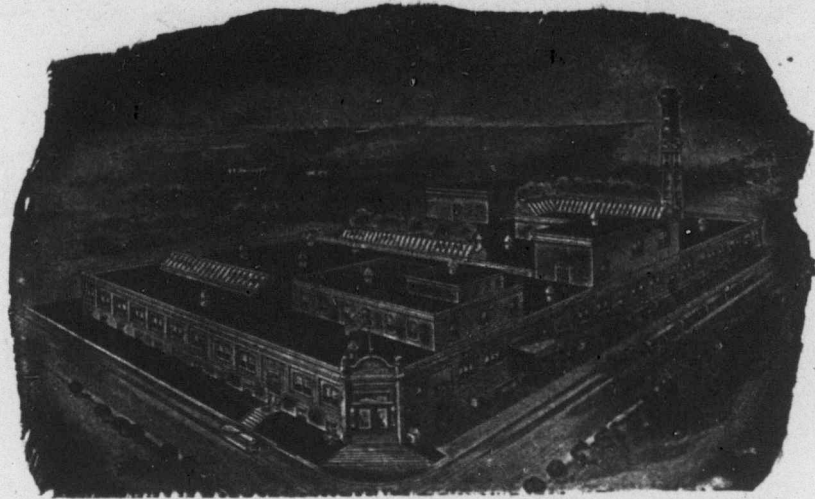
Branch Office: No. 2 Arcade Bldg., Vancouver

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 706 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.



The Coffee Test—By Cups

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

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

J. Aron & Company, Inc.

COFFEE

Importers

Exporters

CHICAGO

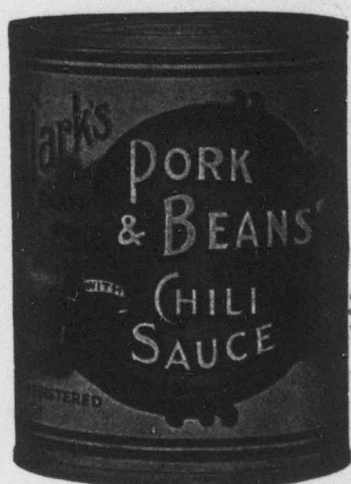
NEW YORK

LONDON

SANTOS

NEW ORLEANS

CLARK'S PORK & BEANS



with Tomato, Chili or Plain
Sauce are as popular as ever
with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the
highest quality with the best reputa-
tion, they are far and away the

BEST SELLERS



SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited

MONTREAL





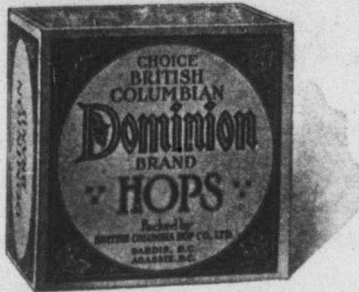
HOPS

In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

EUREKA

PATENTED

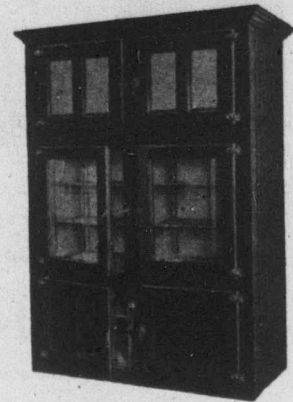
REFRIGERATORS

Don't wait until
next spring to pur-
chase your

EUREKA

Get it now, while
prices are lower
than they will be
then.

Send for our illus-
trated catalog and
price list.



No. 18 Eureka Refrigerator

Eureka Refrigerator Co.
Limited

Head Office: OWEN SOUND

Branches:

TORONTO HAMILTON MONTREAL HALIFAX

Imperial Rice Milling
Co., Ltd.
VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

DESICCATED COCOANUT

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

Our agents are:

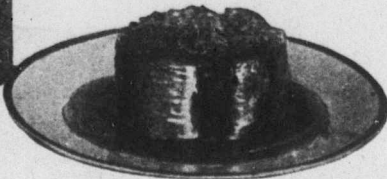
Tees & Perse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Perse of Alberta,
Ltd., Calgary, Edmonton, Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER



EVERY MORSEL EDIBLE
AND DELICIOUS



Your customer, in preparing a fish for her table,
**SCALES IT
SO DO WE**
"ALBATROSS PILCHARD"

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

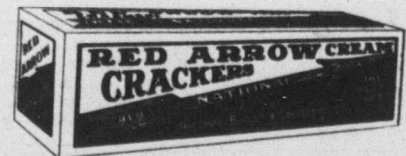
AGENTS:

Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

YOU CERTAINLY PICKED A WINNER!
RED ARROW BRAND

**ARE A
PHENOMENAL
SUCCESS**

The National Biscuit & Confection Co., Ltd.



WALLACE'S HERRINGS



Like Wallace's Salmon and
Pilchards Give Splendid
Satisfaction.

Your Jobbers Can Get Them
For You

WALLACE FISHERIES LIMITED
VANCOUVER

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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



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

EXCELLENT FACILITIES FOR
SELLING AND DISTRIBUTING
**FREE and BONDED
WAREHOUSE**
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

The Advertisers would like to know
where you saw their advertisements—tell them.

**QUAKER BRAND
GOODS WILL PAY**

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

We will need the Grocers' co-operation.



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

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*
WINNIPEG MANITOBA**W. L. Mackenzie & Co., Ltd.**
Head Office: WinnipegBranches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**Brokers and Manufacturers' Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEGBranches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers Agents
149 Notre Dame Ave., East
WINNIPEG

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

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

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

Calgary Cartage & Storage Co., Ltd.

WAREHOUSING and DISTRIBUTING
OUR SPECIALTY

Office: 304, 11th Ave. East
CALGARY, ALBERTA

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

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

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen. OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture. You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

Are you selling Non-alcoholic Liqueurs? You do not need a license.

S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.

Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU WHOLESALE BROKER

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

For Representation in Montreal

J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO. MONTREAL

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

WANTED

Agencies for food products for the City of Montreal, best references.

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889

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

AGENCIES WANTED

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

H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.

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

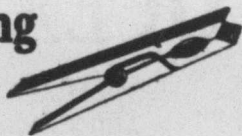
See the Want Ad page
in the back of this num-
ber---it will interest you.

You Try This

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

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



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

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.

103 Wellington St., MONTREAL

MCDONALD ADAMS
WINNIPEG

S. H. MOORE & CO
TORONTO

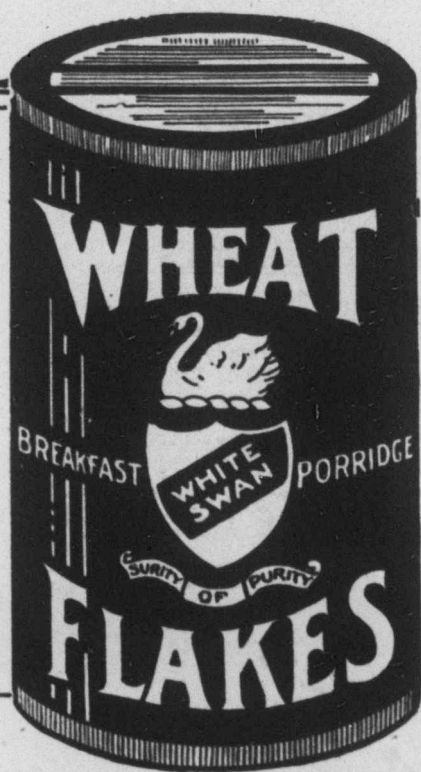
KING & SOUTHCOT
VANCOUVER

Every day sees the fame of

"SALADA"

spreading further afield. Already this standard-bearer of "quality tea" is making a new reputation for Canada and for itself in countries seldom heard of in our Western experience. These people do not buy "Salada" for the fun of it—they recognize the extraordinary quality—the delicacy of the flavor—that has built up for "Salada" the largest packet tea trade in the Americas.

*Your recommendation will reflect your desire
to please your customers*



The
Delicious Wholesome
Breakfast Food

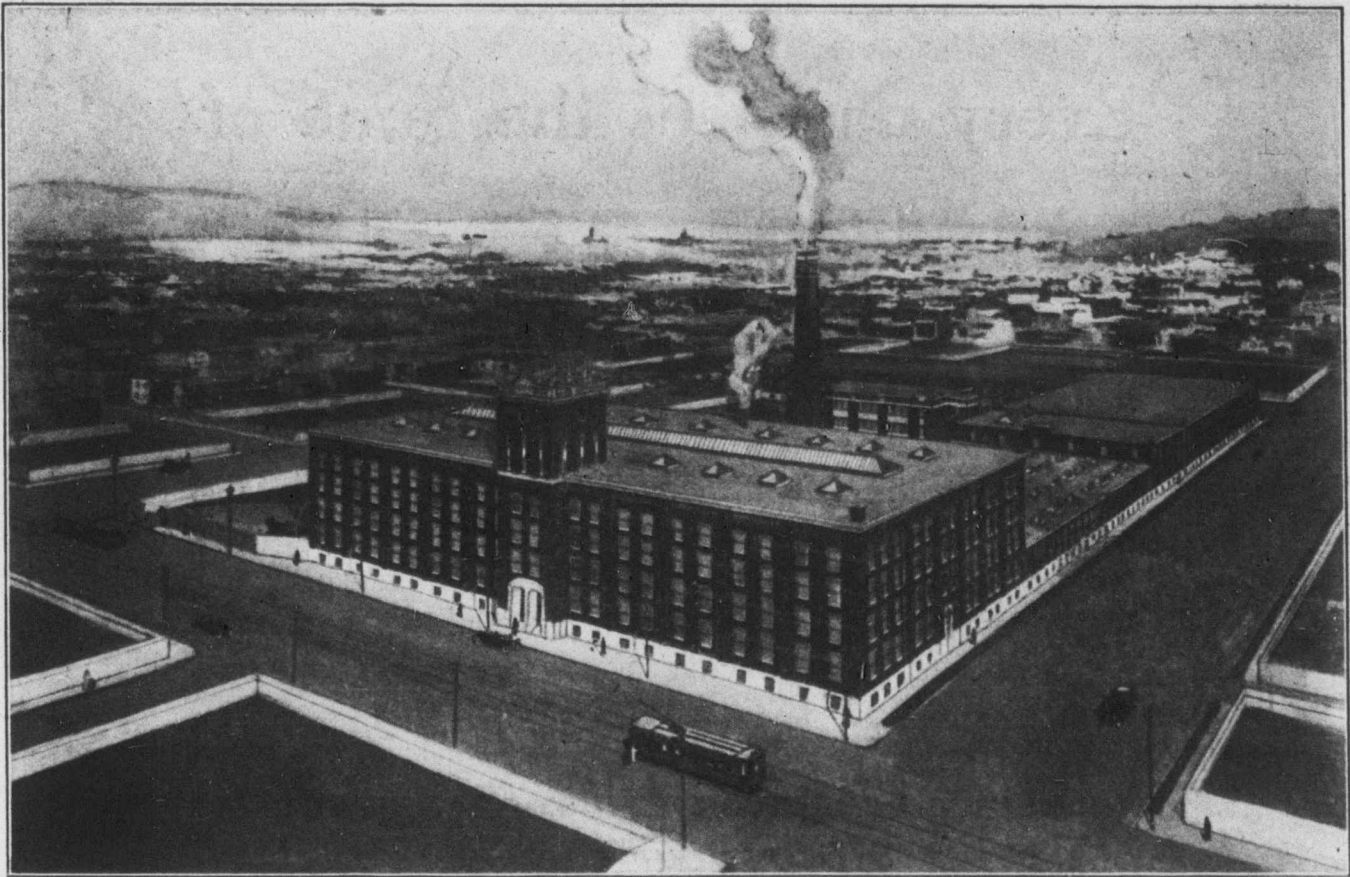
Easy and profitable to sell.

Quick and economical to cook. And when on the breakfast table—well, it's got just that "deliciously different" flavor that "tastes like more."

Can't you see, Mr. Dealer, what quick turnover you are sure to have if you handle White Swan Wheat Flakes?

Send a small order for a start.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON



Trade Mark Registered

Selling Agents

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

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

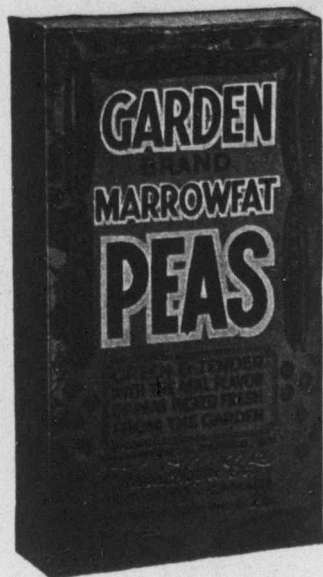
Hamilton—Alfred Powis & Son, Hamilton.
 London—D. C. Hannah, London.
 Manitoba and Northwest—The W. L. Mackenzie & Co.,
 Ltd., Winnipeg.
 British Columbia—George A. Stone, Vancouver.
 Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
 INCORPORATED
MONTREAL



10,000 CASES PEAS

We have one car of Finest Imported Marrowfat Table Peas and three cars rolling forward, and are able to make immediate shipments to any part of Canada or Newfoundland.



PRICE \$4.20^{c.}

per Case of 3 Doz.

POINTS ON GARDEN PEAS

- 1—Beautiful, attractive package.
- 2—Finest stock ever imported to Canada.
- 3—Contain highest grade steeping tablets.
- 4—Each package contains 8 oz. net weight.
- 5—When cooked, 1 package equals 2 cans.
- 6—When properly cooked, they taste like green peas, fresh from the field.

We also offer corn for popping, in packages of 8 oz., at \$4.20 case. We also offer Cooker Brand Pettit Pois, and Cooker Brand Marrowfats in cases of 3 doz., at \$4.20 per case.

If you want the new season's pack and absolutely the finest stock on the market. Then mail your orders in at once. Freight prepaid on all orders 5 cases or over.

THE HARRY HORNE CO., LIMITED

1297-99 Queen St. West, TORONTO

Packers and Importers of Good Things To Eat.

Mr. Merchant:

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

California Emperor Grapes

**in Kegs and Drums
also Lugs**

A very fine, large, red grape. Good-sized clusters. These kegs and drums are winter-keeping quality and will give entire satisfaction.

White & Co.

Limited

Best Quality Fruits

Toronto

ROBINSON'S "PATENT" BARLEY

Has
Stood
the
Test
for
Years



The
Only
Genuine
Food
for
Children

30,000 Doctors and Specialists recommend Robinson's "Patent" Barley.

Your Neighbor Sells It. Do You?

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL

I have my old job back, saving
Mrs. Housewife all the trouble
of making her coffee. I serve
her instantly.

Notwithstanding the price of green
coffee has advanced over 100%, my
price has only been advanced about
30%, so that I can still be served eco-
nomically.

Please bring this to the attention of
all your customers.



G. Washington's REFINED Coffee

Went to War

Home Again

CANADIAN GROCER

Vol. XXXIII.

TORONTO, OCTOBER 24, 1919

No. 43

Teas for Importation on Higher Basis

Supplies in the Near Future Are Expected to be Very Short and the Market Will of Necessity Have to Advance to the Actual Cost of Laying Down Teas From Abroad—A Scramble for Teas Predicted

THE tea situation is one that shows continued strength, and little likelihood of lower prices for a long time to come. Prices for the importation of teas, owing chiefly to advancing freights, and the increasing value of silver or rupee exchange is on a much higher basis than prices existing in the Canadian market. Although business in teas is very active and at steadily advancing prices, it has been almost entirely confined to trading in teas already landed in this country, and has not in any important degree applied to business for importation. Therefore, supplies in the near future are expected to be very short, and the market will of necessity have to advance to the actual cost of laying down teas from abroad.

A Great Scramble For Teas

Well-informed opinion looks to an actual shortage and scramble for teas, within two or three months, as there is very little on the market, and a great hesitancy in placing new orders, because of the actual situation prevailing abroad. One Toronto importer told CANADIAN GROCER that it was hard to find de-

sirable teas at present on the Canadian market, and where they could be found, the prices asked were five and six cents per pound higher than a few weeks ago.

Production Under Normal

The demand for tea in the coming months will be enormous, and the production of Indian tea is under normal.

The consumption of tea is greatly on the increase both in the East and West. In the East higher wages enable the laborer to buy freely articles that to him formerly were luxuries. In Western countries the increased cost—or total elimination—of other beverages, has rendered tea drinking popular with all classes. During the period of the war, the tea growers, not being sure of a steady market, made little or no attempt to set out young plants, while at the same time the shortage of labor and the consequent advance in wages led to more or less neglect of the bushes, with the result that in India, alone, the crop is 22 million pounds below normal.

Financing a Serious Problem

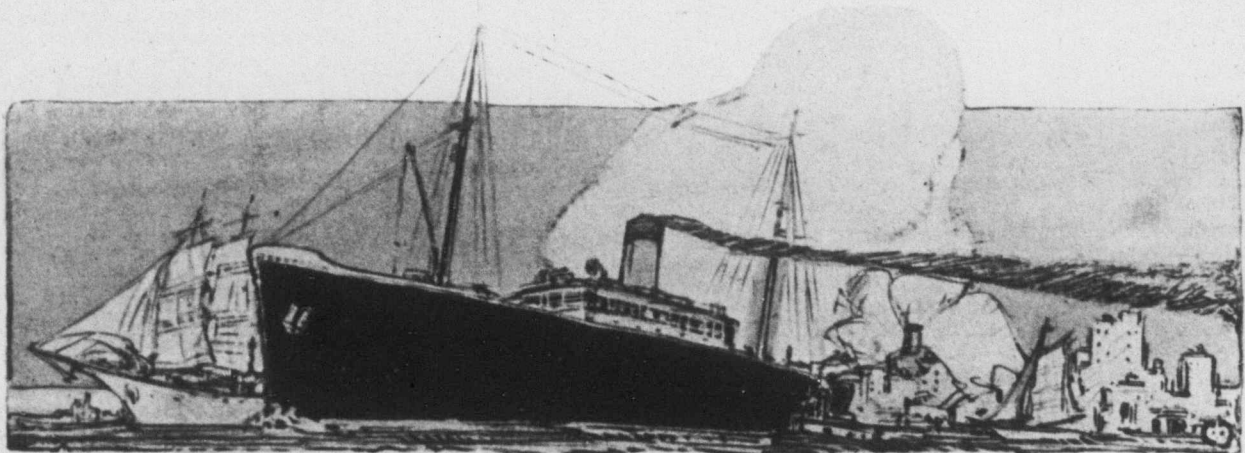
Financing purchases has also been a serious problem. Indian banks are demanding 12 per cent. for their money,

and at the same time the silver rupee has appreciated in value (32c to 45c.) Since all payments, whether for labor or product, are made in rupees, the English pound sterling, which formerly would buy 15 rupees in exchange, is now worth only about 10%. With the depreciation of the gold sovereign—in terms of rupees—has come an increase in freight rates, approximating 10 cents to the pound, and to cap all this, the 2c war tax is still to the fore.

While 80 million pounds are quoted as the normal quantity bonded in London each year, during the pre-war period, such did not represent the quantity actually held throughout the country in those days.

Everyone Is Buying

The drastic regulations against hoarding in force during the war have cleared out all the hoardings so that everyone is buying. When it is remembered that 180 million pounds is less than one-third the amount consumed throughout the world during the year, it will be readily seen that prices will not only remain firm, but will in all probability, be higher for some time.



Big Market for Canadian Dairy Products on Continent

"Depletion of Livestock Herds Has Lowered Production of Milk Products," Says W. H. Dunn—Five Years to Restore Normal Condition, During Which Time Canada Has Fine Opportunity

MONTREAL, October 23.—Special.)—After an absence of about four and a half months, W. H. Dunn, of W. H. Dunn Company, manufacturers' agents and brokers, arrived home from Europe a few days ago. In an interview with Mr. Dunn, CANADIAN GROCER received some very interesting information about conditions in England as well as on the Continent. Mr. Dunn visited, in addition to England, France, Belgium, Holland, Switzerland, Spain and Italy.

"There is certainly a big future on the Continent for all kinds of Canadian milk products, including condensed and evaporated milks, cheese and butter. This is because of the great shortage of dairy cattle in nearly all the countries visited. The only exception is perhaps Holland, where they actually had more cattle during the last few years. But in spite of that the production of milk in Holland has been on the decline. The reason is that the condition of the herds has been very poor, due to lack of proper dairy feed and foot and mouth disease.

"I remember having a drink of milk in Holland, and noticed the peculiar taste of it. On making inquiries, I found that it had been boiled to make sure that all danger of infection had been eliminated. There is no export of milk products except cheese, from Holland, and the latter only goes to England on account of a contract with the British Government.

"Of course, in Belgium and Northern France the dairy herds were greatly depleted—destroyed or captured on the invasion of the Germans. They are actually importing cattle from Canada and the United States, but the quality is not as good as these two countries were used to before the war. In Switzerland there is, too, a considerable shortage in dairy cattle. In fact, one has to have cards to obtain cheese, milk and butter, as well as bread in that country. The manufacture of milk chocolate in Switzerland has on this account been greatly reduced.

Good Buyer of Canadian Goods

"There is little hope in my estimation," said Mr. Dunn, "for normal conditions in the above mentioned countries during the next four or five years. This means that Europe will take all our available supplies of dairy products during that time."

