

# CANADIAN GROCER

Members of the Publishers' Association of Canada—Only Weekly Grocer Paper Published in Canada

WELCH'S PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

TORONTO, OCTOBER 22, 1920

No. 43

Queen's University  
Library  
Toronto, Ontario

# Welch's

## QUALITY FRUIT JAMS

Permit Est. 272



Buy jams to-day  
at a price based on sugar  
at ten cents a pound

WELCH "Lades" are quality jams offered at prices that make them remarkable values. Prices have not been advanced because of high sugar this past Summer. The Welch line offers advantages to the retailer in the opportunity to secure a stock of Quality Fruit Jams at a moderate price.

And so we suggest that you ask your wholesaler now, while he has some, to quote: Grapelade, Plumlade, Peachlade, Fruitlade (Raspberry), Currantlade and Marmalade (Orange). In 15 oz. glass jars and 4 lb. enamelled standard pails.

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

This advertisement is one of a series prepared for dealers who sell O-Cedar products. To be used in their local newspapers, programmes, etc.

**Hints from Our Home  
Brightening Department**

It's wonderful what a new coat of paint or varnish will do in brightening up the house. When you decide to freshen up the bathroom or kitchen with a coat of paint, or surprise that scratched chair and table with a sparkling coat of varnish, come in and see us. We have a complete line of paints, varnishes, brushes and everything for brightening up the home.

To keep the floors and furniture bright and glistening, we know of nothing better than the O-Cedar Polish Mop and

**O-Cedar  
Polish**

Dealer's Name

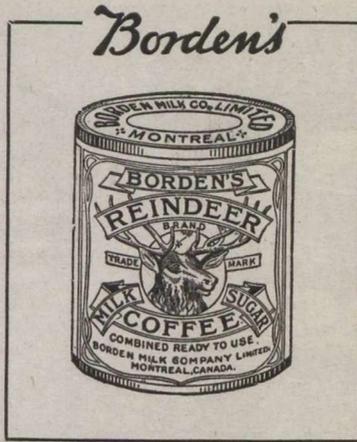
Send now for the Folder showing the complete list of cuts and advertisements. Or if you have already received one of the Folders, write and let us know which of the O-Cedar Advertisements or cuts you would like sent to you.

## ***We Will Send You FREE an Assortment of These Business-Pulling Advertisements***

They were designed especially for you. They feature the various articles of your stock in both pictures and words, and they come all ready for newspaper or printer, to appear over your own name and address.

This is part of the service we offer to dealers who handle O-Cedar Polish and the O-Cedar Polish Mop. We gladly co-operate with you in every way to create more business. Newspaper advertisements, window cards, show cards, or display stands, cuts for programmes or dodgers—all are free to you for the asking.

**CHANNELL CHEMICAL CO., Limited  
TORONTO**



Now is the Time to Feature

# Borden's Reindeer Coffee

—the handy, economical and delicious *Borden* product that makes the finest flavored coffee in an instant by simply adding boiling water—no sugar or milk is required because they're both in the prepared coffee. It does away with percolators and coffee pots and its great convenience and economy have made it a highly popular seller and one that wins steady repeat orders. Get the

most out of this big Fall and Winter selling by featuring your stock of this superb *Borden* product prominently in every display.

Send for Reindeer Coffee recipe folders to hand to your customers. Recommend it and profit by your suggestion. Your jobber sells it.

The Borden Co., Limited  
Montreal

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



**Borden's**  
**ST. CHARLES**

Brand Milk

"With the Cream Left in"

Reindeer Coffee  
Reindeer Cocoa  
Malted Milk

There's Quality in every Tin of

11lb. 21lb.  
51lb. & 251lb.  
Tins

GUARANTEED PURE AND WHOLESOME

**ROWES**  
TRADE MARK

EXTRA SPECIAL MOIST

**MINCE MEAT**

TRADE MARK

**ROWES**  
MINCE MEAT

COMPANY

Buy it at your grocer's

LEGG BROTHERS LIMITED.

## A Quick Seller— A Sure Repeater

Bowes Mince meat has the quality, flavor and purity that mean the greatest success in mince-pie-making for your customers. It will pay you to get in a good stock of this popular line right away and keep it well to the front. When filling your order,—either direct to us or through your jobber—we will send you our beautiful colored show card, a small, black-and-white reproduction of which is shown above. Hang this in a conspicuous place and it will greatly help your sales—it links up your store with the advertising we are carrying in the women's and national magazines, and also reminds them that the mince-pie season is at hand.

**The Bowes Company, Limited**

Corner Church and Wellington Streets, Toronto



## Two "KKOVAH" Products that are time-tested, profitable Sellers—

### KKOVAH CUSTARD POWDER

An exceedingly popular selling Custard Powder that makes rich, creamy delicious custard **without the use of eggs**, a feature that, combined with its delicious, wholesome flavor, has made it a big seller, and one that grocers can always depend on for satisfaction and a real good profit margin.

### KKOVAH HEALTH SALT

(Makes you fit, keeps you fit)

The rapid selling line that is daily proving its worth as a dependable, efficient saline and a repeater of the highest order. Try a sample order of these popular Kkovah products.

## The "KKOVAH" Family

Kkovah Health Salt .....\$1.80 per doz.  
 Kkovah Custard .....\$1.70 per doz.  
 Kkovah Egg Substitute .....\$1.50 per doz.

Kkovah Lemon Pie Filler .....\$1.70 per doz.  
 Kkovah Chocolate Pie Filler ...\$1.70 per doz.

Sole Agents for Canada

# MACLURE & LANGLEY

Limited

MONTREAL

TORONTO

WINNIPEG

# WAGSTAFFE'S

## Candied Peels

(Lemon, Orange, and Citron)

*Now Ready for Delivery*



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

*Order From Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

# MAZOLA

## *Simply Had to Come!*

*Just as electric lighting, the telephone, the motor car all came in answer to a crying need in modern life, a perfectly refined cooking oil