Mr. Dunn pointed out that conditions in Italy were not of the best. The Italians had not yet begun to get back to normal. This is due to several causes, one of the main being a great scarcity of coal. When Mr. Dunn was there they had only two weeks' supply. The Fiume incident had also created a great deal of

unrest. Mr. Dunn came to the conclusion that Belgium was getting on its feet faster than any of the Continental powers that were engaged in the war.



A. T. Johnston, assistant to president of Borden Milk Co., and Wm. H. Dunn, Montreal, snapped in Switzerland.

Speeding Up Slow Lines

Displaying Lines That Are Not Selling Briskly is Found to be an Effective Way of Developing Sales—F. McDougall & Sons, Ingersoll, Ont., Have Adopted a Regular Saturday Sale for Such Lines

FROM all parts of the country come stories to CANADIAN GROCER of what grocers are accomplishing in the way of sales following the proper display of merchandise. That it pays to get the goods before the public, it has long since been proved, and the merchant who is content to let his goods lie on the shelves without any effort to get them moving, is not deserving of success. Splendid results have been very often accomplished, in the case of goods that have not sold well, and the retailer was forced to try some special method in order to get them before the people. In nine cases out of ten, displaying the goods has meant sales, and invariably there has been continually increasing business. Every Saturday F. McDougall & Sons, Ingersoll, Ontario, make a point of having a special sale of some article that has not been moving very briskly.

Recently this firm had considerable success with a certain line of salmon. It was one of the cheaper grades, and had been on their shelves for about two years. There was scarcely any call for it, but they decided that it must be sold. They had some half dozen cases of it. It was a pink salmon, and they had been able to buy it at a good figure. They put the entire lot in the window, with a card on the same reading, "only 19 cents per tin." A small item in the news columns of the town paper every Friday, announces just what the special offer at

In Spain, conditions were perhaps better than in any of the countries visited. People seemed to have plenty of money for luxuries, such as motor cars, jewelry, etc., and they were erecting very expensive buildings, and living as if they had more money than they could use at the present time.

Mr. Dunn met a number of the food authorities in England. These men, he said, had a great deal different attitude towards Canada than in the past. They all agreed that the sentiment in Great Britain was very strong and would be for many years to come towards Canadian products. Just now there is a big shortage of dairy products in England, the people being on a ration of one and a quarter ounces of butter per week.

Mr. Dunn, of course, visited a number of the battlefields in Northern France and Belgium, and has many interesting stories to tell of the reconstruction work going on there. He reports a most enjoyable trip, but still was very glad to get back again to Canada.

ONE GROCER ELECTED

Only one grocer was elected to the Ontario Legislature at the recent election, J. A. Pinard, Ottawa, being elected to the seat for Ottawa East.

the McDougall store will be. The salmon was all sold before the day was out, and Mr. McDougall had disposed of a line that was, generally speaking, not a brisk seller.

On another occasion he had similar success with ammonia, a line that he was able to sell at 5 cents. He got rid of from five to ten cases. He pursued his usual method, the same as in the case of the salmon, with results quite as satisfactory. The Saturday sales are a regular feature in the McDougall store, and the people have come to look upon them as a fixture. According to Mr. McDougall, they have always been productive of increased business, apart altogether from the article actually on sale. In this store, goods are very attractively arranged, always in such a manner as to catch the eye of the customer. In many instances, Mr. McDougall has found that the special sales have been the incentive for coming into the store, and usually other lines are purchased along with the particular one advertised.

HAMILTON ADVERTISING AGENCY IN NEW QUARTERS

The Hamilton Advertising Agency, McNab Street Hamilton, Ont., has moved to 18 Main Street East, where more spacious quarters are available to meet the growing requirements of the firm.

Has Made a Success of Cash Store

J. Lewis & Son, of Woodstock, Ont., After a Long Period in a Credit Store, Turns to a Strictly Cash Basis and is Well Pleased With the Results

TWO years ago James Lewis & Son, for many years in the grocery business in Woodstock, Ont., announced to the public that they were going out of the credit business. Since that time, they have adhered closely to the cash policy, and, as Mr. Lewis Sr. told CANADIAN GROCER, on the occasion of a recent visit of a representative, he was not sorry he had cut out the extension of credit.

"I considered the matter from every angle," he said, "before I decided to make the change. It has worked splendidly, and the two years that we have given it a trial has proved the wisdom of our decision. When I reached the conclusion that the store henceforth was to be run on a cash basis, I closed the store for two days, and made the announcement in the paper that when we re-opened, all sales would be for cash. I also published a list of new prices under the cash system. A grocer cannot keep books under ten per cent., and the question of discounts is an item that is worth reckoning. In discounts alone last year, I saved \$500, and then again, there is no loss from bad debts."

"What was your turnover last year with a strictly cash business?" the CANADIAN GROCER asked Mr. Lewis.

A Big Business And No Credit

"I did a business of \$45,000 last year, with absolutely no credit given," he answered. "Some of the best people in the town had to be turned down, and there were some who discontinued their trade with me. On the whole, however, the

latter have come back. People have come to like this way of doing business. They are just as anxious to save a few cents, by way of paying cash, as they previously were of availing themselves of credit.

I am able to pay cash for everything, and the customer is reaping the benefit."

Goods are delivered to the houses c.o.d. and nothing is left without the money, this custom always being rigidly observed. Mr. Lewis Sr. has been in business in Woodstock for thirty-five years, and his long experience in doing a credit trade as compared with his two years on a strictly cash basis, has convinced him of the advantages and success of the latter.

Thinks Tin Container Supply Will Meet the Demands

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, states that the tin container outlook, while serious, is such as to give promise of the present season's needs being met. Naturally, under the existing difficulties in procuring tin plate, the outlook is not rosy, and stocks are being heavily depleted as a result of slow and curtailed deliveries.

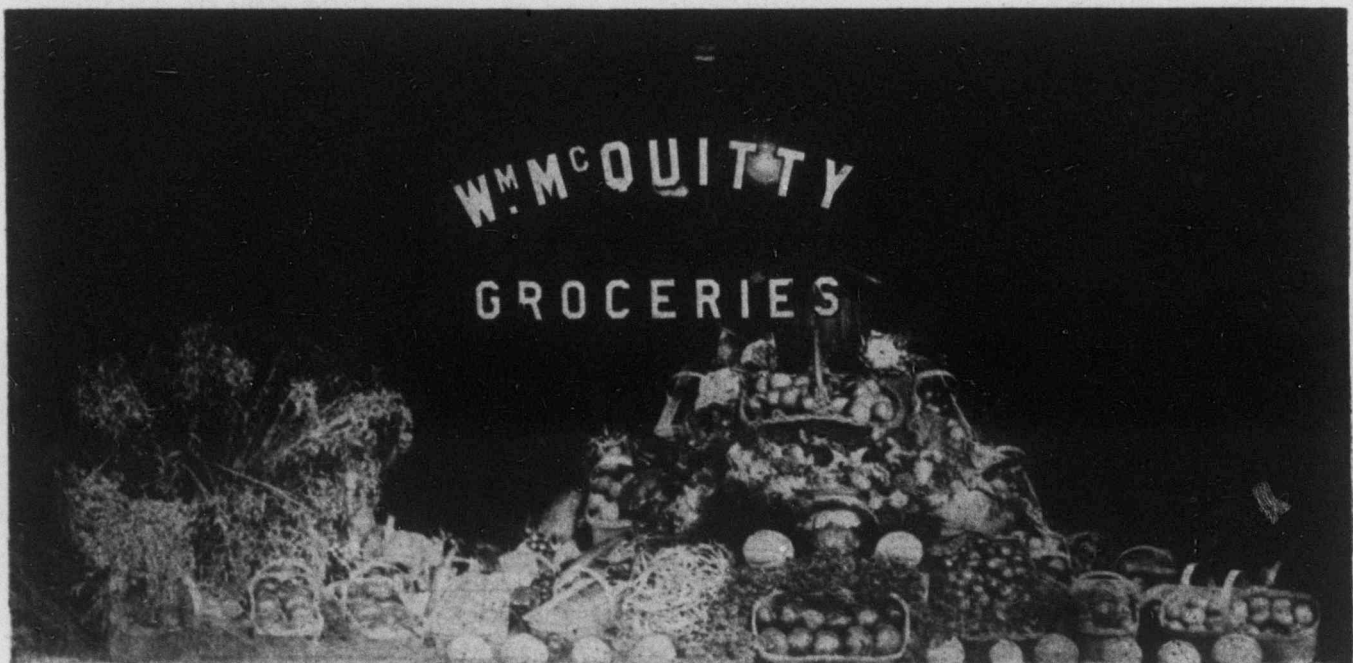
It was pointed out in these columns some time ago that tinplate might be procured from the British mills this fall but difficulties have arisen to at least curtail the allotments coming forward. Mr. Whittall, asked as to the amount of plate received from this source, stated that there was practically none. This has thrown the demand entirely, as far as they are concerned, upon the United States mills and with the recent labor strike in the producing centres, matters have been involved and deliveries held up.

No Increased Prices

"We have made no advance in prices,

and have been taking care of our customers well," said Mr. Whittall. "We have also been supplying outside customers with their requirements. The demand this year for tomato containers has been very heavy, and this has taken a great portion of the supplies. Now that this demand is over, the call will be for apple cans. There is the biggest crop on record in Nova Scotia and we expect a large demand for cans from there."

Speaking of the effects of the steel strike, Mr. Whittall said that recent advances to them had been more encouraging. The men were gradually losing out, and improvement was becoming manifest right along. The wages paid the workers in the plate mills were very large, some of them drawing as much as \$20 and even \$30 per day. It was not a matter of wages that they were wanting adjustment on rather than recognition of the unions. Mr. Whittall believed that they would not get their wish.



A fine harvest window used by Wm. McQuitty, Wellnd, Ont.

Canadian Manufacturers Form Quebec Branch

Realizing that would be advantageous in many ways, the Canadian Manufacturers' Association succeeded, last week, in effecting an organization for the Province of Quebec. The matter has been under way for several months, and, as a result of the efforts culminating as above, the following strong executive and committee was chosen by popular ballot: Chairman, C. H. Duggan; vice-chairman, C. H. Smith; executive committee, B. J. Coghlin, Raoul Grothe, R. H. McMaster, Walter B. Ramsay, J. A. Richard, F. W. Steward, Paul F. Sise, Walter Smardon, all of Montreal; J. H. Fortier, O. A. Gignac, Joseph Picard, J. E. Warrington, all of Quebec; C. A. MacKinnon, Andrew Sangster, of Sherbrooke; C. J. Laframboise, St. Hyacinthe; R. J. Fraser, St. Johns; J. E. Allain and A. A. Paradis, Victoria-

ville; W. F. Bodden, Hull; W. H. Miner, Granby; H. W. Matheson, Shawinigan, and Robert Ryan, Three Rivers.

It will be noted that there are representatives on this committee from various parts of the province. The advice of General Manager Walsh, of Toronto, who assisted in the formation of the branch, was to the effect that close co-operation would be required in looking after the affairs of importance that would come up from time to time. Some of these would be of consequence to the whole Dominion.

"Needed Tariff Changes" and "Compulsory Education" were two topics on which important addresses were delivered before the meeting by J. R. K. Bristol and by Prof. J. A. Dale of McGill University, and A. W. Patenaude. In addition to these Dr. Michael Clark of Red Deer was the chief speaker at a banquet tendered at the Windsor Hotel in the evening.

SUGAR REFINERS ON ATLANTIC COAST SEEK REDRESS

The Atlantic and Acadia Sugar Refineries, whose sugars are melted and refined at or near the Atlantic seaboard, are making an effort to have freights so re-adjusted as to place them more nearly on a parity with the Montreal refineries, in order that they may compete with the latter to better advantage in seeking business west of Montreal. As it now is, they claim, this cannot be done satisfactorily.

At present, the rate is fifth class from St. John and Halifax, and this is the arrangement agreed to by the Railway Commission in September, 1919. The refineries in question want to introduce argument further that they should be entitled to a still lower classification. The Montreal refineries are, of course, putting up a fight against the contention of the coastal refineries, and the transportation bureau of the Montreal Board of Trade is also being represented.

IMPORTED BEANS MAY LOWER BEAN MARKET

Canadian trade is now being accorded large supplies of Kotoshi beans, but much of the supply is of the Manchurian variety, the regular Japanese variety, and which has been so extensively sold to the trade having been affected seriously, it is understood, by excessively wet weather in the Orient.

Just at the present time the market is accorded reasonably large supplies, but the buying has not been heavy, one importer stated to CANADIAN GROCER. This—in Eastern Canada—may be accounted for from the fact that weather has not been cold yet. Jobbers and retailers, apparently, are making present stocks serve their needs. And with Canadian-grown beans now available in fair quantities, the tendencies have been easier. Quebec beans are said to be of excellent quality this year.

MOLASSES RECORDS ADVANCE

Last week CANADIAN GROCER referred very definitely to the strong tendencies that were then prevailing in

the molasses market, and an increase has since been made effective of three cents per gallon. It is anticipated that the market will continue to rule strong. As previously pointed out in CANADIAN GROCER, the farmers have been holding out for high prices for their cane crop, and with the sugar situation so strong and prices for raws high, there is every reason to anticipate high molasses.

Are You Making Money?

WHERE can I obtain a ready-reckoner to enable grocers to know what percentage they could make on goods at various increases over cost and the percentage is stated on the cost; also the price? I think a wholesale grocer issued the above book some time last spring.

'Or a ready-reckoner and a percentage book showing percentages?'

The above enquiry has just been received, and as somewhat similar enquiries are being frequently received, the accompanying tables are given.

The matter of figuring profits is one that is always of importance; only by being sure of the exact percentage that is being made is it possible for the merchant to be sure that after his labor he is actually showing some profit on his business.

Herewith are reproduced two charts that should make the matter clear to everyone. Cut these out, and paste them

on a bit of card, and hung them in your office, and then there need be no danger that goods are being sold at a loss.

Are You Making Enough Money in Your Business?

Do you mark your goods, based on their cost price, and do you figure the expense of doing business on your sales? If you do, the following table may help you.

If you want to make 10 per cent. on the selling price, add 11.11 per cent. to the cost.

If you want to make more, add to cost as below:

Profit on sales	Add to Cost to Equal	Profit on sales	Add to Cost to Equal
10%	11.11%	20%	25.00%
11%	12.36%	21%	26.58%
12%	13.63%	22%	28.21%
13%	14.94%	23%	29.88%
14%	16.28%	24%	31.58%
16%	17.65%	25%	33.33%
16%	19.05%	30%	42.86%
17%	20.49%	35%	53.85%
18%	21.96%	40%	66.66%
19%	23.46%	50%	100.00%

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

p.c.	10 p.c.	11 p.c.	12 p.c.	13 p.c.	14 p.c.	15 p.c.	16 p.c.	17 p.c.	18 p.c.	19 p.c.	20 p.c.	21 p.c.	22 p.c.	23 p.c.	24 p.c.	25 p.c.	
25	10	9	8	7	6	5	4	3	2	1	00	1 Loss	2 Loss	3 Loss	4 Loss	5 Loss	
33	1-3	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40	18 4-7	17 4-7	16 4-7	15 4-7	14 4-7	13 4-7	12 4-7	11 4-7	10 4-7	9 4-7	8 4-7	7 4-7	6 4-7	5 4-7	4 4-7	3 4-7	
50	23 1-3	22 1-3	21 1-3	20 1-3	19 1-3	18 1-3	17 1-3	16 1-3	15 1-3	14 1-3	13 1-3	12 1-3	11 1-3	10 1-3	9 1-3	8 1-3	
60	27 1-2	26 1-2	25 1-2	24 1-2	23 1-2	22 1-2	21 1-2	20 1-2	19 1-2	18 1-2	17 1-2	16 1-2	15 1-2	14 1-2	13 1-2	12 1-2	
75	32 6-7	31 6-7	30 6-7	29 6-7	28 6-7	27 6-7	26 6-7	25 6-7	24 6-7	23 6-7	22 6-7	21 6-7	20 6-7	19 6-7	18 6-7	17 6-7	
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25	

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram. If your cost of doing business is 18 p.c. and you mark a line at 60 p.c. above cost, your net profit is 19% p.c. on sales.

Canada Prospers if Towns Prosper

By E. M. Trowern, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa

THERE are very few people in Canada who have not heard the argument used, that in order to pay our national debt we must produce more goods, whether they are from the forest, the mine, the field or the sea. The object is to exchange these goods for other goods that we require, but which we cannot produce. The more goods, therefore, that Canada can produce the richer she becomes, and the richer that she becomes the better business place it is for those who live here. If the above argument is sound for Canada as a whole it should also be sound for any part of Canada.

Competition among nations is the strongest incentive toward progress. The Canadian people are proud of Canada because of the ideals she has set us, and she is, therefore, proud of her flag and proud of her race. This is the incentive for higher development. To build up Canada we must do as all sane men would do in their own private business; they must build up their treasury and so we must build up the Canadian treasury. Hundreds of millions of dollars in the treasury of any foreign country are of no use to the Canadian treasury unless we can get some of it by exchanging our products for it. If the world was one great commonwealth and there was only one treasury, we would become dormant through want of competition, and we would become lost through enormity. Competition is the mainspring that forces us on toward higher ideals. This is true in every position in life. The citizens of every city, if they are happy and contented, take a pride in their surroundings. They want their city to be the best in Canada, and they strive forward that end. This produces a healthy rivalry, and so it is with the towns and villages of Canada.

Follow the argument a little further, and competition among the citizens for better homes produces a variety of style that lends a charm to life, and which could not be found where every house was built after the same plan and of the same style of architecture. If legitimate competition, therefore, is an advantageous incentive among nations, cities, towns, villages and individuals, it must be encouraged and not destroyed, providing it receives no special privileges and does not undertake to take advantage of its position.

Wherever there is prosperity there is usually progress. Prosperity is not always represented in dollars and cents. If it were so, and all the dollars and cents in Canada got into the hands of two people, no one could say that Canada's prosperity was impaired if the amount this year remained the same as last year, or was somewhat greater, but if this condition we produced we would begin to see evidences of lack of prosperity all around us.

In making a survey of all the towns and villages throughout Canada, can any one say that they see great evidences of prosperity? Can they see more stores being built or new additions to old ones? Is there more paint used than formerly on the store fronts? Are the stocks doubling up or keeping pace with the population? Is there a general appearance of prosperity all around? Are there more and better pavements, better roads to the farmers or producers passing through the town or village and circulating so that all engaged therein can have an opportunity of being rewarded for their services, or is the money going direct to one or two large mail order houses hundreds of miles away, and starving the trade of the town?

Take the actual trade and business out of a town and you reduce its power to pay taxes. Taxes can only be paid by those who have money to pay them. Mendicants and beggars never pay taxes. Every retail merchant who has a store in a town should make it a rigid rule to buy all the things he requires from his fellow retail merchants in the town. If the goods you want are not in stock leave your order and encourage your fellow retail merchant to stock them. If retail merchants themselves patronize and encourage mail order catalogue houses, how can they complain if others do the same thing?

If you want your town to thrive you must keep your money in local circulation. You must constitute yourself a

town booster. Canada's continued prosperity depends upon her live up-to-date towns. It is far better to have eight million happy and contented people in Canada, all having enough work to keep them busy and sufficient salaries to enable them to lay something away for a rainy day, than it is to have thousands out of employment, thousands receiving starvation wages, thousands in the poorhouses, and a few living in luxury and abundance. The more active, energetic towns that we have the more equitable will be the distribution of wealth.

Canada's future depends upon the prosperity of her towns and villages. If the towns and villages of Canada decline, Canada will also decline. If you want your town to die, take your money out of circulation and send it away to a mail order house. If you want a thriving, up-to-date place where the people love to congregate, be a town booster; take an interest in the stores in your town; encourage those who keep clean, comfortable hotels, where commercial travellers can stay with comfort and obtain good meals. If you have a local paper, weekly or daily, subscribe to it, and if you are a merchant or a manufacturer advertise in it and see that the proprietor keeps everlastingly boosting your town. If it is worth living in it is worth boosting; if it is not worth living in we would advise you to move out as quickly as possible and give place to better men.

Sells 1,500 Brooms in Few Days

Record Sale in the Store of H. A. Andrew, Chatham, Ont.—
Put Them All in the Window With Price Ticket
Attached—Sold Rapidly

SELLING 1,500 brooms in from two to three days is a record that will take some beating, and yet it is what was accomplished in the store of H. A. Andrew in Chatham, Ont. Every house in the town must have had one of those brooms. Mr. Andrew told CANADIAN GROCER, and some people bought as many as six. Of course, it was a very special offer, and one that naturally appealed to the average housewife, as the present price of brooms is considerably higher than what was asked for the ones in this sale. These were sold at 58 cents, and were purchased by Mr. Andrew direct from the factory. The margin of profit was not very large, but the turnover was so quick, and so many were sold, that the profits obtained were not disappointing.

Asked as to what method he used in selling these brooms. Mr. Andrew pointed to the front windows. He filled the window with them, with sale price attached,

and they sold rapidly. Mr. Andrew uses his windows to a very large extent to help sales, and when he has anything special to offer he puts it on display. "It works every time," Mr. Andrew told CANADIAN GROCER, "and my window is a very valuable aid in the selling of goods." On more than one occasion he has proved what a proper display, where people can see it, will do to increase sales.

Maurice Quinlan, an old and highly respected resident of Brantford, Ont., for the past 57 years, died recently in that city. The deceased was the eldest son of the late Joseph Quinlan, one of the pioneers of Brantford. He successfully carried on a grocery business on the south side of Colborne street, for a number of years, and retired to private life some 25 years ago.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

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

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

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIII. TORONTO, OCT. 24, 1919 No. 43

THE RETAILER CRITICIZED

THE Montreal *Star*, in a recent editorial, slates the Retail Merchants' Association for its opposition to the methods of investigation adopted by the Board of Commerce.

"It has seemed to the *Star* for some time that the Association is inclined to labor under the delusion of persecution. If the retail merchants of Canada have been more closely quizzed than has any other class of Canadian business men in the Government's endeavor to throw some light on the cost of living puzzle, it is only because their business gives them special information the Board requires. As a class they have not been the victims of more loose accusations of profiteering than others.

"As a matter of fact, the Association has been badly advised from the start in its attitude of opposition to the Government's inquisitorial methods. Because it did not approve of the constitution of the Board it objected to giving evidence before it; it still protests against being examined by the Board, and, at the same time, it wonders why this refusal is misunderstood by the public."

While the *Star* is ready to admit that "the retail merchant is no more guilty of profiteering than any other member of the community," it sees in its attitude to the Board of Commerce an excuse for the contrary belief.

Granting a judicious attitude of mind on the part of the public, this contention might be correct. Unfortunately it is impossible to believe in such an attitude, and the public takes the Board of Commerce investigation as an accusation of guilt and certainly there is little in the methods that the Board has adopted to date that would tend to disabuse their minds of such an impression.

CANADA'S FINE SHOWING

TOOTING one's own horn, as they say, is not exactly a creditable performance, and yet there is a certain fact in connection with this Canada of ours over which Canadians might justly become jubilant.

It is that, with but one-fifteenth the population of the United States, the Dominion does one-fifth the amount of trade. This statement is based on official figures just published showing the total of American trade for the year ending August 31. The comparison is made on the assumption that there are about eight million people in Canada and 120 million in the United States.

The report shows that the American's exports for the year totalled \$7,415,000,000, Canada's \$1,233,000,000, a proportion of one-sixth. Their imports were \$3,233,000,000, ours \$870,000,000, a proportion of one-fourth. Their total trade was \$10,648,000,000, ours \$2,103,000,000, a proportion of one-fifth.

Editorials You Should Read

EXPORTS AND PRICES

WHEN it was announced recently in Montreal that a heavy shipment of cheese had gone overseas, a soap-box orator declaimed on the street-corner against a policy which made it possible to export foodstuffs while famine prices were exacted for the narrow supplies left in Canada.

The argument was specious, and wholly misleading. If the domestic demand were equal to the production, in cheese or in any other product of farm and dairy, then a criticism of export trade might be in order. But Canada produces an immense surplus of grain and other foodstuffs. If exportation were not permitted and encouraged the markets would be glutted—for one season! After that, production would be curtailed. Farmers would leave the country in droves, there would be no market for manufactured goods, and the Dominion would be ruined.

Everyone who has compared staple prices in Canada with those in other parts of the world realizes that the High Cost of Living is a general, a universal problem. It is the natural result of a destructive conflict, the greatest and most terrible in history.—*Canadian Observer*, Sarnia, Ont.

Save by Weighing Incoming Goods

Expressions of Opinion From Various Grocers Show That the Checking Up of Short Weights and Measures is the Only Sane Method for a Retailer to Follow

THE grocer that doesn't weigh his goods and check them on receipt is going to lose considerable in a year," according to the opinion of A. V. Gillies, 207 John Street, Hamilton, Ont. "I also keep an entry book for goods and check them with the invoices," he added. CANADIAN GROCER has endeavored to find out just how many grocers do, systematically and carefully, check up new goods as they come in, and, if in their opinion, a saving of money is accomplished by so doing. From the inquiries that have been made, and they have been fairly extensive, one would conclude that this practice is general among the grocers, and all seem to be agreed that money can be saved. A few were found who stated that they did not take the time to do this checking, but, on the whole, it is done very regularly by the average grocer. As one points out, in these days of high prices, the custom is a most essential one indeed. Sometimes the grocer has to buy and sell on a very close margin, his profit being rather small in a good many instances. Prices have advanced so rapidly that in selling to the consumer a certain article, the retailer has to dispose of it at an advance of only a few cents in order to maintain a sale for it at all. Thus he feels that he must have all he pays for, and to be sure that he has, the only safe method is to weigh and check his goods as they come from the wholesale. It is not, as a rule, the fault of the wholesaler, but goods put up in packages are often found to be underweight, or short in the number of packages a case should contain. Mr. Gillies stated that on one shipment the saving does not amount to a great deal, but taken in the year's aggregate, the amount is one that a grocer cannot afford to lose.

Makes Shippers More Careful

A. J. B. Saumier, Swastika, Ont., always checks up his goods, weighing them or counting, as the case demands. "I think it is most important to do so," he stated. "It is not only good business practice, but when a shipper finds that you always follow such a procedure, he will be more careful in his packing." He could not say just how much he would save in a year, but he adds that he frequently finds a shortage, and a pound here and there on a year's stock means a real loss to the grocer if not accounted for, or made good. He believes that a grocer should pay very strict attention to methods of checking, and particularly at this time. A merchant cannot afford to pay for something he never got any more than a customer of his would do, were he or she not to receive an article ordered.

"If we had not checked up our stock,

weighing and counting, as it came in, we would not be in business to-day," John Jaron & Co., Lancaster, Ont., replies in answer to the query from CANADIAN GROCER. Mr. Jaron's policy is to weigh and count everything that comes into the store. He is of the opinion that it is the only sane policy for any grocer to follow who wishes to make a success of his business and not merely a hand-to-mouth existence. It is no particular indication of enterprise for a grocer to find out if he has really received what he ordered. It is nothing more nor less than proper business practice. The Jaron Company has a scale that weighs up to 1,200 pounds, and potatoes, sugar, flour, etc., are put over these scales before they are finally accepted. The saving, it is pointed out, is of attractive dimensions as far as the Jaron store is concerned, and as a loss would work havoc to an ordinary business. Short weights are very often found, and the shipper is usually glad to know about it and to make the difference right. The carelessness in packing is

very often responsible for the shortage, over which the distributor, of course, has no control.

Pays to Check Shipments

"We think it very important to check all incoming weights and measures, with the exception of flour and sugar," states J. W. Haigh, manager of the stores department of Graves, Bigwood & Co., Byng Inlet, Ont. "In the case of the two mentioned commodities, we are satisfied we are getting what we are paying for, and if in our favor we notify the shipper to charge us with the difference."

Packages Sometimes Short

J. T. Hooper, Bowmanville, Ont., told CANADIAN GROCER that he found quite a lot of goods in original packages short weight, such as raisins. Therefore it behooves the grocer to have an eye to this sort of thing and to make sure that goods ordered are up to standard. Wholesale houses, too, in shipping out goods make errors, and the only way to check them up was to weigh and count everything as it came in.

Are Profits a Crime?

WHERE is the venerable Chamber of Commerce of the State of New York, where is the comparatively recently begotten Chamber of Commerce of the United States, where are all the commercial and industrial bodies in this broad land that should raise their voices against the fast growing heresy that profits are a crime? When William Jennings Bryan wanted to make the people of this country believe that a bimetallic system of money was preferable to the gold standard, business men all over the land constituted themselves missionaries to overcome the heathen. Yet the silver-tongued Nebraskan's agitation for the double money standard was not one-tenth as insidious as is the doctrine regarding profits which is now being fostered by those whose income is fixed in the form of salaries or wages.

The suggestion that all articles leave the producer's hands with his selling price plainly marked on them, bears within its make-up germs far more dangerous to the body economic than all the Plumb bills that could be devised. If the retailer's or distributor's profit is to be regulated by publicity or by statute law, the next step must be regulation of the producer's profit. Could industry be laid low by chains and fetters more damning than such a process of proscribing profits?

Oh, this only refers to foodstuffs and necessities of life? What are necessities of life? The hook from which the butcher suspends a carcass is certainly

essential to his business and the cost of that hook enters fully as much into the price at which he sells his chops, as does the cost of the meat itself. Therefore the hook must have the cost price stamped on it. And, by virtue of the hook being a life necessity, the iron from which it is made becomes such and the ore that goes into the latter, ditto. Ergo, the iron should be cost-marked and so should the ore.

When the wage earner insists upon a 25 per cent. bulge in his pay envelope, he is loudly acclaimed as a benefactor of the Nation with sufficient backbone to "get his." When his employer passes this increased cost on to the consumer he becomes a profiteer.

It would seem that the time has come when business bodies all over the country should speak out and speak out loud. A law compelling producers to mark all goods with the cost price to the retailer, is the first step toward putting all profit into convict's stripes. The utmost vigilance on the part of the country's merchants, manufacturers, and bankers is necessary lest in the hectic scramble for nostrums against the high cost of living the fundamental rights of business be not overturned. There is only one road out of the tremendous wastage the war has caused and it is marked: economy and thrift. Fantastic and therefore pernicious schemes and a still further augmented army of Government employes will not lead out of the darkness.—The "Daily Metal Reporter."

Shippers of Montreal Up in Arms Over This

"NOTWITHSTANDING anything to the contrary that may be printed herein, all freight collectible under this bill of lading, including any short-paid freight, are to be converted into the currency of the country of the port of discharge of the vessel's entry at the Custom House at the port of loading."

Such was the clause inserted some little time ago by the various steamship companies of Montreal who had boats plying between Montreal and points in the United Kingdom. And, while it caused but little immediate concern, it now transpires that there is a deal of fuss and no little dissatisfaction with the arrangement. The trouble, naturally, has arisen from the fact of wide exchange differences as between the various countries. To illustrate: The pound, sterling, is worth about \$4.33 at Montreal, or about \$4.16, New York. When the cargo that has been shipped out of Montreal reaches England, the basing is done on the New York valuation, it is stated, and this results in either a loss to the seller or the necessity of making arrangements beforehand to protect himself against this possible loss.

Coffee Situation Grows Serious

The announcement that a general strike has been declared in Santos, Brazil, is likely, according to the opinion of importers here, to affect the coffee situation very seriously. As it is, without accentuating the trouble by way of a further strike, the situation in coffee was a bit alarming. The dock-hands' strike at New York has greatly interfered with the movement of receipts there, and supplies as far as the Canadian market is concerned are very light. If the strike in Santos, the world's greatest coffee port, coupled with the dock-hands' strike at New York, should last for any length of time, there is bound to be a shortage, as supplies at the present time

in importers' hands are exceedingly small. The developments in the situation, while rendering values very strong, has not been followed by any increase in spot quotations.

CHANGES IN IMPORT LICENSE REQUIREMENTS

A new order has been issued to the various customs collectors, changing the licensing requirements of various products, as follows:

1. Individual licenses, for which applications should be addressed to the Canadian Wheat Board, Winnipeg, shall be required for the importation of the following, namely:

Wheat; wheat products (except bread, for the importation of which a general license has been granted by the Canadian Wheat Board).

2. Individual licenses, for which applications should be addressed to the Canadian Trade Commission, Ottawa, shall be required for the importation of the following, namely:

Sugars, raw and refined.

3. In respect of all other restricted imports under the War Measures Act which come under the approval of the Canadian Trade Commission for license, that commission has approved a general license permitting the importation from all countries, and collectors of customs in Canada are hereby instructed to accept customs entries for such imports without further license.

The above regulations do not apply to importations otherwise specially provided for, as for instance:

Firearms, memo. 2145-B; oleomargarine, memo. 2227-B; Russian rouble notes, memo. 2282-B; liquors, memo. 2289½-B; opium and cocaine, memo. 2315-B.

RICE ACREAGE IS CUT

In spite of an increase of 11,000 acres of rice in California over the estimate of the Rice Millers' Association, the total rice acreage in the United States is 34,014 less than the estimate of July, according to reports made public by the Secretary of the Southern Rice Growers' Association. The total acreage is 1,

095,318, Blue Rose and other Wright varieties prevailing over Honduras and Japan types. Eighty-four per cent. of the total acreage in Texas, Louisiana and Arkansas, according to this report, is of the Wright type, as compared with 76 per cent. a year ago. Honduras has a total of 9.2 per cent. in the three states; Carolinas, 4.3 per cent., and Japan, 2.1 per cent. About 53.1 per cent. of the entire acreage of these three states is Blue Rose; 20 per cent. is Early Prolific.

THE IMPORTANCE OF A PROPER CREDIT ACCOUNT SYSTEM

By H. GIBSON HALL

Many merchants pay a great deal of attention to the arrangement of their goods so that they may be easily seen and secured by customers. They make it easy for him to buy through selection of convenient sites for their stores so they will be most accessible and by carefully planned service, etc., but after all this painstaking effort to make it easy for him to buy, many merchants are prone to neglect the important part of their business, i.e., getting in the money. They make the customer wait until they can conveniently make out the bills and send him a statement, and their books never seem to be in such shape as to give immediate results, and through this the customers are compelled to carry a balance longer and of greater amount than should be necessary.

It is a very important feature to give customers just as prompt and efficient service in the matter of accounts as it is in other things.

It seems to-day that the general consensus of opinion tends toward a credit register system, which is used by many merchants to splendid advantage. This credit register makes it easy for the merchant and the customer. It shows the total balance continually, and is always before the merchant. When a sale is made the balance is brought forward on the counter-check slip, and one filed in the register cabinet under the customer's number and the duplicate sheet handed to the customer.

Thus, he knows to the minute the total of his indebtedness, and can thereby pay when he has the money and is inclined to pay.

This system makes it as easy for the customer to pay as for the merchant to receive the money on account, and merchants who are handling their business in other ways and finding considerable delay and difficulty, should investigate thoroughly this most modern method of account keeping in the retail business.

Merchants have told the writer at different times that collection feature of this way of handling accounts has greatly surpassed their expectations.

It is an important department of every retail business and should be given the best attention by every merchant keeping accounts.

Sharp Advance in Brooms

Prices Have Advanced From 50 to 60 Cents Per Dozen—
Market is Very Strong and a Further Jump
is Not Unlikely

THE market for brooms has advanced. Higher prices are quoted by the manufacturers, and, of course the wholesalers' prices to the trade have correspondingly increased. The jump in values amounts to from fifty to sixty cents per dozen, and is attributed to the higher prices prevailing for broom corn, as well as handles, wire, twine and labor. The present mar-

ket situation is very strong, and is likely to continue so, for some time to come. Prices, manufacturers state, may show further advances in the course of the next few weeks. Wholesalers are now quoting brooms at from \$6 to \$10 per dozen, but this does not take into consideration the new increase. With it added, the new quotations will be from 50 to 60 cents higher.

CURRENT NEWS OF THE WEEK

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

MARITIME

Jas. A. Reid, manager of the estate of Js. Reid, general merchant, Charlo Station, N.B., is dead.

QUEBEC

Manders and Brown, grocers, Montreal, have dissolved partnership.

La Pailleur Freres, Ltd., general merchants, Lachine, have obtained a charter.

Gagnon Fils and Cie, general merchants, St. George, have obtained charter.

Mr. Nesbitt, representing the Tacoma Whaling Co., Tacoma, Washington, was in Montreal this week.

S. Grandemaison, of Ottawa, Quebec representative for H. D. Marshall, was in Montreal this week.

J. B. Coffey, sales manager Chase and Sanborn, Montreal, is absent this week on a visit to United States points.

Arthur P. Tippet, manufacturers' agent, Montreal, who has been ill, has recovered his health and is again able to resume his office duties.

Jos. Picard, sales manager the Rock City Tobacco Company, Limited, Quebec, was a visitor last week to the Montreal office of CANADIAN GROCER.

Wm. J. Brown and John A. Duncan have been registered in Montreal as grocers, under the firm name of Brown and Duncan.

Mr. McCormack, of McCormack and Zatzman, St. John, N.B., called at Montreal on his annual Western tour, comprising Canada and various American States.

J. A. Paulhus addressed a meeting held in Monument Nationale, Montreal, last week on the coming National Fish Day. The meeting was of the character of informative geographical information regarding various fish, and while Mr. Paulhus was not scheduled to speak, he improved this opportunity to press home the message of National Fish Day.

Harper R. Gray, manager Gunn, Langlois and Co., Ltd., Montreal, attended the convention of the National Poultry, Butter and Egg Association of the United States, held in Cleveland on October 13-14. Mr. Gray was honored in that he was selected the vice-president for Canada.

C. Ritz, Eastern manager of Robin Hood Mills, Ltd., Montreal, returned from a brief visit to the Canadian West. Mr. Ritz states that the Saskatchewan oat yield is of good quality this year and that the returns were fairly satisfactory.

Among the members of the Montreal Board of Trade who went to Ottawa on Monday last to present the views of that body to the Federal Government

regarding the taking over of the Grand Trunk Railway were Zephirin Hebert, Huntley R. Drummond, A. A. Ayer, W. R. Molson and President John Baillie, and Secretary George Hadrill.

The Swiss Trade Mission, visiting Montreal last week, was tendered a banquet before its departure, at the Ritz-Carlton Hotel. There was a large aggregation of prominent business men, and Sir Charles Gordon and Sir George E. Foster represented the Government and larger Canadian trade interests. There was an excellent spirit throughout.

ONTARIO

Wm. Brittain, jr., grocer, Toronto, has sold to Mrs. L. Wilson.

Wm. S. Wilcox, grocer, Hamilton, has sold to P. P. Roe.

Stennett Bros., grocers, Toronto, have sold to F. Holman.

J. Lamson, jr., grocer, Toronto, has sold to Bert C. Moore.

Isabel Bridel, grocer, Toronto, has sold to John Wrigley.

G. Greenwood, grocer, Toronto, has sold to A. E. Pearce.

Eva S. Greenspan, grocer, Toronto, has sold to H. G. Weston.

Harman Nichols, general merchant, Eberts, has sold to E. Clapp.

E. Daoust, general merchant, Bourget, has been succeeded by U. Sequin.

John Nethercott, grocer, London, has been succeeded by R. E. Reid.

W. D. Sutton, general merchant, Munciev, has sold to Mr. Bamford.

F. H. Webber, general merchant, Shedden has sold to George Travis.

Albert Cook, general merchant, Leaskdale, has sold to Herbert Harrison.

The D Raymond store, Ottawa, has changed its name to D. Raymond and Co.

BUSINESS CHANGES

Mrs. Alex. Carter, grocer, Chatham, is dead.

Ellen Burns, grocer, Brantford, has sold out.

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

Dunn Bros., grocers, Hamilton, have sold out.

G. Croft, grocer, Toronto, is discontinuing business.

F. O'Brien and Son, grocers, Stratford, have sold out.

Edwin Jones, Toronto, has sold to W. H. Jefferson.

Albert Freeborn, grocer, Brantford, has sold out.

A. C. Kilgour, grocer, Toronto, has sold to J. Harris.

Jas. Dron, grocer, Toronto, is discontinuing business.

Jas Margetts, grocer, Toronto, has sold to H. Duckworth.

Mrs. J. A. Gifford, general merchant, Dawn Mills, has sold to Jas. J. Wilson. Grant R. Cobbon, London, has been succeeded by Rulston and White.

Pleet Bros. are opening a wholesale produce business in Ottawa.

Edwin Jones, grocer, Toronto, is selling to Walter H. Jefferson & Son.

E. S. Carter has opened a grocery business at 77 Main St. East, Toronto.

W. H. McKee, who conducted a business on corner Sumach and Sydenham streets, Toronto, has removed to Stop 18, Birchcliff, Ont.

Hamber and Challacombe, butchers and grocers, Birchcliff, Ont., have disposed of their business to C. B. Griggs.

Andrews Bros., returned soldiers, have leased the premises at 101 Danforth Ave., where they are opening a grocery and confectionery business.

W. Giddings, who was a member of the staff of W. H. Snell, Main Street, has opened a grocery at 868 Danforth avenue.

HAVE OCCUPIED NEW OFFICES IN MONTREAL

The Wm. Davies Co., Montreal branch, has just moved into new offices on Mill street. These premises were begun some weeks ago and the new arrangements will provide two stories above ground and one below. Of commodious dimensions, and with excellent lighting facilities, the office and executive staffs will enjoy a great improvement over the accommodation afforded previously. The new office building is within almost immediate access of the large wholesale plant and facing, as it does, on Mill street, it is within easy access of the main highway and electric car line.

GOVERNMENT APPOINTS PATENT MEDICINE BOARD

To comply with the requirement of the new amendment of the Proprietary or Patent Medicine Act, an order-in-Council has just been passed, on the advice of the Deputy Minister of Health, appointing the following members of the proprietary medicine board: Dr. Alexander Blackader, McGill University, Montreal; Dr. R. D. Rudolph, University of Toronto; Dr. A. McGill, chief analyst, food and drug laboratories, department of health, Ottawa; Dr. J. E. W. Lecours, of the Laval School of Pharmacy, Montreal; Dr. Charles F. Heebner, dean of the College of Pharmacy, Toronto.

This board has been formed to advise the federal department of health on questions arising in regard to patent medicines, etc., as affected by this amendment to the Proprietary or Patent Medicine Act.

STRATFORD CO-OPERATIVE SOCIETY PURCHASE STORE

The Stratford Co-operative Society have purchased the grocery business of F. O'Brien, 38 Wellington Street, Stratford, Ont., and will use that store to carry on their business. Mr. O'Brien gives possession on November 1st, but will remain in charge of the store until the end of the year.

It is understood that the Co-operative Society have also taken an option on the store at 40 Wellington Street, and will join the two stores into one. The lease at 38 Wellington, which they have assumed, has five years to run.

OTTAWA GROCER OPPOSES MARKET BY-LAW

After considerable discussion on the market by-law which prohibits grocers from making their purchases on By Ward Market before 8.30 a.m., the grocers' section, Retail Merchants' Association, at a recent meeting unanimously opposed the hour limit, and a committee was appointed to wait on the proper authorities and demand that the hour limit be changed to 7 a.m.

It was generally expressed by the grocers that the present hour limit was unfair. It was pointed out that at least two hours on market mornings are utilized by the grocers in making their market purchases, and that the hour restriction makes it practically impossible for the grocer to supply the produce to his customers in morning deliveries.

Pure Food Show Committee

The election of the Pure Food Show committee took place at the meeting. The committee consists of Messrs. A. E. Moreland, Clarke Cummings, A. E. Kelly and T. A. C. Kennedy. The committee has power to appoint its own secretary and to also add members.

Interest has revived in debating contests, and next month at a regular meeting a debate will take place on the subject: "Cash vs. the Credit System." Messrs. Casey and Duncan Bell will be the speakers. Mr. B. G. Crabtree, president, was in the chair at the meeting.

PURCHASING AGENTS' ASSOCIATION OF TORONTO HOLD ENTHUSIASTIC MEETING

The regular monthly meeting of the members of the Purchasing Agents' Association of Toronto, held at the King Edward Hotel, October 15th, was by far the most enthusiastic one held since the organization of this association, and plans were outlined for increasing the membership to at least two hundred.

Dinner was followed by interesting talks on "Character Study" and "Character Reading by Means of Handwriting," given by Professor Farmer, of the University of Toronto.

The Purchasing Agents' Association of Toronto, J. I. Nicholson, of Gunns, Limited, president, and G. P. Beswick, of Polson's Iron Works, as secretary, is affiliated with the National Association of Purchasing Agents of New York,

which organization now has a membership of four thousand throughout the United States.

The Toronto organization was formed, according to President Nicholson, for the purpose of providing for the regular meeting together of purchasing agents, with the resulting exchange of ideas and opportunities for closer relationship between them; to foster and promote among the members a more thorough knowledge of the products bought by the members, more uniform and efficient purchasing routine and methods, better standardized specifications, classifications, etc., and more improved methods for disseminating market information.

Several of the members of the Toronto Association were in attendance at the annual meeting of the American Association held in Philadelphia during September, and had a splendid opportunity of seeing the many benefits derived through their organization.

Officials in charge of purchasing in various Canadian firms have felt the need of an organization of this kind for some time, where it would be possible to meet and exchange ideas to promote efficiency along purchasing lines, and the enthusiastic manner in which the formation of the Toronto Association of Purchasing Agents has been received, augurs well indeed for the future.

B.C. SALMON PACK TOTALS MILLION AND A QUARTER CASES

The salmon pack of British Columbia for the year 1919 is expected to be in the neighborhood of 1,250,000 cases, this being about 400,000 cases less than the total put up last year, when many canners attempted to can and did can many large quantities of chums. These latter, however, are reported to be still on their hands. Practically the whole of this year's sockeye pack is already sold through the customary channels, with the greater proportion going to the British market, but a large reserve has been made for domestic consumption. The sockeye pack so far has sold on an average of \$15.75 per case of flats, very few talls having been packed this year. The estimate placed on the northern pack is fairly promising. On the Skeena River it is about 10 per cent. ahead of what it was four years ago at this time. On Rivers Inlet and Smith's Inlet it is about 40 per cent. of the pack as canned at the end of July, 1915, and on the Naas River it is on a parity.

NO SHORTAGE OF TEA IN ENGLAND

The Tea Brokers' Association of London report under date of September 12 as follows:—

The market continues in favor of sellers. Weekly sales at the moment are barely equal to meeting the increasing demand, and with the same number of buyers for a small quantity of tea prices are naturally rising. A fairly large supply from India and Ceylon is, however, on its way, and with the present heavy bonded stock in the United

Kingdom there is no visible shortage of tea at present. Common tea is again the strongest feature of the week, everything ranging up to 1s. 6d. per pound being freely taken at firm to advancing prices. Quality of the early Indian new crop invoice is good, although, as is often the case, they are a little light in cup. Old season's offerings are now of a somewhat mixed and indiscriminate character, prices for the lowest cost teas appearing comparatively high. Good class medium and fine grades from 1s. 6d. per pound upwards may be quoted as occasionally dearer.

Ceylons were selling with keen competition from all quarters. Common leaf grades were in more request, plain ordinary Pekoes realizing 1s. 5d. to 1s. 5½d. per pound. In the case of Java offerings buyers also found difficulty in following last week's purchases.

The extract from the Board of Trade Returns for the first eight months of the years 1919 and 1914 show that the imports are 94,000,000 more and the home consumption 40,000,000 more than during the corresponding period in 1914; this seems to afford further proof of the congestion in the docks and warehouses and difficulties of transport.

From this large increase in home consumption it would appear that the last Budget reduction of 2d. per pound in the duty on British-grown tea is stimulating demand. Higher wages are also a contributory factor, and with all countries competing for the world's supply comparatively high prices must rule if we are to maintain an adequate supply of tea to this country.

No Immediate Advance For Canned Goods

THROUGH a recent ruling of the Railway Commission it was proposed to remove the existing arrangement whereby canned goods in car lots, shipped from Ontario points to Montreal and east of Montreal, were permitted to come forward under special commodity rates. This has raised a storm of protest upon the part of the canners and the Montreal Grocers' Guild, and, as a result of the representations made, the Railway Commission has granted a stay of proceedings until the case can be gone into fully on a date to be arranged.

It is said that the increase that would result from the application of the proposed change would be 20 or 25 per cent., or even greater. Since the greater portion of the canned goods coming into Montreal and into many parts of the territory eastward from there come from Ontario, it was argued that the price to consumers would be very excessive and quite unreasonable from a comparative standpoint with other centres. Naturally, when the matter comes up for hearing there will be a considerable amount of argument and lively debate.

NEWS FROM WESTERN CANADA

WESTERN

L. M. Weeks, grocer, Edmonton, Alta., has sold out.

W. W. Brown, grocer, Lougheed, Alta., has sold to Jas. A. Riddle.

O. B. Prosser, general merchant, Westlock, Alta., has suffered loss by fire.

Mr. Elliott, who came here from Nova Scotia eleven years ago, has been in business here about as long as any of the merchants in that place.

O. H. Sellin, A. R. Carlson and Alex. Aso have dissolved their partnership in the Metiskow Trading Company, Metiskow, Alta., and a new partnership has been arranged between Wm. A. Cooper, Alfred R. Carlson and O'af H. Sellin.

Arthur Davidson has bought a half interest in the general store business conducted for the past eleven years by A. B. Elliott, at Summerland, B.C., which includes both stores and since the first day of the present month has been actively identified with the business.

NEW MANAGER FOR KELLY-DOUGLAS CO. AT PRINCE RUPERT

T. Arneil, manager for the Kelly-Douglas Company in Prince Rupert, B.C., has moved to Seattle, his successor in Prince Rupert being Charles Mills, of Vancouver.

keting a substitute for olive oil; a meal used in cooking; oil of apricot, known as bitter oil of almonds; American blue from which prussic acid can be made, and a number of other by-products, which give a total yield of more than \$200 for a ton of apricots.

Editor, CANADIAN GROCER.

I am a subscriber to your valuable paper.

With reference to the enclosed cutting, written by H. Amas, Nelson, B.C., I have often asked of the packing houses' representatives why this is allowed? Mr. Editor, 'If you eat bacon or ham prepared by any packing house, you, as well as the consuming public, are interested in this matter. I notice particularly one firm uses the heaviest paper (two wrappers) and there seems to be no shortage of it, because they get on an average 50c per pound for same.

You will be doing the retail trade good service to let us know if the Board of Agriculture grants the packers this concession. The Nett Weight Act, stamped on every package, tins or container, the same as in the U.S.A., is what we want for the good of all in Canada. I remain,

Yours truly,
W. T. ROUTLEY, Winnipeg.

PROHIBITS ADVERTISING SIGNS ON HIGHWAY

BUFFALO, N.Y., Oct. 1.—Advertising signs and signs of other character along the highways, except those giving directions, or warnings of danger, are being removed by order of Colonel Frederick S. Greene, state commissioner of highways. Political advertising comes under the ban.

Colonel Greene was in Buffalo recently and issued instructions to Charles J. McDonough, division engineer of the department of highways, to see that all signs, except those giving warnings of danger or road directions, are at once removed.

Mr. McDonough said yesterday that the work of removal is being carried out by the repair gangs as they go along the roads.

There is a state law prohibiting advertising signs within the limits of a highway, but it has never been strongly enforced. Permission has in some instances been given to place these signs, particularly where they had a feature that might be counted of value to the tourist.

It was said by Mr. McDonough that the signs had become so numerous that automobilists had reached a point where they paid but little heed to them, even overlooking danger signs.

Getting the Goods Off the Shelves

Putting the Goods on the Tables Where Customers Can Readily See Them Proves Effective in Attracting Customers—
Dressing Window Friday Night Good Business

Mr. J. McLeod, grocer, of Melville, Sask., in discussing the advisability of country merchants personally soliciting the farmers in their homes for grocery orders so as to combat the mail-order houses, recalled that when he was in business in Eastern Canada it was customary for all merchants to solicit country business in this way. Personally, however, he was of the opinion that instead of going out after business in this manner every possible method should be used to get the farmers and their wives into the store. Here with an attractive assortment of goods on display they would be more likely to purchase goods on view, and make extensive purchases, than if they had been canvassed in their homes.

In this latter respect Mr. McLeod followed out to the letter his policy of getting the goods off the shelves and onto the centre of the floor. The entire centre space in his premises is taken up with tables on which there are fresh lines of goods placed from day to day.

Wisdom of Dressing Windows Friday Night

This merchant says he cannot urge too strongly the advisability of dressing the front windows shortly after 6 o'clock on Friday night. As a trade bringer he says it has wonderful results which are seen the first thing Saturday morning and all day Saturday. Every Friday night he puts his best efforts into making a window display that will "hit them in the eye," as he expresses it. Coupled with this display he has devised some brilliant lighting effects so that on a Friday night his store front stands out like a diamond in an ebony setting. In

a country town Saturday is the big buying day for the family, and there are many housewives who look over the McLeod windows in contemplation of what their purchases are going to be on the morrow. Even if they do not happen to be down town on Friday night, they have seen the display of this live merchant on many former occasions, and have learned that he plans to give special values on the last day of every week, and that for his big Saturday trade he is in the habit of laying in fresh supplies.

A Policy of Cheer

A policy of cheer dominates this store at all times. The proprietor, a vivacious Irishman, radiates sunshine himself all day long; he is never too busy to pass a merry jest, and his clerks have caught his spirit. It is fine for business.

There is one cloud, however, that casts its shadow over this genial merchant, and that is the custom of wholesalers in this part of the country to sell direct to the hotels. He states that Melville hotels purchased canned goods and lard by the case. They also have heavy purchases of bacon wholesale houses who thus rob the local merchant of his legitimate trade.

AN EDIBLE OIL FROM APRICOT PITS

California has an annual by-product of 7,000 tons of apricot pits, which were formerly sold to Germany and Denmark at \$45 a ton. When the war closed this market, and the price dropped to \$15, a California chemist bought a supply and started experimenting. He is now mar-

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets this week is the arrival of new dried fruits and Southern rices. New seedless raisins are selling slightly easier than the old crop. A shipment of evaporated peaches also arrived this week. New rice of splendid quality is selling at 16 cents. On the whole, however, grocery commodities are steady and strong this week. Teas and coffees continue very firm.

TORONTO—Prices of groceries are for the most part steady this week, changes being very few in number. The receipt of new California raisins has resulted in slightly easier quotations on the new crop as compared with the prices old crop raisins were bringing. New Southern rice is also for sale on the market this week. The rice is of very fine quality and the figure at which it is selling is fairly reasonable, considering the higher quotations that have been ruling on top quality rice. News of damage to the rice crop, by heavy rains, however, is likely to influence prices to stronger levels, as no doubt supplies for this market will be curtailed. New apricots and prunes from California have not yet arrived, but a car of dried peaches reached Toronto dealers this week. Prices on all these fruits are likely to be high and considerably above the opening prices of a year ago. The sugar situation is still acute and supplies are in very limited quantities. Some refiners and wholesalers express the opinion that there will not be normal supplies of sugar until after the New Year. There is an extremely heavy demand for sugar just now. Prices are likely to remain at present high levels, as quotations on raws are very strong. The movement of new canned goods to the retail trade is very active. Prices are strong at the opening figures. Rolled oats in bulk are offered at a lower figure this week, \$4.90 being the quotation on bags of 90 pounds. No changes are reported on package lines. Crisco has advanced another 20 cents, the price for ones and threes being \$12.65, and for fours and sixes \$12.50. Cigarettes also show new advances this week, two well-known lines advancing to \$14 per thousand, another kind selling at \$12.50 per thousand. Teas and coffees are very strong with practically no changes in quotations as compared with a week ago. Spices, too, are very strong and in active demand.

In produce lines fresh meats and provisions still rule at the easier prices, inaugurated a fortnight ago. In fact, in some instances

slightly lower figures prevail. Cheese, eggs and butter are stronger, largely because of increased demand. There is a good demand for fish at steady prices and receipts of poultry are fairly heavy. Ontario potatoes are offered slightly lower this week at from \$1.75 to \$1.85 per bag.

MONTREAL—An advance of three cents per gallon has been made effective for fancy molasses. This is in definite accord with the trend of the market in recent weeks and bears out the definite tendency forecast in CANADIAN GROCER last week. Compound jam is also marked higher half a cent per pound. Sisal rope is reduced. The sugar situation is serious enough yet and some jobbers are supplying their customers with only soft sugars. New pack pears are received and are higher in price. Beans are still steady and are moving well. Nuts and dried fruits are still active and firm. Raisins may go higher. New Greek currants are now coming to Montreal and a cargo is looked for within three weeks. Peels are marked up for the new crop. Rices are firm and the better grades particularly so. Pail honey is advanced one cent per pound. Teas are high and firm, while cocoa is firming and may be marked up. Spices are particularly high and there may be mark-ups on some of these goods soon. Canadian chicory is reduced in price. Feeds are very firm and are selling well. Cornflakes are marked down. Rolled oats are lower, in definite accord with the tendencies outlined last week in CANADIAN GROCER. Rough grains are marked higher. Onions are very high in price and many of the coarser vegetables are getting scarce—notably tomatoes. Trade is quite active.

WINNIPEG—Grocery lines in Winnipeg are for the most part strong and steady. The sugar situation here is somewhat improved, but supplies are far from being plentiful yet. There is a very heavy inquiry for canned fruits and quotations on the same are very strong. Shipments of new raisins are beginning to arrive and this will help the situation very materially, as stocks were getting low. Teas and coffees are very strong and the trend in these commodities is decidedly upward.

In produce lines, prices are steady. Quotations on live hogs are inclined to be easier, the trade being slow and draggy. Lard is steady, with a good demand. Fish prices are unchanged with a very active inquiry for the same.

QUEBEC MARKETS

MONTREAL, Oct. 22—Quite a decidedly strong undertone is manifest this week in most items in the grocery list and some important advances are recorded, the most important being that of three cents per gallon for molasses. This was clearly forecast in CANADIAN GROCER last week. Other lines are firm, too, as referred to in the general summary.

Rope is Lower;

Montreal.

ROPE, JAMS.—A decline of price amounting to 1½ cents per pound is effective for sisal rope, making the base price 26 cents. Upton's compound jam is ½ cent higher in price for the 30-pound pails to 16½ cents.

Hard to Get Granulated Sugar; Jobbers Sell Soft

Montreal.

SUGAR.—It is impossible to say that there has been any improvement in the situation this week. Supplies of raw sugar are being melted as fast as received, and the movement of raws has been quite heavy. With a short supply in hand everywhere, however, the refineries cannot overtake the demand, and this week there is little granulated sugar to be had. The jobbers are selling soft or brown sugars to a much greater extent, and, in point of fact, some of them have no others to offer. The price basis is without change, but the undertone is very firm. Improvement can only come gradually.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
St. Lawrence Sugar Refineries	11 25
Iceing, barrels	11 20
Iceing, 25-lb. boxes	11 60
Iceing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 25 10 75
Yellow, No. 3	10 15 10 65
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack	13 25
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.	13 50
Do., (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Demarara light, per lb.	0 10

New Pack Pears Are High in Price

Montreal.

CANNED GOODS.—The present movement of canned goods is limited and the price basis for the most part is steadily unchanged. New pack pears in heavy syrup are to hand, and some lines are very high in price—the better ones in particular. Various qualities of fish and sardines, herrings, etc., that have been scarce for a long while, are again re-

ceived in moderate quantities. Some new Portuguese sardines are to hand, and these are selling for \$24 per 100 tins.

Canned Vegetables—

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2¼s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (Aged), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	
Spinach, Can. (2s)	1 80	
Spinach, California, 2s	3 15	3 50
Do., (wine gal.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 50	
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	2 15	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½s (doz.)	1 10	
Pumpkins, gallons (doz.)	8 25	
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	3 00	
Peas, Sw. Wrinkle	2 00	
Do., fancy, 20 oz.	1 57½	
Do., 2-lb. tins	2 75	

Canned Fruits—

Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons doz.	5 25	
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	1 85	
Currants, black, 2s, doz.	4 00	4 65
Do., gallons doz.	16 00	
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, 20 oz., doz.	3 00	3 75
Do., No. 2	4 00	4 75
Do., 2½s, (light syrup)	4 25	4 75
Pears, 2s	5 25	5 40
Do., 2½s	1 90	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), Do., 1 lb. flat, doz.	1 90	
Do., 2 lb. talls, doz.	2 30	
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do., (light syrup, 2s)	2 00	
Raspberries, 2s, black or red, heavy syrup	4 70	
Strawberry, 2s, heavy syrup	4 65	

CANNED FISH

Salmon—		
Chums, 1-lb. talls	2 00	
Do., ½s, flat	1 20	
Soekeye, 4s, 1s, doz.	4 75	
Do., 96, ½s, doz.	2 50	
Red Springs, 1 lb. tall	4 00	
Do., ½ lb.	4 30	
Cohoes, 1 lb. tall	3 75	
Do., ½ lb. flat	1 90	
Pinks, 1 lb.	2 55	
Do., ½ lb.	1 30	
White Springs, 1s	2 40	
Ohums, 1 lb. talls	2 00	
Do., ½s, flat	1 10	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Alaska, red, 1-lb. tall	4 25	4 50
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Herrings, imported, tomato sauce	3 25	
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	1 85	
Do., kipp., Canadian, 4s 1s.	1 90	
Do., ½s	1 65	
Haddies (lunch) (¼-lb.)	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		

5 oz., doz.	2 80
10 oz., doz.	4 20
Lobsters, ¼-lb. doz.	3 10
Do., ½-lb. tins, doz.	5 50
Do., 1-lb. talls	3 25
Do., ¼-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ½-lb. tins	3 50
Jardines (Amer. Norwegian style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25 17 50
Sardines, French	32 00 34 00
Do., Portuguese, case	24 00
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 40
Do., 1½s	4 50
Crabs, No. 1 (cs 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, doz., Montreal	2 50

Beans Steady Sellers Price Basis is Held

Montreal.

BEANS, PEAS.—New crop beans are very excellent in quality from the Quebec growers, it is stated. The movement is steady, speaking seasonably, and the prospect for a good season is fairly satisfactory. The influence of Japanese beans on this market is somewhat in the nature of inducing easier price tendencies, but actual changes have not developed.

BEANS—

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

Nuts Are Delivered As Fast as Received

Montreal.

NUTS.—The movement of nuts is very active, importers stating that they ship these forward to fill standing orders as soon as they are received. The market is naturally strong and declines are not anticipated at this time. New Bordeaux shelled walnuts are received and these are quoted at 80 to 82 cents per pound.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)	0 62	
Almonds (Jordan)	0 75	
Brazil nuts (new)	0 26	
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)	0 20	
Filberts (Sicily), per lb.	0 25	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	0 40	
Peanuts—		
Jumbo	0 23	0 25
"G"	0 18	
Coons	0 14	
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 20	0 30
Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 30
Walnuts (new Naples)	0 23	0 26
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.	0 88	

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

**Currants Are Coming;
Figs, Too; Raisins Firm**

Montreal.
DRIED FRUITS.—A ship cargo of Greek currants is now en route to the Port of Montreal by the steamer Cairgowan, and these ought to arrive within three weeks. They will relieve the situation, and import price is said to be around 20 to 21 cents loose, and 23 to 24 cents in packages. Raisins are moving freely, and the prospects are for higher prices, some assert. While evaporated apples have been ruling easier, it is thought in some jobbing circles that the big export demand will serve to prevent much lowering of price. New crop peels are received and the prices are from 2 cents to 4 cents per pound higher.

Apples, fancy	0 22	
Do., choice	0 28	
Do., slabs	0 26	
Apples (evaporated)	0 25	0 25 1/2
Peaches (fancy)	0 26	
Paced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears, choice	0 26	
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	0 18	
Do., 1 Crown	0 14	
Do., 3 crown	0 18	
Cal. seedless, cartons, 16 oz.	0 22	
Choice seeded, 12 oz.	0 14	
Fancy seeded	0 14	
15 oz.	0 16 1/2	0 18
11 oz.	0 13 1/2	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	0 23	
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	0 27 1/2	
Dates, Excelsior, per case (36-10s)	6 25	
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 26	
Packages only, Excelsior	0 20	
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	
Figs, Spanish (cooking), 25-lb. boxes	0 14	
Do. (28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	0 30	
50-60s	0 25	
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	0 16	0 14
Peels—		
Orange	0 45	
Lemon	0 42	
Citron	0 62	
Mixed, 1/2-lb. cartons, doz.	2 75	

**Better Rices Will
Be High; Good Stock**

Montreal.
RICES.—In view of the fact that control which has been in effect in various countries for some time past is still effective, the importers here feel that little relief can be anticipated in the matter of supplies at the present time. Good grades are still firm and will probably hold high, or even advance. It may be that some of the less costly grades will be available in fair quantities and at prices that will be considered fairly moderate. The present situation is not particularly easy to define.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	12 50	
Siam (fancy)	16 00	

Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Patna	0 14	0 15 1/2
Broken rice, fine		7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 13 1/2	0 14
Tapioca (pearl)	0 13 1/2	0 14
Tapioca (flake)		0 13
Sago (white)	0 15	0 16

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

**Pail Honey Up One Cent;
Seasonable Sale Syrup**

Montreal.
HONEY AND MAPLE PRODUCTS.—The undertone is fairly firm for honey, and the ten-pound pail price is advanced 1 cent to 19 cents. There is plenty of stock in this province and prices are being pretty firmly held by the apiarists. Maple sugar and syrup are both moving well for this season of the year, and there is ample supply to meet the requirements.

Maple Syrup—		
13 1/2-lb. tins (each) (nominal)		
10-lb. cans, 6 in case, per case		16 70
5 gal. (Imperial), crated		16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case.	7 00	
In cases of six, 5-lb. blocks, cs.	9 60	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 26	
In tins, 60 lbs., per lb.	0 24	
30-lb. pails	0 25	
10-lb. pails	0 26	
5-lb. pails	0 25	
Buckwheat (60 lb. tins), lb.	0 19	

**Molasses Has Advanced;
Syrups Free Sellers**

Montreal.
MOLASSES, SYRUPS.—"Molasses May Go Up." Such was the caption in the market report of CANADIAN GROCER last week. An increase of 3 cents per gallon has been effected here, and this follows the very definite tendencies forecast in recent issues. Many have expressed their belief that there will be no low-priced molasses, and the trend of various factors bears this out. The movement has been fairly active. Movement of corn syrups is still heavy and the cane syrup demand would also be large were these to be had.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/4	
Half bbls.	0 08 1/2	
Kegs	0 08 3/4	
2-lb. tins, 2 doz. in case, case.	5 45	
5-lb. tins, 1 doz. in case, case.	6 05	
10-lb. tins, 1/2 doz. in case, case.	5 75	
20-lb. tins, 1/4 doz. in case, case.	5 70	
2-gal. 25-lb. pails, each.	2 60	
3-gal. 28 1/2-lb. pails, each.	3 85	
5-gal. 65-lb. pails, each.	6 25	
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case.	5 95	
5-lb. tins, 1 doz. in case, case.	6 55	
10-lb. tins, 1/2 doz. in case, case.	6 25	
20-lb. tins, 1/4 doz. in case, case.	6 20	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	7 50	
Barrels, per 100 lbs.	10 25	
Half barrels, per 100 lbs.	10 50	
Glucose, 5-lb. cans (case)	4 80	

Barbadoes Molasses—	Island of Montreal	
Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Punchons	1 03	
Barrels	1 06	
Half barrels	1 08	
Note—Prices on molasses to outside points average about 3c per gallon less.		

**Many Buying Tea;
Its Price Firming**

Montreal.
TEA.—Prices are steadily firming on Ceylons, and with the exchange rates continuing high it is clear that there will be nothing but a firm market for some time. In speaking with a jobber this week, CANADIAN GROCER was informed that teas which were just received, and which had left Ceylon three months ago, are now quoted at almost twice the price at which the teas just taken into stock were bought. The outlook is for steadily high prices, and with advances for better grades not at all unlikely.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 40	0 42
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**Coffees Are Active;
Cocoa May Go Higher**

Montreal.
COFFEE, COCOA.—There has been a continued movement of coffee to the trade, and the basis is continuing very firm. Importers state that they do not look for price revisions at the present time or in the immediate future. The cocoa markets are decidedly firm, and some proprietary lines are already marked up. It is more than likely that various lines of chocolate coating sugar will tend to higher levels, and new quotations may be issued by the makers ere long.

Coffee—		
Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43 1/2	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39 1/2
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lb., per doz.	5 25	
In 1/2-lb., per doz.	2 75	
In 1/4-lb., per doz.	1 45	
In small size, per doz.	1 10	

**Very Firm Spice List;
Chicory is Lower**

Montreal.
SPICES.—With a steadily active demand prices on nearly every line of spice are well maintained, and some items in the list are decidedly firm. White peppers are firm at around 40 cents to the importer, and when exchange and duty are paid, the price runs well into half a dollar the pound. Cream of tartar is steadily high and rather scarce. Pickling spice is moved higher and is selling at 28 to 30 cents. Canadian chicory is marked down to 20 cents per pound.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 85	0 40
Cloves	0 65	0 70
Cream of tartar (French pure)	0 75	0 80
Chickory, Canadian	0 20	
American high test	0 80	
Ginger	0 29	
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins.	1 00	
Mixed spice	0 30	0 32

Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole	0 70
64, lb.	0 45
80, lb.	0 40
100, lb.	0 40
Nutmegs, ground, 1-lb. tins.	0 65
Pepper, black	0 2
Do., special	0 32
Do., white	0 50
Pepper (Cayenne)	0 35
Pickling spice	0 28
Paprika	0 65
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	1 00
Cardamon seed, per lb., bulk.	2 00
Caraway (nominal)	0 30
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 35
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Shredded cocoanut, in pails.	0 21
Pimento, whole	0 20

For spices packed in cartons add 4 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Flours Are Steady
And in Fair Demand**

Montreal.

FLOUR.—Demand for flour is steady and quite satisfactory. The movement of wheat to the mills has been steady and quite a considerable milling has been in progress. The tendencies are steadily firm without change and millers will welcome further export business. Strikes in various shipping centres have not helped the export movement.

Standard Wheat Flour—

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

**Lower Price Quoted
On Package Flakes**

Montreal.

PACKAGE GOODS.—The trade has continued rather active for these lines and there is but one price change—that of a decline for Kellogg's Toasted Corn Flakes. These are reduced to \$3.75 per case, and the reduction is doubtless due to the reduced price for corn. Pancake flour is again beginning to move out to the trade.

Corn Flakes, 3 1/2s, case	3 75	3 90	4 15
Roiled oats, 20s			5 60
PACKAGE GOODS			
Do., 16s			2 00
Do., large, doz.			3 00
Oatmeal, fine cut, pkgs., case			4 60
Oat Flakes, 20s			5 40
Puffed rice			5 25
Puffed wheat			4 25
Farina, case			2 35
Scotch Pearl Barley, case			2 35
Pancake Flour, case			3 60
Pancake flour, self-raising, doz.			1 50
Buckwheat Flour, case			3 60
Wheat food, 18-1 1/2s			3 25
Porridge wheat, 36s			6 45
Do., 20s			6 25
Self-Raising Flour (3-lb. pack.) doz.			2 90
Do. (6-lb. pack.), doz.			5 70
Corn starch (prepared)			0 11 1/2
Potato flour			0 16 1/2
Starch (laundry)			0 12

**Rolled Oats Easier
And May Go Lower**

Montreal.

CEREALS.—The trend of the market for oats is easier, and one jobber has

reduced his prices this week to \$5.10 per 90-pound sack. This tendency was definitely referred to in last week's CANADIAN GROCER. It is probable that still lower prices will be in effect, the bottom not being reached yet, some assert. The movement of cereals is fair, but cold weather would stimulate demand. Export has been restricted owing to the strike situation of freight handlers.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot. 98 lbs.	5 00	5 50
Barley (roasted)		7 50
Ruckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.		6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)		
Peas, Canadian, boiling, bush	1 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	5 10	5 15
Roller wheat (100-lb. bbls.)		7 10
Tapioca flour, lb.	0 15	0 16

**Shorts Very Firm;
Is Larger Export**

Montreal.

FEEDS.—The movement of feed has been quite heavy, and owing to the lifting of restrictions shipments of shorts and bran to the States have been heavier of late. The tendencies are higher and prices may be advanced if the weather conditions should turn cold. Supplies are fairly adequate at present.

Shorts—		
Mixed cars		55 00
Bran—		
Mixed cars		45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, mkdlings		64 00
Feed flour (98 lb. sack)		3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		64 00
F.O.B. Fort William		62 00

**Apples Big Sellers;
Most Fruits Firm**

Montreal

FRUITS.—A heavy sale obtains for all lines of fruit, and the prices are continuing steady with practically no change. Peaches and plums are nearly finished for the season, and pears are getting scarcer.

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

**Onions Are Higher;
Plenty Potatoes**

Montreal.

VEGETABLES.—There are plenty of vegetables to be had still, and prices are higher this week for onions. The range of price for lettuce, imported, is also high. Tomatoes are becoming scarce. There will soon be a restricted list from which to select. Potatoes are coming to hand well and are selling at \$1.50 to \$1.60 per bag of 90 pounds.

Beans, new string, Montreal, 20-lb. bag		
	1 50	2 00
Beets, new, bag (Montreal)		1 90
Cucumbers (hothouse), doz.		2 00
Chickory, doz.		0 75
Cauliflower (Montreal), doz.	0 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag		1 00
Celery, doz.	0 50	1 00
Corn, doz.		0 25
Garlic, bunch		0 40
Lettuce, Boston (2 doz. crate), crate		2 75
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.		1 25
Basket (about 8 lbs.)		2 75
Onions, yellow, 75-lb. sack	2 75	3 25
Yellow, 75-lb. sack		3 75
Do., red, 75 lbs.	3 25	3 50
Do., cases		8 50
Parsley (Canadian)		0 20
Peppers, green, doz.		0 10
Do., red, doz.		0 10
Parsnips, bag		1 25
Potatoes, Montreal (90-lb. bag)	1 50	1 60
Do., sweet, hamper		2 75
Radishes, doz.		0 25
Rhubarb, doz.		1 25
Spinach, box	1 00	1 25
Squash, Huber, doz.	1 50	2 00
Turnips, Quebec, bag		1 50
Do., Montreal		1 25
Potatoes (Montreal), 30-lb. box		0 50
Do., Rose	1 50	2 00
Do., green		0 50

**Grains Are Higher;
But No Hay Change**

Montreal.

HAY AND GRAIN.—Prices have been held without change on hay, and the farmers are at least going to make a try for high prices. Whether they will be able to get what they want is another matter. There is not a great deal of demand just yet. Advances have been recorded this week for both oats and barley, and still the former ought to be easier. Transportation is said to be rather difficult.

Hay—

Good, No. 1, per 2,000-lb. ton	23 00
Do., No. 2	22 00
Do., No. 3	20 00
Straw	11 00

Oats—

No. 2 C.W. (34 lbs.)	0 96
No. 3 C.W.	0 95
Extra feed	0 95
No. 1 feed	0 94
No. 2 feed	0 92

Barley—

No. 3 C.W.	1 49
No. 3	1 48
No. 4 C.W.	1 46

ONTARIO MARKETS

TORONTO, Oct. 24—Receipts of new California raisins at lower prices than the old crop was selling is the feature of the markets this week. Shipments of raisins are expected to be steady from now on. No prunes and apricots are on the market yet. New Southern rice is being offered to the trade. It is of very fine quality. The sugar situation is still acute and wholesalers do not look for normal supplies until after the New Year. Canned goods are moving freely and are steady at the opening prices.

Sugar Situation Shows Little Change

Toronto

SUGAR.—No changes are reported in quotations on sugar this week. St. Lawrence is firm at \$11.46 per cwt., Toronto, and the other refineries are unchanged. Refiners state that the supplies of sugar will not be normal until after the first of the year. Shipments are still being doled out very sparingly, and every effort is being made to spread the distribution, so that every retail dealer will get his fair share. Prices are likely to remain firm for a long time to come as quotations on raws are very strong, and there is big demand for sugar, not only for domestic account, but for export as well.

St. Lawrence, extra granulated 11 46
 Atlantic, extra granulated 11 21
 Acadia Sugar Refinery, extra granulated 11 21
 Can. Sugar Refinery, extra granulated... 11 21
 Dom. Sugar Refinery, extra granulated. 11 21
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20 5s. 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Another 20 Cent Jump in Crisco

Toronto.

MISCELLANEOUS.—Another advance has taken place in the price of Crisco. On Monday of this week the manufacturers announced an increase of 20 cents per tin in the prices to the trade. Sizes 1s and 3s are selling at \$12.65, and 4s and 6s at \$12.50. Players and Tuxedo cigarettes have advanced to \$14 per thousand, and Go'd Crest cigarettes are \$12.50 per thousand. Toy Gusto, that has been off the market now for some time past, is again being quoted by wholesalers. The price is \$4.20 per case.

Molasses and Syrups Steady and Strong

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is very strong, with a moderate demand for both. Prices are unchanged, being steady at the quotations that have been ruling now for some weeks.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb. \$0 08 1/4
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.
 Cases, 2-lb. tins, white, 2 doz.

in case	5 95	
Cases, 5-lb. tins, white, 1 doz.		6 55
in case		6 25
Cases, 10-lb. tins, white, 1/2 doz.		5 45
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6 05
Cases, 10-lb. tins, yellow, 1/2 doz.		5 75
in case		6 05
Cases, 2-lb. tins, yellow, 2 doz.		5 75
in case		6 05
Cases, 5-lb. tins, yellow, 1 doz.		5 75
in case		6

Peach, 4s, each	0 88
Red currants, 16 oz., doz.....	3 45
Raspberries, 16 oz., doz.....	4 50
Do., 4s, each	1 10
Strawberries, 16 oz., doz.....	4 50
Do., 4s, each	1 15

New Seedless Raisins Now on Market

Toronto.
DRIED FRUITS.—New Thompson's seedless raisins have arrived on the Toronto market and are being sold to the trade this week. There are no Californian apricots and prunes on the market as yet. Further shipments of raisins are expected shortly. Arrivals to date are of excellent quality, and are selling at a lower figure than the old crop raisins. In bulk they are quoted at 19½ cents, and in 15 oz. packets at 20½ cents. New California dried peaches are expected on the market this week, and apricots and prunes should now be along at any time. Lemon and orange peel is quoted at 42 to 44 cents per pound. Citron is selling at 60 cents per pound. Grecian currants are selling at from 25 to 26 cents. A shipment of Grecian currants, expected early in November, should sell at from 22 to 23 cents per pound. Portuguese figs are expected on this market some time in November. They will probably sell to the trade at from 18 to 20 cents per pound.

Apricots, unpitted .....	.....
Do., fancy, 25s .....	.....
Do., choice, 25s .....	.....
Do., standard, 25s .....	.....
Candied Peels, American—	.....
Lemon	0 42
Orange	0 44
Citron	0 60
Grecian, per lb.	0 25
Australians, 3 Crown, lb.	0 22
Dates—	.....
Excelsior, pkgs., 3 doz. in case	6 75
Dromedary, 3 doz. in case.....	7 00
Figs—	.....
Tape, lb. ....	.....
Malaga, lb. ....	.....
Comadre figs, mats, lb. ....	.....
Smyrna figs, in bags	0 18
Cal. 4 oz. pkgs., 70s, case.....	8 00
Cal. 8 oz., 20s, case	3 25
Cal. 10 oz., 12s, case	2 25
Prunes—	.....
30-40s, per lb. ....	.....
40-50s, per lb. ....	.....
50-60s, per lb. ....	.....
60-70s, per lb.	0 26½
70-80s, per lb. ....	.....
80-90s, per lb. ....	.....
90-100s, per lb. ....	.....
100-120s, per lb.	0 15½
Peaches—	.....
Standard, 25-lb. box, peeled.....	.....
Choice, 25-lb. box, peeled.....	.....
Fancy, 25-lb. boxes .....	.....
Practically peeled, 25-lb. boxes .....	.....
Extra choice, 25-lb. box, peeled .....	.....
Raisins—	.....
California bleached, lb. ....	.....
Extra fancy, sulphur, blech., 25s .....	.....
Seedless, 15-oz. packets	0 23
Seeded, fancy, 1-lb. packets .....	.....
Seeded, 15-oz. packets	0 18
Seedless, Thompson's, bulk.....	0 19½
Seedless, 16-oz. packets	0 20½
Green Muscates, 25s	0 17
Creek Sultanas	0 15½
0 25	0 27

Teas on Spot Are Getting Scarce

Toronto.
TEAS.—It is very hard to secure desirable teas, now on spot an importer to'd CANADIAN GROCER this week. Some dealers were selling back to the jobbers last week, for Montreal account. New teas are costing very high figures, and more than teas are selling at on spot. There are some new teas now on the ocean for this market, and they

have been bought at very strong figures. Buying at present figures is advisable as teas are likely to be higher in the near future.

Ceylons and Indians—	.....
Pekoe Souehongs	0 46
Pekoes	0 48
Broken Pekoes	0 54
Broken Orange Pekoes	0 58
Javas—	.....
Broken Orange Pekoe	0 58
Broken Pekoes	0 42
Japans and Chinas—	.....
Early pickings, Japans	0 63
Do., seconds	0 60
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67
Do., sifted	0 72
Above prices give range of quotations to the retail trade.	.....

Good Coffees in Stock Are Light

Toronto.
COFFEES.—Coffees on spot are unchanged in price. The New York market is steady and firm, varying very little from day to day. The chief complaint of importers is the small size of stock on hand. It is stated that desirable coffees in the hands of Toronto dealers are very light indeed. There is a very brisk demand here for coffees, and this fact, coupled with the scarcity of supplies, tends to keep prices very firm, although in spite of this, there has been no tendency to advance. The longshoremen's strike at New York has interfered with the movement of coffee consignments to this country.

Java, Private Brands	0 51
Java, Old Government, lb.	0 49
Bogotas, lb.	0 49
Guatemala, lb.	0 48
Mexican, lb.	0 47
Maracibo, lb.	0 47
Jamaica, lb.	0 46
Blue Mountain Jamaica	0 53
Mocha, lb.	0 49
Rio, lb.	0 35
Santos, Bourbon, lb.	0 46
Ceylon, Plantation, lb.	0 51
Chicory, lb.	0 30
Cocoa—	.....
Pure, lb.	0 31
Sweet, lb.	0 31

Spice Market is Steady and Strong

Toronto.
SPICES.—The market for spices is steady and strong. There is still a very active demand for most lines, although not as heavy as a few weeks ago, when the pickling season was at its height. Cream of tartar is very strong, and has a brisk inquiry. Prices of the latter while very strong are unchanged.

Allspice	0 19
Cassia	0 33
Cinnamon	0 36
Cloves	0 70
Cayenne	0 33
Ginger	0 28
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40
Pastry	0 32
Pickling spices	0 22
Mace	0 90
Peppers, black	0 40
Peppers, white	0 48
Paprika, lb.	0 60
Nutmegs, select, whole, 100s.	0 45
Do., 50s	0 55
Do., 64s	0 60
Mustard seed, whole	0 35
Celery seed, whole	0 75
Coriander, whole	0 25
Caraway seed, whole	0 35
Tumeric, whole	0 25
Cream of Tartar—	.....
French, pure	0 75
American high test, bulk	0 75
2-oz. packages, doz.	1 75
4-oz. packages, doz.	2 75
8-oz. tins, doz.	6 50

New Almonds Are Now at New York

Toronto.
NUTS.—New almonds have arrived in New York for shipment to Canada, and are held up by the dock-hands' strike there. These almonds will be very high, and will cost the trade over 40 cents per pound in the shell. Walnuts are almost prohibitive in price, that is, the French walnuts. Unsweetened cocoanut is still very strong, selling at 37 cents per pound, and the sweetened cocoanut at 45 cents. Spanish peanuts are quoted at 25 cents per pound.

Almonds, Tarragonas, lb.	0 28
Butternuts, Canadian, lb.	0 05
Walnuts, Californian, lb.	0 40
Walnuts, Grenoble, lb.	0 34
Walnuts, Bordeaux, lb.	0 28
Filberts, lb.	0 23
Pecans, lb.	0 20
Cocoanuts, Jamaica, sack	10 00
Cocoanut, unsweetened, lb.	0 37
Do., sweetened, lb.	0 45
Peanuts, Jumbo, roasted	0 18
Brazil nuts, lb.	0 21
Shelled—	.....
Almonds, lb.	0 62
Filberts, lb.	0 50
Walnuts, lb.	0 88
Peanuts, Spanish, lb.	0 25
Do., Chinese, 30-32 to oz.	0 18
Brazil nuts, lb.	0 88

Blue Rose Rice Selling at \$16 Per Cwt.

Toronto.
RICES.—New Southern rices are now being sold on the market. Shipments of Blue Rose rice have arrived, and are now in the hands of the wholesale. It is selling at 16 per cwt. While the prices are easier than has been ruling for a Blue Rose rice, it is likely to advance again, as advices from the South on Monday of this week announced that there had been considerable crop damage by rains. This is likely to decrease the crop, and prices are apt to be high in the face of a curtailed supply, and a very heavy demand. Tapioca is selling at 15 cents and sago at 14 cents.

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

Maple Syrup is Getting Scarce

Toronto.
HONEY, MAPLE SYRUPS.—The market for honey is steady, with prices to the trade unchanged. There is a fair amount being bought but only at a strong figure. Maple syrups are higher this week. The supply bought last spring was comparatively small, and it is now being exhausted. Maple syrup, 8½ lb. tins, 10 to a case, are quoted at \$18, and the wine quart tins, at \$17 per case.

Honey, Clover—	.....
5-lb. tins	0 25
2½s. tins	0 26
10-lb. tins	0 24
60-lb. tins	0 24
Buckwheat, 50-lb. tins, lb.	0 18

Comb, No. 1, fancy, doz.....	.....
Do., No. 2, doz.....	.....
Maple Syrup—	
8½-lb. tins, 10 to case, case.....	18 00
Wine qt. tins, 24 to case, case.....	17 00
Wine ½ gal. tins, 12 to case, case.....	16 00
Wine 1 gal. tins, 6 to case, case.....	15 00
Imp. 5 gal. cans, 1 to case, case.....	15 00
Maple Sugar—	
50 1-lb. blocks to case, lb.....	0 29

Good Crop of Beans is Likely

Toronto.

BEANS.—Reports are to the effect that there is a very fair crop of beans this year, and the quality is of a very fine order. Prices to the trade are very firm. Ontario 1 lb. to 2 lb. pickers are selling at \$5 per bushel, and the hand-picked beans at from \$5.50 to \$5.75 per bushel. Marrowfat beans are quoted at from \$6 to \$6.50.

Ontario, 1-lb. to 2-lb. pickers, bus.....	\$5 00
Do., hand-picked, bus.....	5 50
Marrowfats, bush.....	6 00
Japanese Kotosashi, per bush.....	4 50
Rangoons, per bushel.....	3 00
Limas, per lb.....	0 15

Brisk Demand For All Fruits

Toronto

FRUITS.—Shipments of bananas have been held up on account of the dockhands' strike at New York and supplies among some wholesale dealers are light. They are selling to the trade at a steady figure, 8 cents per pound. Valencia oranges are ranging in prices from \$6 to \$7.25 per case, according to sizes. Grapefruit is arriving freely at from \$5 to \$5.50 per case. There is a good demand for barrel apples at the present time, and receipts now coming forward are fairly heavy. They range from \$6 to \$7.75 per barrel for the better grades. Canadian grapes are still being offered at from 42 to 50 cents, and California Tokays are \$3.25 per box.

Bananas, Port Limons.....	0 08
Valencia Oranges—	
176s, 200s, 216s.....	7 25
150s and 126s.....	6 75
96s, 100s, 250s, 288s, 324s.....	4 00
Lemons, Cal., 270s, 300s.....	5 50
Grapefruit, 54s, 64s, 70s, 80s, 96s.....	5 00
300s.....	8 00
Do., California, 270s, 300s.....	8 50
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jenning, Pippin, Kings, No. 1.....	7 00
Do., No. 2.....	6 00
Do., No. 3.....	4 00
Nova Scotia Gravensteins, bbl.....	5 25
McIntosh Reds, box.....	3 25
Cal. Clairreau Pears, box.....	5 25
Oregon Howell, box.....	5 50
Can. Pears, 11 qts.....	1 00
Grapes, Cal., Malaga, bbl.....	8 25
Do., Cal. Tokay.....	3 25
Can. Grapes, 6 qts. lenos.....	0 42
Cranberry, Cape Cod, bbl.....	12 00
Do., half barrel.....	6 00
Boxes.....	4 50
Can. Chestnut, peck.....	2 20

Ont. Potatoes Selling Lower

Toronto.

VEGETABLES.—Ontario potatoes are quoted at easier figures than a week ago. The best of them are selling to the trade at \$1.85 per bag, and seconds at \$1.75. Beets are quoted at from \$1 to \$1.25, and cabbages at from \$2 to \$2.25 per barrel. Onions in 100 lb. sacks are unchanged in price at \$5. In 25 bag lots they are selling at \$4.50. Thedford cel-

ery is now arriving, and is selling to the trade at \$5 per case. Cauliflower is selling at \$1.50 per box. Jersey sweet potatoes are \$2.25 per hamper.

Beets, bag.....	1 00	1 25
Cabbage, bbl.....	2 00	2 25
Carrots, per bag.....	1 00	1 00
Lettuce, crate, 2 doz.....	3 50	3 50
Onions, Yellow Danvers, 100-lb. sacks.....	5 00	5 00
Onions, 25-bag lots.....	4 50	4 50
Spanish Onions, large cases.....	6 00	6 00
Do., medium crates.....	3 50	3 50
Onions, pickling, according to size.....	1 50	2 25
Peppers, green, doz.....	0 75	0 75
Do., red.....	0 50	1 00
Celery, Thedford, case.....	5 00	5 00
Cauliflower, box 12.....	1 50	1 50
Potatoes—		
Ontario, 90-lb. bags.....	1 85	1 85
Ontario, No. 2s.....	1 75	1 75
New Brunswick.....	2 00	2 10
Jersey Sweet Potatoes, hamper.....	2 25	2 25
Turnips, bag.....	1 00	1 00
Tomatoes, 11-qt. basket.....	0 60	0 75
Egg plant, 11-qt. basket.....	1 00	1 00
Gherkins, 11 qts.....	1 50	2 50
Mushrooms, 4-lb. basket.....	3 50	3 50

Flour Quotations Holding Steady

Toronto.

FLOUR.—There is a little better movement of flour for domestic account, and shipments are heavy for export. Prices to the trade are unchanged.

Flour—

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

Shorts Have an Active Inquiry

Toronto.

MILLFEEDS.—There is a very good demand for shorts but bran is moving slowly. Prices to the trade on bran and shorts are steady and strong.

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

WINNIPEG MARKETS

WINNIPEG, Oct. 22.—The markets in groceries this week show little change. There is a good demand for most lines and new goods are daily arriving on the market, relieving the shortage in some articles.

Sugar Situation Not Improving

Winnipeg, Man.

SUGAR.—While the shortage of sugar is not felt as keenly as it was on account of most of the fruit preserving being over, there has not been any marked improvement in the supplies coming forward from the refineries than there has been for the past few months. By some wholesalers higher prices are looked for for next year. Cuban raws for January delivery have opened very high indeed. Many sales are reported in excess of the fixed price.

Cereal Quotations Are Unchanged

Winnipeg, Man.

CEREALS.—There are no changes reported in prices of cereals this week. Quotations to the trade are unchanged.

Dried peas, 100-lb. bag, per lb.....	0 12	0 12½
Split peas, 49-lb. bags, per sack.....	0 10	0 10¼
Corn meal, 49-lb. bags, per sack.....	2 65	2 65
Do., 24-lb. bags, per sack.....	1 32	1 32
Oatmeal, granulated, 49-lb. bags, per sack.....	3 05	3 05
Do., 24-lb. bags, per sack.....	1 55	1 55
Rolled oats, 80-lb. bags, per sack.....	4 50	4 50
Do., less quantities, per sack.....	4 60	4 60

Active Inquiry For Canned Fruits

Winnipeg, Man.

CANNED GOODS.—There is a very active inquiry for canned fruits at the present time. New crop goods are now on the market.

Blueberries, 2s, per case.....	5 00
Cherries, 2s, per case.....	7 25
Gooseberries, 2s, per case.....	6 30
Lawton berries, 2s, per case.....	8 50
Peaches, 2s, cut in halves.....	6 25
Pears, 2s, Bart., heavy syrup.....	6 10
Hawaiian Pineapple, sliced, rich syrup, 2s, per case.....	6 50
Do., grated, heavy syrup, 2s. cs.....	6 40
Do., broken, sliced, heavy syrup, 2s, per case.....	6 30
Plums—	

Green Gages, heavy syrup, 2s, per case.....	5 25
Do., do., light syrup, 2s, per cs.....	4 20
Do., Lombard, choice, heavy syrup, 2s, per case.....	4 90
Do., do., standard, light syrup, 2s, per case.....	4 40
Do., do., finest, heavy syrup, 2s, per case.....	4 80
Raspberries, choice, 2s, per case.....	9 25
Do., standard, heavy syrup, 2s, per case.....	9 20
Do., standard, light syrup, 2s, per case.....	7 90
Strawberries, standard, heavy syrup, 2s, per case.....	8 75

Tapioca and Sago Easier

Winnipeg, Man.

TAPIOCA AND SAGO.—Both tapioca and sago markets are reported much easier. There has been a decline in price of about three cents during the past three weeks. The demand for tapioca is brisk among the wholesalers. Spot stocks of rice are very scarce and are being held at very firm prices. American grades are reported slightly weaker. Samples of American grades being offered by brokers are very poor samples indeed, which, under normal conditions, would not find their way on to this market at all.

Japan Rice, No. 1, 50-lb. bags.....	7 50
Siam, fancy hand, 50-lb. bags.....	7 00
Mikado, Japan, 50-lb. bags.....	5 75
Rice Flour, 100-lb. bag.....	10 25
Do., 4-lb. bags, 20 to bale.....	9 10
Sago, fancy white, sack lots.....	0 12½
Tapioca, pearl, in sack lots.....	0 15
Do., do., broken sacks.....	0 16½

B.C. Early Pack Apples Easier

Winnipeg, Man.

FRUIT.—British Columbia early pack apples are reported easier, while winter apples are quite firm in price. There is considerable difficulty being experienced in moving the crop out of the valley as

Continued on page 36

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 21.—Crisco has made two advances since the last report, the total being 40 cents on 1s and 3s, and 30 cents on 6s and 9s. Lard is quoted at from \$20.70 to \$21.30. Sago has advanced to 15 cents. Tapioca is now 14 cents, and corn flakes are also lower, Kellogg's being \$3.75 and Kellogg's Waxtite \$3.65. Krinkles are \$3. New evaporated apples are offered at 26½ cents for 25s, and corn is selling at from \$4.20 to \$4.80 per case. Tomatoes, 2½s, are selling at from \$4.30 to \$4.60. Local new-laid eggs are from \$18.50 to \$19. Canded storage eggs are \$17.50. Package dates are a little lower. Campbell's new tomato soup is now \$7.20.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	10 70	10 70
Roll'd oats, 80s	4 50	4 50
Rice, Siam	13 50	14 50
Isorn, No. 1	17 00	18 00
Tapioca, lb.	0 14	0 14
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt	18 00	18 00
Honey, 6s, doz.	0 30	0 31
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 43	0 47
Do., dairy, lb.	20 70	21 30
Lard, pure, 3s, per case	18 50	19 00
Eggs, new-laid, local	17 50	18 00
Do., canded, storage	4 30	4 60
Tomatoes, 2½s, standard, case	4 20	4 80
Corn, 2s, case	4 10	4 10
Peas, 2s, standard, case	9 35	10 25
Strawberries, 2s, Ontario, case	10 00	10 50
Raspberries, 2s, Ontario, case	9 00	9 50
Cherries, 2s, red, pitted	0 24	0 26¾
Apples, evaporated	0 40	0 40
Do., 25s, lb.	0 30	0 30
Apricots, evaporated, 25s	7 50	7 50
Peaches, evaporated, lb.	0 21¼	0 21¼
Do., canned, 2s	0 22¾	0 22¾
Prunes, 90-100s	0 23¾	0 23¾
Do., 70-80s	10 25	10 25
Do., 50-60s	17 50	17 50
Salmon, pink tall, case	18 00	19 00
Do., sockeye, tall, case	33 00	33 00
Do., halves	7 00	7 00
Potatoes, per ton	10 00	11 00
Oranges	8 00	8 00
Lemons	4 75	4 75
Grapefruit		
Cantaloupes, crate		

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 21.—The general state of the market is quiet with few changes. Sugar stocks are still low. Shortage is feared by local merchants. Business is keeping up well. Molasses is higher at from \$92 to \$93. Lard, pure, is easier but unchanged. The compound

is slightly advanced at 30½ to 31 cents. Stocks of dried fruits have just arrived. Evaporated apples are 24 to 25 cents; peaches 28 to 29 cents. Canadian onions are firmer at \$5.50. Potatoes in barrels are \$3. Better grades \$3.25. Crops are good but there is a slight rot in some sections. Dairy products show a tendency to advance.

Flour, No. 1 patents, bbls., Man.	12 50	12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Roll'd oats	12 00	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 92	0 93
Sugar —		
Standard, granulated	11 10	11 10
No. 1, yellow	10 60	10 60
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.	0 60	0 60
Eggs, case	0 58	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	0 56	0 56
Butter, dairy, per lb.	0 50	0 50
Butter, tub	0 48	0 50

PROVISION MARKETS

(Continued from page 39)

Prices Steady On All Fish

Vancouver.

FISH.—There is a good demand for fish of all kinds, and prices show no changes as compared with a week ago.

FISH—

Salmon—		
Fresh Cohoe	0 15	0 15
Fresh Spring	0 17	0 17
Fresh Steel Head	0 10	0 10
Fresh Chum	0 05½	0 05½
Fresh Humpback	0 05	0 05
Chicken Halibut	0 14	0 14
Chicken Halibut, medium	0 16	0 16
Block and heavy Cod	0 10	0 10
Fresh Smelts	0 11	0 11
Frozen Smelts	0 10	0 10
Shrimps	0 16	0 16

WINNIPEG MARKETS

Hog Market Firm; Some Advances Noted

Winnipeg.

PORK.—Hog market is reported steady, with good supplies.

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

Butter Prices Steady and Firm

Winnipeg, Man.

BUTTER.—Supplies of butter have fallen off the past week, especially dairy. Prices are:

BUTTER—		
Creamery, bricks, 1s	0 57½	0 57½
Creamery, solids, 1s	0 56½	0 56½
Choice prints	0 56	0 56
Dairy butter, prints	0 50	0 51
Do., plain	0 49½	0 49½
Do., medium	0 49	0 49

Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	4 20	4 20
Raspberries, 2s, Ont., case	3 70	3 75
Peaches, 2s, standard, case	3 75	3 75
Corn, 2s, standard case	4 10	4 10
Peas, standard case	5 00	5 00
Apples, gal., N.B., doz.	11 00	11 50
Strawberries, 2s, Ont., case	14 50	15 00
Salmon, Red, spring, cases	8 50	8 50
Pinks		
Cohoes		
Chums		
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Potatoes, Natives, per bbl.	3 25	3 25
Onions, Can., 100-lb. bags	5 00	5 00
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate	3 50	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

SMOKED FISH—

Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kipperd Salmon	0 22	0 22
Smoked Pink Spring	0 20	0 20
Haddies, Western	0 10	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	1 40	1 40
Do., medium	0 85	0 85
Soles	0 06	0 07

Butter Advances A Cent Per Pound

Vancouver.

BUTTER.—An export demand has advanced the price of butter a cent per pound. Margarine is steady and firm.

BUTTER.—Quotations on butter are

BUTTER AND MARGARINE—		
Government grade	0 56	0 61
Margarine	0 36	0 36

All Eggs Are Very Scarce

Winnipeg, Man.

EGGS.—Eggs are held at very firm prices. Supplies are reported short on fresh and No. one canded.

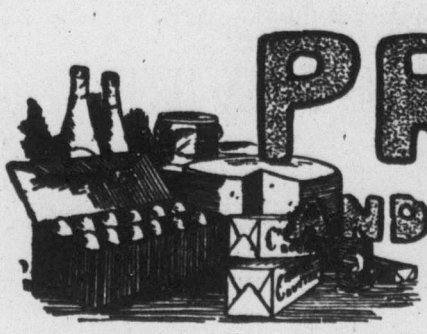
EGGS—		
Specials, cartons, per doz.	0 59	0 59
New laid, canded, per doz.	0 53	0 53
Seconds	0 48	0 48

Heavy Sales Reported on Cheese

Winnipeg, Man.

CHEESE.—Cheese prices are unchanged. Heavy sales of cheese are reported by wholesalers and brokers.

CHEESE—		
Manitoba, large	0 29	0 29
Do., twins	0 30	0 30
Ontario, large	0 30	0 31
Do., twins	0 30½	0 30½
Do., triplets	0 30½	0 31



PRODUCE AND PROVISIONS

Modern Equipment Necessary to Assure Profit

Sales of Cooked Ham and Bacon Are Often Made at a Loss Despite Profit Charged—Wastage Eats Up Profit—Essential to Have Proper Equipment to Handle This Important Trade

THERE are a number of commodities on which the grocer is believed to make a substantial profit, which in some instances show him a net loss instead of a net profit. One of these is cooked ham.

As matters now stand in many cases, the dealer carries this commodity as a courtesy to his trade.

Ham bought at 62c retailed, up until a few days ago, at 75-80c a lb. At first glance, this seems to give the dealer a large margin of profit, but two factors are overlooked by the public:

On an average ham (8 to 10 lbs.), there is a loss of from $\frac{3}{4}$ to $1\frac{1}{2}$ lbs. of unsaleable rind and ends. The ends, which are mainly fat and gristle, are very seldom sold, even for a fraction of their cost. In this item alone, the grocer stands to lose from 47c to 93c on an individual ham.

Waste Kills Profit

Waste in handling is another factor in profit-cutting. Grocers and butchers who use a meat cutter, claim that they can almost entirely eliminate this form of loss, but no one has been able to avoid it entirely. Even if the loss on a 10-lb. ham were only 2 oz. or $1\frac{1}{2}$ per cent., the grocer would be out of pocket to the tune of 7 $\frac{1}{4}$ cents (on 62c per lb. basis.)

In discussing this question a retail butcher, A. G. Brown, 125 Ashdale Ave., produced the ends from a ten lb. ham which he had just sold. These weighed 1 lb. 7 ozs. The ham had cost \$6.20 and had retailed at 70c a lb. Here we have a loss of 20c, exclusive of the price of twine, paper etc., and all other overhead costs.

And this is only one of the several instances which can be cited in support of the statement that so far as certain commodities are concerned the grocer is actually selling below cost, rather than waxing fat on his excessive profits.

The only way to overcome this ever present possibility of loss, is to take the necessary steps to avoid the waste which is the cause of such loss. Unless the

whole ham is sold, it is impossible to figure on a profit. Where modern slicing machines are used, however, it is possible to sell the whole ham, and in this way it is possible to figure the actual cost and the actual money received in return, and while competing with the prices of other merchants, it is yet pos-

GENERAL MARKETS

Continued from page 34

it has to be moved by barges down the river. There is a heavy congestion just now.

Market Weak For Evaporated Apples

Winnipeg, Man.

DRIED FRUITS.—Dried fruits are much easier, especially prunes. It is learned that prunes are being offered at $1\frac{1}{2}$ to 2 cents a pound below the opening prices named by the association to-day. Both the Eastern and United States markets in evaporated apples are much weaker. They are being offered to-day at around 20 cents per pound. The lack of export business has been largely instrumental in bringing the price down.

B.C. Tomatoes Are Damaged

Winnipeg, Man.

VEGETABLES.—British Columbia tomatoes have been damaged badly by the frost of September 27 and 28. There will be some shipped from British Columbia into Saskatchewan, and only a

sible to do this business at a satisfactory profit.

While the profits on these lines are more limited than they once were, the idea of giving up this business is hardly likely to gain much ground. There are some lines that as well as the profit that they bring, are items that have an unusually powerful influence in building business. Cooked ham and other lines are very often an emergency order, an order to meet the needs for a supper for unexpected company, or to fill in the needs for lunch or supper. It may not be a big sale, but it is a big service, and one that the housewife undoubtedly expects.

very limited quantity to Alberta.

VEGETABLES—

Potatoes, per bag	1 20	1 30
Turnips, per bag	1 20	
Carrots, per lb.	0 03	
Beets, per lb.	0 02	
Cabbage, per lb.	0 01 $\frac{1}{2}$	
B.C. Celery, per lb.	0 12	
Manitoba celery, per doz.	0 90	
Cauliflower, per doz.	2 00	

Hay and Feed

Are Unchanged

Winnipeg, Man.

HAY AND FEED.—No change is reported in the markets for hay and flour.

HAY (prices F.O.B. Winnipeg)—

No. 1, Timothy	31 00
No. 2, Timothy	29 00
No. 1, Red Top	26 00
No. 2, Red Top	24 00
No. 1, Upland	24 00
No. 2, Upland	22 00

Beans Are in

Active Demand

Winnipeg, Man.

BEANS.—Spot beans on the coast are reported much weaker. Large holders are trying to clean up quantities on hand.

BEANS—

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

VANCOUVER MARKETS

Sugar Stringency

Not So Acute

Vancouver.

SUGAR.—There is an easier movement of sugar, and the stringency is not nearly so pronounced as was the case a few weeks ago. Supplies, while not heavy, are being distributed with care, and an effort is made to let all retailers have their due proportion.

Rice Quotations

Ruling Easier

Vancouver.

RICE.—There is an easier feeling in the market for rice here. Number one California Jap rice is selling freely around \$290 per ton. There is plenty of rice being offered and supplies are ample for the inquiry.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 21—Quite an active trade prevails for various produce and there is likely to be a good movement as the weather conditions grow colder. Hog markets are again firming and prices may be further advanced. Sheep are somewhat easier and cattle quotations are a trifle easier for the various cuts. Smoked and cured meats were marked down and bacon and barrelled pork, too. Roast and cooked hams are marked down 2 to 3c. Lard and shortening are firm. Butter is higher and it would not be surprising if margarine, under this influence, goes higher. Cheese is up one cent under the influence of keener buying in the States. New-laid eggs are up two cents per doz. to 70c. Poultry markets are active and sales are quite large. Receipts of live birds are steadily large. The fish trade is improving daily and much activity prevails, with little price change of any kind.

Hogs Are Firming; Sheep Quoted Easier

Montreal.
FRESH MEATS.—There have been fairly heavy receipts of various live cattle here this week, and the outlook for hogs is much stronger. Already prices are a trifle higher, and some anticipate that further increases will come before the close of the week. At present, select live weights are selling for \$18 to \$18.25 per cwt. Sheep are coming to hand well, and the tendencies are easier, with a prospect of prices being somewhat reduced. The price of various cuts of cows and steers has been somewhat lower.

FRESH MEATS—				
Hogs, live	18 00		18 25	
Hogs, dressed—				
Abattoir killed, small (heads off),				
65-90 lbs		27 00		
Sows (heavy)	23 50		25 00	
French Pork				
Leg of Pork (trimmed) (foot on)		0 33		
Loins (trimmed)		0 37		
Loins (untrimmed)		0 33		
Bone trimmings and trimming	0 20		0 25	
Trimmed shoulders		0 29		
Pork sausage (pure)		0 25		
Farmer sausages		0 18		
French Beef—				
(Cows)		(Steers)		
\$0 20	\$0 22	Hind quarters..	\$0 24	\$0 25
0 12	0 13	Front quarters..	0 14	0 15
	0 27	Loins		0 35
	0 22	Ribs		0 25
	0 11	Chucks		0 14
	0 18	Hips		0 22
Calves (as to grade)			0 22	0 28
Lamb, 25-40 lbs. (whole carcass),				0 23
lb.				0 16
No. 1 Mutton (whole carcass), lb.				

Lower Basis Quoted on Hams, Bacon and Pork

Montreal.
CURED MEATS.—Prices are reduced a little all around on hams and bacon. This is the result of the declines that took place a few weeks ago on pork. Corrected quotations will be found here-with and total about two cents per pound. Barrel pork is also marked down. There is quite a lively demand for all these lines, and while the market may hold at the reduced prices, it is possible that there will not be further declines at

present, in view of the strengthening of live and dressed pork basis.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 38	
14-20 lbs.	0 37	
20-25 lbs.	0 35	
25-35 lbs.	0 29	
Over 35 lbs.	0 27	
Bacon—		
Breakfast	0 45	0 52
Windsor		0 51
Cottage rolls		0 34
Picnic hams	0 25	0 27
Barrel Pork		
Canadian short cut (bbl.) 30-40 pieces		54 00
Clear fat (casks 10bl.) 140-00 pieces		56 00
Heavy mess pork (bbl.)		47 00
Plate Beef		32 00
Mess Beef		28 00
Bean Pork		48 00

Roast Ham and Cooked Both Marked Lower

Montreal.
COOKED MEATS.—Prices have been easier for cooked hams and for roast hams, too, the market is about three cents per pound lower. There has been an easier tendency on these lines, due to the recent reductions on pork. The demand is quite seasonable.

Head Cheese	0 13½
Choice jellied ox tongue	0 59
Jellied pork tongues	0 48
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, roast	0 57
Hams, cooked	0 56
Shoulders, roast	0 45
Shoulders, boiled	0 44
Pork pies (doz.)	0 80
Stood pudding, lb.	0 12
Mince meat, lb.	0 15

Demand is Good For Lard and Price Firm

Montreal.
LARD.—Under a steady and active demand for lard prices are firmly held, but there has been no change for the week. While the supplies are still ample, the heavy sale for lard is maintained and little probability is entertained of reductions being made in the basis. As a matter of fact it is probable that there will be an increase if the hog market holds its advancing tendency.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 31	0 31½
Tubs, 50 lbs., per lb.	0 31¼	0 31¾
Pails, 20 lbs., per lb.	0 31½	0 32
Bricks, 1 lb., per lb.	0 33½	0 34

No Quotable Change For Shortening

Montreal.
SHORTENING.—The sale for compound lard is fairly well maintained, although many use the pure lard, with prices not materially higher. There is ample stock to meet the demand.

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

Will Margarine Price Be Likely to Advance?

Montreal.
MARGARINE.—Prices are very firm on margarine, and with butter so much higher this week, the question naturally arises—"will prices go higher?" At present CANADIAN GROCER understands that some jobbers are asking more money for their supplies, and it would not be surprising to record a change, upward, within a short time.

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

One Cent Increase Made For Butter

Montreal.
BUTTER.—In view of the fact that best creamery butter is selling at higher prices in the United States market—and where selling prices have been an inducement of late to the Canadian produce men—and in view of the heavy increased demand from the consumer here, prices advanced one to two cents per pound for all grades. Best creamery is quoted at 61c in prints, and some it is understood, are asking 62c. The tendencies are decidedly firm and higher prices still may be recorded.

BUTTER—		
Creamery, prints, fresh made		0 61
Creamery, solids, fresh made		0 60
Dairy, in tubs, choice		0 51
Dairy prints		0 52
Bakers'	0 45	0 47

One Cent is Added To the Price of Cheese

Montreal.
CHEESE.—One cent per pound has been added to the price of cheese this week, and this is in very definite accord with the tendencies outlined in CANADIAN GROCER last week. The advance is attributable to a keener buying in the country, where some large buyers have paid much higher prices for what they wanted. The undertone is firm; the consumptive demand large; and the export trade continues to be a heavy one.

CHEESE—		
New, large, per lb.		0 29
Twins, per lb.		0 29½
Triplets, per lb.		0 30

Stilton, per lb.	0 34
Fancy, old cheese, per lb.	0 38

**Two Cent Advance;
New Laid Eggs 70c**

Montreal.

EGGS.—An advance of two cents per dozen is recorded for new-laid eggs, and the heavy consumptive demand and the export are responsible for this, in view of the fact that receipts are much smaller than the requirements. Storage eggs are being freely shipped to the Old Country, it is stated.

EGGS—	
No. 2	0 50
No. 1	0 56
Selects	0 63
New laids	0 70

**Active Poultry Sales
And Receipts Goods**

Montreal.

POULTRY.—The market is an active one and prices are quite steady. The wholesalers are naturally putting some stock in storage, and there is a fairly steady undertone. Receipts of live poultry are quite large, and until colder weather interferes with shipping, there is likely to be a considerable movement.

POULTRY (dressed)—

(Selling Prices)

Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Oucks—		
Brome Lake (milk fed green) ..	0 46	
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	0 48	
Turkeys (young)	0 52	
Geese	0 28	
Old fowls (large)	0 34	
Old fowls (small)	0 30	

POULTRY (Buying Prices)

Chickens, light weights	0 21	0 26
Do., heavy weights	0 24	0 29
Ducks, young	0 20	0 25
Do., old	0 18	0 18
Geese—		
Young	0 20	0 25
Old	0 15	0 20
Fowls	0 15-0 18	0 20-0 23
Roosters	0 17	0 22
Turkeys	0 32-0 35	0 37-0 40

**Fish Delivery Good
and Trade is Better**

Montreal.

FISH.—The movement of fish is improving daily, and if the present movement is maintained by the transportation companies, supplies will be ample and promptly delivered to the trade. Some varieties of lake fish are temporarily short, but for the most part the variety is a wide one. Haddock and cod are plentiful, and these are big sellers. Whitefish and lake trout are scarce. The oyster season is now developing and large demand will be looked for. Prices are little changed and are moderate, in some cases.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore	0 20	0 20
Eels, lb.	0 12	0 12
Bullheads (dressed)	0 13	0 13
Gaspereaux, each	0 08	0 08
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	0 35	0 35
Pike, per lb.	0 13	0 13
Live lobsters	0 35	0 35

Boiled lobsters	0 25	0 26
Salmon (B.C.), per lb., Red	0 28	0 30
Salmon Gaspe	0 20	0 20
Shad	0 10	0 10
Skate	0 19	0 20
Lake Trout	0 14	0 15
Mackerel	0 35	0 40
Shrimps	0 17	0 18
Whitefish	0 38	0 40
Trout, brook	0 25	0 25
Swordfish	0 06 1/2	0 07

FROZEN FISH

Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06 1/2	0 07
Mackerel	0 14	0 15
Lore	0 12	0 13
Smeits, No. 1, per lb.	0 07	0 08
Smeits, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 05 1/2	0 06
Market Cod	0 11	0 12
Whitefish, small	0 07 1/2	0 08
Sea Herrings	0 08	0 08 1/2
Steak Cod	0 24	0 25
Gaspe Salmon, per lb.	0 17 1/2	0 18
Salmon Cohoes, round	0 13	0 14
Salmon, Qualla, Hd. and Dd.	0 15	0 16
Whitefish	0 22	0 22
Smeits, extra large	0 19	0 20
Lake Trout	6 00	6 00
Lake Herrings, bag, 100 lbs.	0 05 1/2	0 06
Alewires		

SALTED FISH

Codfish—	
Codfish, large bbl., 200 lbs.	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	20 00

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

PICKLED FISH

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

SMOKED FISH

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

OYSTERS

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

SUNDRIES

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

ONTARIO MARKETS

TORONTO, Oct. 24—Fresh meats and hams and bacon are at steady levels, but the markets for cheese, butter and eggs show sharp upward tendencies. Cheese has advanced on the boards and the quotations to the trade are a cent higher. Eggs are very strong and buying of butter for export has stiffened prices in that regard. Receipts of poultry are heavy, but the supply of chickens is said not to be as great as a year ago.

**Fresh Meats Are
Selling Freely**

Toronto. FRESH MEATS.—There is a very active demand for all kinds of fresh meats. There is very little change in quotations as compared with a week ago. Prices are on the whole steady. There is tendency in the hog market towards higher prices, although the fact that Chicago and Buffalo hog markets are again easier, will likely have the effect of lowering the market here. Beef prices are steady, the hind quarters ranging from 15 to 25 cents, and the fronts around 16 cents. Calves and lambs show no changes.

FRESH MEATS

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

Spring lamb, lb.	0 20
Sheep, whole, lb.	0 10

Above prices subject to daily fluctuations of the market.

**Easier Prices
For Provisions**

Toronto.

PROVISIONS.—Slightly easier prices prevail in the market for provisions. Hams are quoted a little lower, small and medium hams being offered at from 38 to 40 cents, and the large hams at 35 cents. Ordinary breakfast bacon is selling at from 40 to 45 cents, and fancy breakfast bacon at from 48 to 52 cents. Dry salt meats are at steady figures.

HAMS—

Medium	0 38	0 40
Large, per lb.	0 32	0 35
Heavy	0 30	0 33

BACON—

Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 52	0 54

Bacon—

Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38

Dry Salt Meats—

Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	0 30	0 31
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	7 85	
Fat backs, 15-20 lbs.	0 31	0 32

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	45 00	46 00
Short cut backs, bbl. 200 lbs.	60 00	60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	56 00	56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats at Steady Prices

Toronto.
COOKED MEATS.—The demand for cooked meats is not as heavy just now as is usually the case at this season. Boiled hams are selling at from 57 to 58 cents per pound, and the roast hams without dressing at 58 cents. Choice jellied ox tongue is steady at 58 cents per pound.

Boiled hams, lb.	0 57	0 58
Hams, roast, without dressing, lb.	0 58	
Shoulders, roast, without dressing, per lb.	0 44	
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 58	
Jellied Pork and Tongue	0 50	

Prices subject to daily fluctuations of the market.

Creamery Butter Selling Higher

Toronto.
BUTTER.—There is a very firm feeling in the market for creamery butter. There is increased buying for export now, and this has had a tendency to stimulate prices. Fresh made creamery prints are selling to the trade at from 59 to 61 cents.

Creamery prints (fresh made)	0 59	0 61
Creamery solids (fresh made)	0 58	0 59
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 46	

Market For Cheese Firmer

Toronto.
CHEESE.—The cheese market is also firmer. The price bid on the boards the other day was 29½ cents per pound. Cheese is now selling to the trade at from 29 to 30 cents per pound.

Cheese—

Large	0 29	0 30
Stilton		0 30½
Twins 1c lb. higher than large cheese.		Triplets 1½c higher than large cheese.

Eggs Advance to New Levels

Toronto.
EGGS.—Eggs are also advancing in price, and the number one storage eggs are selling a cent higher this week. They are quoted at from 60 to 61 cents per dozen, and selects are selling at from 62 to 63 cents per dozen. Special new laid in cartons are 67 and 68 cents per dozen.

Eggs—

No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new laid, in cartons, dz.	0 67	0 68

Prices shown are subject to daily fluctuations of the market.

Margarine Has Active Inquiry

Toronto.
MARGARINE.—There is a very good demand for margarine and prices to the trade show no changes. Number one margarine is selling at from 35 to 36 cents.

Margarine—

1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Lard Market Slightly Firmer

Toronto.
LARD.—The market for lard is slightly firmer, selling to the trade on the tierce basis at from 30½ to 31 cents per pound.

Lard, tierces, 400 lbs., lb.	0 30½	0 31
In 60-lb. tubs, ½c higher than tierces, pairs ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening at Strong Prices

Toronto.
SHORTENING.—The market for shortening is strong, with prices half a cent per pound higher than a week ago. It is selling at from 28 to 28½ cents per pound.

SHORTENING—

Tierces, 40 lbs.	0 28	0 28½
------------------	------	-------

Active Sale For All Kinds of Fish

Toronto.
FISH.—There is an active inquiry for all kinds of fish. Oysters are selling very freely. Lake herring is very plentiful and is selling as low as 8 cents per pound. Round whitefish is slightly firmer at from 15 to 16 cents per pound. Lake Superior herring by the bag is selling at 3c. There is no fresh B. C. salmon on the market now, but the frozen salmon is selling at from 15 to 25 cents per pound.

FRESH SEA FISH

Cod Steak, lb.	\$ 13	\$ 13
Do., market lb.	0 09	0 10
Haddock, heads off, lb.	0 11	
Do., heads on, lb.	0 10	

BRITISH COLUMBIA MARKETS

Half a Cent Decline In Beef Prices

Vancouver.
FRESH MEATS.—The only change in the market for fresh meats this week is the decline of half a cent per pound on beef. Prices otherwise are steady.

FRESH MEATS—

Beef, No. 1 steers, lb.	0 17	0 18
Beef cows, lb.	0 15	
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Eggs Continue At Strong Prices

Vancouver.
EGGS.—Eggs continue at very strong levels. Fresh eggs are selling to the trade at 80 cents, and case lots at 60 cents.

EGGS—

B.C., fresh, case lots	0 70	0 80
Albertas, case lots	0 60	
Cooking, case lots	0 45	0 52

Smoked Meats Ruling Steady

Vancouver.
SMOKED MEATS.—Prices on all smoked meats are steady. Number one

Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	0 15	0 25
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	3 40	
Do., No. 3 can	9 50	9 80
Do., No. 5 can	16 00	
Blue Point oysters, 800s	16 75	
Do., 1000s	14 00	

FROZEN SEA FISH

Salmon	0 24	
Herring	0 03	0 07
Mackerel	0 11	
Flounders	0 11	

FRESH LAKE FISH

Lake herring, round lb.	0 10	
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14
White fish, dressed	0 15	0 16
Pickarel, dressed	0 14	
Mullets, lb.	0 05	
Fresh pickarel	0 20	
Chisoes	0 16	
Pike	0 09	0 10
Fresh mackerel	0 16	0 20

Receipts of Fowl Are Very Heavy

Toronto.
POULTRY.—Receipts of fowl are very heavy just now, although buyers state that chickens are not so plentiful as a year ago. Turkeys are coming in very freely. Spring chickens, dressed, are selling to the trade at from 32 to 33 cents per pound, and turkeys at 50 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old lb.	\$0 30	\$0 35
Do., young, lb.	0 35	0 40
Roosters, lb.	0 16	0 20
Fowl, over 5 lbs.	0 23	0 25-0 28
Fowl, under 3½-5 lbs.	0 18	0 23-0 28
Spring chickens, live	0 20	0 23-0 28

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 20 0 23
Do., light	0 28
Chickens, spring	0 32 0 33
Ducklings	0 35
Turkeys	0 50

bacon is selling at 54 cents. Cooked meats are also firm.

SMOKED MEATS—

Bacon, No. 1, med., lb.	0 54
Bacon, No. 1, heavy, lb.	0 51 0 53
Smoked backs, lb.	0 48
Hams, No. 1, lb.	0 50
Ayrshire rolls, lb.	0 50
Cooked rolled shoulders, lb.	0 48
Hams, cooked	0 60

No Changes in Cheese Quotations

Vancouver.
CHEESE.—There is a strong market for cheese at the present time, although quotations show no changes.

CHEESE—

B.C. Cheese, lb.	0 30½
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.	0 32½
Stiltons, lb.	0 36

Lard Declines From One to Two Cents

Vancouver.
LARD.—Lard is from one to two cents lower than a week ago. Compound lard, on the tierce basis is selling at 30 cents. Pure lard, on the same basis, is selling at 35½ cents.

LARD—

Compound, tierce basis, lb.	0 30
Pure, tierce basis, lb.	0 35½

(Continued on page 35)

Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good--perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying; and when you can offer them a tea equally as good at ten cents less, they are almost sure to be interested.

Blue Label Ludella, $\frac{1}{2}^s$ and 1^s at 50 sells at 60

SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Profit Lies in Quick-Selling Quality Lines

“Easifirst” is one of these. No time wasted in argument.
No disappointed customers.

Make sure that you can always supply “Easifirst.”

It will pay.

Phone Junction 3400

GUNNS LIMITED
TORONTO



It's Profitable Because—



**100%
PURE**

COSGRAVE'S
PURE MALT
Vinegar

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

RETAILS
15c and 25c

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



MADE IN CANADA

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS



Sea Food Profits

Brunswick Brand Sea Foods have been proven by a recent official Government test to be superior in Quality and Food "Calories" to any imported lines.

Think what a great selling point this is, Mr. Merchant.

First Quality Sea Foods like these will boost your profits by increasing your sales of sea foods and by attracting the better class of trade to your store.

Prepare now for the big cold weather demand for wholesome Sea Food Products. Stock up with "Brunswick," both you and your customers will be satisfied.

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





Now is the Time

to sell your customers

**Brodie & Harvie's XXX
Self-Raising Flour**

The cold weather means more homemade baking, and you can sell a package to every housewife. Tell her how to use it by referring to the directions on every package.

It's fine for making Biscuits, Muffins, Cakes, Pies, etc. Order from your wholesaler.

Brodie & Harvie, Limited
MONTREAL



**Are you sold on Klim?
Is it genuine and pure?**

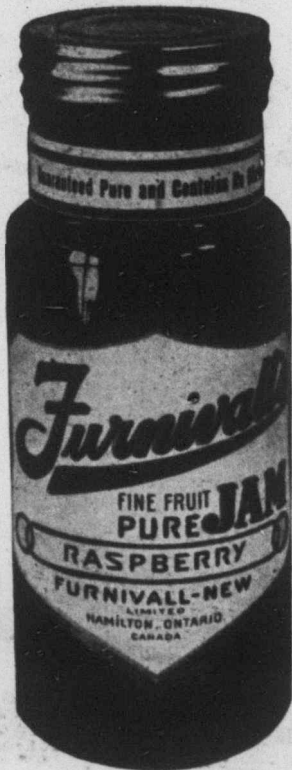
You'll sell a lot more Klim if you use it in your own home. The more you use it the more enthusiastic you'll become for its direct-from-the-farm purity. You'll find it impossible to doubt Klim's genuineness—it's so apparent in flavor and goodness.

And with this sure knowledge you'll so impress your customers that sales will grow beyond your fondest expectations.

Try it and see.

CANADIAN MILK PRODUCTS, LTD.
TORONTO

Winnipeg Montreal St. John



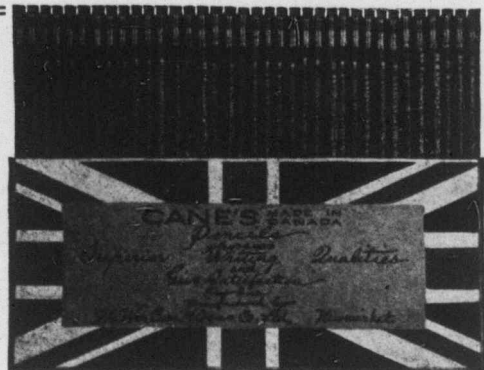
Furnivall

The jam that deserves recommendation by every progressive grocer in Canada. The demand by the Canadian consumer is proof of the fact that its tastiness and quality are appreciated. Increase your jam sales by making Furnivall's the leader in your jam displays.

FURNIVALL-NEW
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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



**Every dealer should have a
Display Stand of Cane's
Pencils on his counter**

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for \$2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

**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

**KING GEORGE'S
NAVY** CHEWING TOBACCO

has an extra good flavor

Which accounts for the ever-increasing circle of tobacco users who use this palatable chew.

There are a number of men in your community who will come to your store once they know you sell King George's Navy.



Rock City Tobacco Co., Ltd.



VERIBEST Breakfast Bacon!

Everyday thousands of Canadian housewives buy Veribest Breakfast Bacon because of its delicious flavor, uniform wholesomeness and purity. Veribest Breakfast Bacon is scientifically cured by Armour experts.

Everyday hundreds of Canadian merchants sell Veribest Breakfast Bacon with profit—because each sale means repeat orders—as is the case with all products bearing the Armour Oval Label.

**Popular on Both Sides
of the Counter**

Ask your nearest Branch House about Armour Food Products, or write us direct. The Armour Oval Label will solve your "What-to-Sell" problem.

ARMOUR AND COMPANY

Head Office:
HAMILTON,
ONTARIO

Branch Houses:
TORONTO
SYDNEY, N.S.

MONTREAL
ST. JOHN, N.B.



SIMCOE BRAND PORK AND BEANS

(WITH TOMATO SAUCE)

You can order Simcoe Brand Pork and Beans in quantities without fear of having them left on your hands. They are a staple article of diet in all homes. Rich in nutritive value and an excellent substitute for meat. It will pay you well to stock, display and push this popular brand.

Ask your Jobber.

DOMINION CANNERS, LIMITED

HAMILTON -- CANADA



RICE
RICE FLOUR
RICE MIDDLINGS

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

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

D. W. ROSS COMPANY
 Agents
 MONTREAL

GROCCERS

ORDER YOUR STOCK OF

**Champagne
 de Pomme**

NOW

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

Order from your wholesaler or

Cie Canadien Impertation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every
 City and Town.



**Marsh's
 Grape
 Juice**
 and other beverages

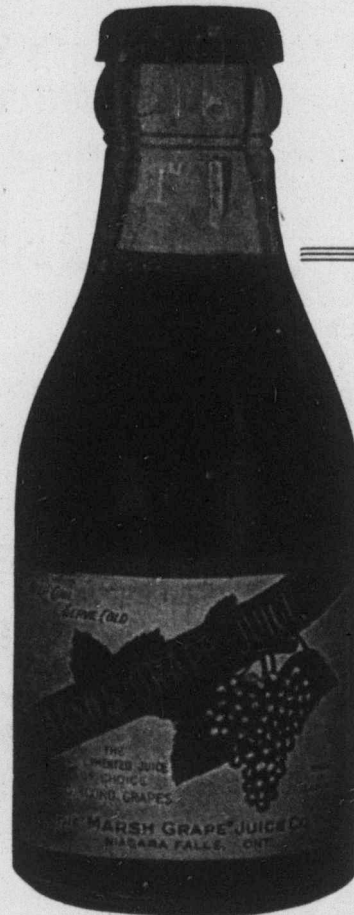
When your customers ask for a delicious invigorating, healthful beverage, you can make no better recommendation than Marsh's Concord Grape Juice, Unfermented Port, Unfermented Black Cherry, Unfermented Ginger Wine and Raspberry Vinegar.

Let us have your first order in time for Holiday Business.

**The Marsh Grape
 Juice Company**
 NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and
 Maritime Provinces

**The McLaren Imperial
 Cheese Co., Ltd.**
 Toronto and Montreal



CHOCOLATTA

is a line you cannot afford to be without. Made in three principal sizes to retail at 30c, 55c and \$2.50.

A scientific combination of Pure Chocolate, with Milk and sugar. "Made in a Minute."

Your customers will thank you for introducing them to CHOCOLATTA, the most complete Chocolate food drink on the market.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto



PURITY FLOUR

(Government Standard)

is known to the householder in every part of Canada—in rural districts as well as in the cities and towns. They have read about it in the local papers, have seen it displayed on posters, and when they see it in your store it is just like meeting an old friend. They are sure to ask for it or try it out on your suggestion.

Let Purity be your leader, the flour that makes

“More Bread and Better Bread, and Better Pastry”

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

\$1 FOR A MAN

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

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

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

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

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., 1/2-gal., 1/4-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity we advise trade to

ORDER IMMEDIATELY

"PASCO" SPANISH OLIVE OIL

in gallon, 1/2-gal., 1/4-gal., 1/8-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.



OAKLEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices,
354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street,
Vancouver.

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Va top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	\$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. S ice, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 85
Gallon Jugs, Aylmer Quality	1 62 1/4
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 65

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Wolver Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 00
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 00
Peerless Brand, Tall, each 48 cans	6 00
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 80
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL

Compressed Corn Beef—1/2s, 2s, 1s, \$4.80; 2s, \$3.95; 6s, \$3.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.05.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn—1/2s, \$2.65; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.65; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$3.65; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.60; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.00; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—1/2s, \$1.00; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—1/2s, \$2.00; 1s, \$4.80; 2s, \$8.00.	
Jellied Hocks—2s, \$9.35; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey—1/2s, \$9.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$3.45; 2s, \$5.45; 6s, \$15.95.	
Mince Meat (bulk)—6s, 22c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans.	



East India Pickles
English Piccalilli
Egyptian Beet Relish
Blackwoods White Onions

A relish for every taste. Prepared from the cleanest of clean vegetables. Let our goods build you a reputation for good pickles. Once a customer always a customer.

Write for a trial of Blackwoods Pickles.

Blackwoods Limited

"Here since 1876"

WINNIPEG - - MAN.

1919 Season Pack

of

Canned Salmon Now Ready

Cover your requirements now

Our
Reliable Brands

"Hallbest"
 Red Sockeye

"Hallfancy"
 Red Spring

"Hallred"
 Red Blueback



Our
Reliable Brands

"Hallchoice"
 Red Cohoe

"Hallpink"
 Northern Pink

"Hallchum"
 Choicest Fresh Chum

Short of Help? Too Bad!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
TORONTO

- with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
- With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
- Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.25; Mulligatawny, \$1.25; Soups and Bouilli, 6s, \$14.45.
- Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.
- Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (tails), \$2.75; 6s, \$8; 12s, \$15.
- Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
- Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
- Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
- Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
- Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
- Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.35.
- Tongue, Ham and Veal Pates—½s, \$2.25.
- Ham and Veal Pates—½s, \$2.35.
- Smoked Vienna Style Sausage—½s, \$2.75.
- Pate De Foie—¼s, 80c; ½s, \$1.40.
- Plum Pudding—½s, \$2.45; 1s, \$4.35.
- Potted Beef Ham—¼s, 80c; ½s, \$1.45.
- Potted Beef—¼s, 80c; ½s, \$1.45.
- Potted Tongue—¼s, 80c; ½s, \$1.45.
- Potted Game (Venison)—¼s, 80c; ½s, \$1.45.
- Potted Veal—¼s, 80c; ½s, \$1.45.
- Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.
- Devilled Beef Ham—¼s, 80c; ½s, \$1.45.
- Beef—¼s, 80c; ½s, \$1.45.
- Devilled Tongue—¼s, 80c; ½s, \$1.45.
- Veal—¼s, 80c; ½s, \$1.45.
- Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.50.
- In Glass Goods
- Fluid Beef Cordial—20 oz. bottles, 10 oz.,
- Ox Tongue—1½s, \$20.00; 2s, \$24.95.
- Lunch Tongue (in glass)—1s, \$11.95
- Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.30; 1s, \$3.90.
- Minicement (in glass)—1s, \$3.95.
- Potted Chicken (in glass)—¼s, \$2.90.
- Ham (in glass)—¼s, \$2.90.
- Tongue (in glass)—¼s, \$2.90.
- Venison (in glass)—¼s, \$2.90.
- Meats, Assorted (in glass)—\$2.90.
- Chicken Breast (in glass)—¼s,
- Tomato Ketchup—8s, \$1.95; 12s, \$2.45; 16s, \$3.40.
- Chili Sauce—10 oz., \$3.25.
- Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 28c; 24s, 28c; 50s, 28c.
- B.C. HOPS
- Dominion Brand, quarters, per short weight pound 0.30
- Dominion Brand, halves, per short weight pound 0.29
- Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40
- Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.30
- COLMAN'S OR KEEN'S MUSTARD
- Per doz. tins
- D.S.F., ¼-lb. \$2.80
- D.S.F., ½-lb. 5.30
- D.S.F., 1-lb. 10.40
- F.D., ¼-lb.
- Per jar
- Durham, 1-lb. jar, each . . . \$0.60
- Durham, 4-lb. jar, each . . . 2.25
- CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal
- KLIM
- Total \$20.00
- Household size 9.00
- F.o.b. Ontario jobbing points, east of and including Fort William
- Freight allowance not to exceed 56c per 100 lbs., to other points, or b-case lots or more.

- THE CANADA STARCH CO., LTD.
- Manufacturers of the Edwardsburg Brands Starches
- Laundry Starches—Boxes
- 40 lbs., Canada Laundry 0.10
- 40 lbs., 1-lb. pkg., Canada White or Acme Gloss 0.10 ½
- 48 lbs., No. 1 White or Blue Starch, 3-Rb. cartons 0.11
- 100-lb. kegs, No. 1 white 0.10 ½
- 200-lb. bbis., No. 1 white 0.10 ½
- 80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12
- 48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13 ½
- 86 lbs. Silver Gloss, in 6-lb. draw lid boxes 0.13 ½
- 100 lbs., kegs, Silver Gloss, large crystals 0.11 ½
- 40 lbs., Benson's Enamel, (cold water), per case 3.25
- Celluloid, 45 cartons, case 4.50
- Culinary Starch
- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.11 ½
- 40 lbs. Canada Pure or Challenge Corn 0.10 ¼
- 20-lb. Case Refined Potato Flour, 1-lb. pkgs. 0.16 ½
- (20-lb. boxes, ¼c higher, except potato flour)
- GELATINE
- Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1.80
- Knox Plain Sparkling Gelatine (makes 4 pints), per doz. \$2.00
- Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 1.10
- SYRUP
- THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
- 2-lb. tins, 2 doz. in case 5.45
- 5-lb. tins, 1 doz. in case 6.05
- 10-lb. tins, ½ doz. in case 6.25
- 20-lb. tins, ¼ doz. in case 6.20
- (Prices in Maritime Provinces 10c per case higher.)
- Barrels, about 700 lbs. \$0.08 ¼
- Half bbis., about 350 lbs. 0.08 ½
- ¼ bbis., about 175 lbs. 0.08 ¼
- 2-gal. wooden pails, 25 lbs. 2.60
- 3-gal. wooden pails, 38 ½ lbs. 3.85
- 5-gal. wooden pails, 66 lbs. 6.25
- LILY WHITE CORN SYRUP
- 2-lb. tins, 2 doz. in case \$5.95
- 5-lb. tins, 1 doz. in case 6.55
- 10-lb. tins, ½ doz. in case 6.05
- 20-lb. tins, ¼ doz. in case 6.25
- (5, 10, and 20-lb. tins have wire handles.)
- MOZOLA COOKING OIL
- Per case
- No. 1, 24 tins 11.00
- No. 2, 12 tins 10.50
- No. 3, 6 tins, 7 ½ lbs. each 10.00
- No. 5, 2 tins, 37 ½ lbs. each 26.00
- INFANTS' FOOD
- MAGOR, SON & CO., LTD.
- Robinson's Patent Barley—Doz. 1 lb. \$4.00
- ½ lb. 2.00
- Robinson's Patent Groats—1 lb. 4.00
- ½ lb. 2.00
- NUGGET POLISHES
- Doz
- Polish, Black, Tan, Toney Red and Dark Brown \$1.15
- Card Outfits, Black and Tan 4.15
- Metal Outfits, Black and Tan 4.35
- Creams, Black and Tan 1.25
- White Cleaner 1.25
- IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH
- Black Watch, 10s, lb. \$1.20
- Bobs, 12s 1.00
- Currency, 12s 1.00
- Stag Bar, 9s, boxes, 6 lbs. 1.00
- Pay Roll, thick bars 1.25
- Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1.25
- Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1.00
- Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1.30
- Forest and Stream, tins, 9s, 2-lb. cartons 1.44
- Forest and Stream, ¼s, ½s, and 1-lb. tins 1.50
- Forest and Stream, 1-lb. glass humidors 1.75
- Master Workman, 2 lbs. 1.12
- Master Workman, 4 lbs. 1.25
- Derby, 9s, 4-lb. boxes 1.08
- Old Virginia, 12s 1.50



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

SMITH & PROCTOR : HALIFAX, N.S.

57

HEINZ

Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57

Hams

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

57

57

There may be imitations of the bottle and label, but there is only *one* H. P. Sauce

It's the contents of the bottle that counts—that's the reason why the demand for H.P. is constantly increasing—there's nothing just like

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



CALIFORNIA TOKAY GRAPES

Are now coming freely
and quality fine.

Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.
Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

JONATHANS

The First of the Western Box Apples

Growers of Western apples are launching a tremendous advertising campaign all through the country. This will certainly create a big demand for box apples. Get in on this at the start. Jons is the first variety to move. October is the month for them. Order now.

Red Emperor Grapes

Extra fine quality. Packed in drums.

Barrell Apples—Spanish Onions
Sweet Potatoes—Oranges—
Grapefruit
Haddies and Oysters

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

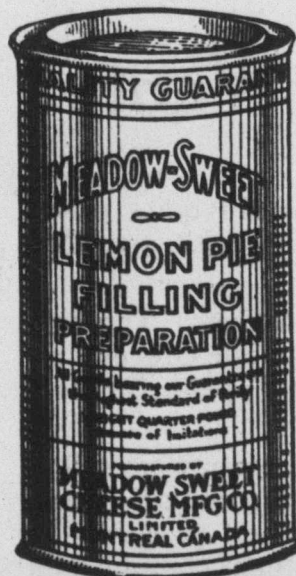
Polished handle, pink strings, velvet and tin lock finish.

The Best \$9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg



The New Lemon Pie Filling

*It's different from
all others*

Contains enough filling
for

4 Pies

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

Or

Dunn-Hortop
Toronto

Angevine & McLaughlin
Eastern Provinces

D. M. Doherty
Vancouver

"Meadow Sweet" Cheese Mfg. Co.
LIMITED
Montreal

Press Clippings

We read the newspapers as a business and can furnish you with items on any subject from new stores and new products to tariff changes, markets, imports and exports, etc. We cover all parts of Canada and United States.

We can keep you posted.

CANADIAN Press Clipping Service

143-153 University Ave., Toronto

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: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

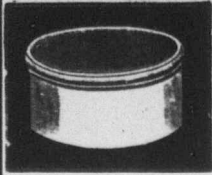
INDEX TO ADVERTISERS

A		M	
Adam & Co., Geo.	8	McLay Brokerage Co.	8
Armour & Co.	45	Macdonald, Adams Co.	8
Aron & Co., Inc., J.	3	Macdonald Reg'd., W. C.	14
B		Mackenzie, W. L.	8
Baker & Co., Ltd., Walter....	56	Macleod & Co., D. J.	10
Bain & Co., Donald H.	8	Maclure & Co., A. M.	8
Baird Ltd., Alex.	8	Maclure & Langley	11
Bendon Utility Co., S. G.	12	Magor, Son & Co., Ltd.	16
Blackwoods Ltd.	49	Mann & Co., C. A.	55
Borden Milk Co.	1	Marsh Grape Juice Co.	46
British Columbia Hop Co.	5	Marshall, H. D.	11
Brodie & Harvie	43	Meadow Sweet Cream Cheese..	53
C		Mickle, George T.	55
Campbell Brokerage Co.	7	Midland Vinegar Co.	41
Calgary Storage & Cartage ...	10	Mathieu Co., J. L.	52
Canada Nut Co.	7	Moore & Co., R. M.	55
Canadian Milk Products	43	Mount Royal Milling Co.	46
Cane & Sons, Wm.	43	N	
Canadian Importations (P. Daoust)	46	Nagle Mercantile Agency	56
Clark Ltd., W.	4	National Biscuit Co.	6
Clayoquot Sound Canning Co..	6	Nutrient Food Co.	46
Climax Baler Co.	55	O	
Columbia Macaroni Co.	7	Oakeys & Sons, Ltd., John....	48
Cockburn Co., F. D.	10	P	
Connors Bros.	42	Pacific Cartage Co.	10
Cosgraves Pure Malt Vinegar..	40	Pastene, P.	48
D		Patrick & Co., W. G.	11
Davies Co., Wm. Inside back cover		Pennock & Co., Ltd., H. P.	9
Des Brisay & Co., M.	7	Perry & Co., H. L.	9
Dodwell & Co.	5	Pullan, E.	56
Dominion Cannery	45	R	
Dominion Cannery B.C., Ltd.	7	Regina Cold Storage	10
Dominion Salt Co.	55	Rex Chemical Co.	12
Dominion Sugar Front cover		Rock City Tobacco Co.	44
Dominion Trading Co.	12	Rose & Lafamme	12
E		S	
Eckardt & Co., H. P.	41	Salada Tea Co.	13
Escott Co., Ltd., W. H.	11	Sarnia Paper Box Co.	55
El Roi-Tan	8	Scott-Bathgate Co., Ltd.	10
Eureka Refrigerator Co.	5	Sibbald & Co.	11
F		Silcocks & Drew	12
Fearman, F. W.	51	Smith & Proctor	51
Freeman & Co., J. L.	12	So-Clean, Ltd.	55
Furnivall-New Co.	43	Spratts, Ltd.	52
G		T	
Gaetz & Co.	12	Taylor & Pringle	40
Gauvreau, Paul F.	12	Thompson & Co., J. C.	12
Gillard & Co.	55	Toronto Pottery Works	55
Gray & Co., John	44	Toronto Salt Works	55
Gunns Limited	40	Trent Mfg. Co.	55
H		V	
Harry Hall Co.	49	Venables & Merryfield....	7
Harry Horne Co.	15	W	
Hanson Co., Ltd., J. H.	12	Wagstaffe, Limited	2
Hargraves, Ltd.	11	Walker & Son, Hugh	53
Henderson Brokerage, B. M.	10	Wallace Fisheries, Ltd.	6
Heinz Co.	51	Washington Sales, Geo.	16
Howe, McIntyre & Co.	12	Watson & Truesdale	9
I		Welch Grape Juice Co. Inside front cover	
Imperial Rice Milling Co.	5	Western Canada Flour Mills..	47
J		White & Co.	15, 53
Jeffress & Co., E. W. 52, Back cover		White Cottell's	55
Joyce, H. S.	12	White Swan Spices and Cereals, Ltd.	13
L		William Storage Co.	9
Lemon Bros.	48	Woods & Co., Walter	53
Loggie, Sons & Co.	11		
Lund & Co., Peter	7		



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE
Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co. Limited
Dominion Bank Bldg. TORONTO

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

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

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

NEW REGULATIONS RE MARITIME LOBSTER INDUSTRY

New regulations governing the lobster packing industry of the Maritime Provinces are provided for in an amendment to the Meat and Canned Foods Act, of which notice has been given by the Government. The resolution provides for a more exact definition of dry lobster meat and dry meat, for a correct description of the contents of cans of fish and shell fish, including minimum weight; and that no weight be used without the written permission of the Fisheries Department. Provision is also made for the correct labeling of all cans of fish or shellfish imported into Canada, and other particulars, including weight of contents, place of origin and the names of the packer and also of the importer.



CLIMAX PAPER BALERS
ALL STEEL—FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores, Halls, Homes, Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R. M. MOORE & CO. LTD. VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

SALT

All Grades—Carloads
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

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

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

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

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

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

TRANSLATIONS

ENGLISH INTO FRENCH—COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 136, Station B, Montreal.

WANTED

Specialty salesmen for the City of Toronto, and to make occasional calls at outside points, on retail grocers.

A wonderful opportunity for the right young man with prospects according to his ability in getting business. Our lines are world-known. Apply stating experience and salary expected.

Care CANADIAN GROCER,
MacLean Pub. Co.,
Montreal.

AGENCIES WANTED

AGENCIES WANTED — PRODUCTS FOR wholesale distribution and mail order articles of merit desired. Send full particulars. L. E. Ruel, manufacturers' agent, 8 Couillard St., Quebec.

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Address Rolph, P.O. Box 1027, Halifax, N.S.

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

WANTED

WANTED — STEADY, RELIABLE MARRIED man experienced in grocery business desires position. Address Box 27, Port Dover, Ont.

WANTED—A THREE DRAWER CASH REGISTER, cheese cutter (computing), Bowser oil pump and a grocer's refrigerator. J. W. Shier, Jr., Tamworth, Ont.

WANTED—FIFTY OR ONE HUNDRED GALLON Bowser oil tank. State lowest cash price. Box 564, Havelock, Ont.

WANTED — EXPERIENCED WHOLESALE grocery brokerage salesman for Winnipeg. No other need apply. Wire or write to Nicholson Rankin Ltd., Winnipeg, Man.

WANTED—AT ONCE, EXPERIENCED SALESLADY for general store; good wages, short hours and steady position to the right party. Apply stating experience and salary required to A. L. Bicknell & Co., Dunnville, Ont.

WANTED—TO RENT WITH THE OPTION OF buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERCHANDISE, also buildings, store, warehouses and dwelling; stock invoices about \$12,000; will reduce to suit purchaser. Box 782, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MERCHANDISE for sale. Stock \$15,000 can be reduced. Fixtures \$1,550. Buildings \$2,500. Annual turnover \$60,000. Net profits over \$7,000 per annum. Post Office in connection brings over \$700 a year. Town in the centre of a mixed farming district. \$8,000 cash required. Apply to C. H. Clarkson, Swanson, Sask.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

WANTED

IN ANY SIZE QUANTITY
JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN
TORONTO

COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you. Those bad accounts are a sore spot — but we can help you. Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



Something Extra Good in Smoked Hams!

WE'RE just coming into the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

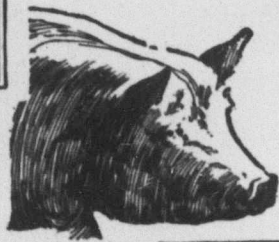
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO -- MONTREAL





Four More Blue Seal Products To help you build a Bigger Business

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

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

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

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

E. W. Jeffress, Limited

WALKERVILLE,

ONTARIO

Distributors:

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

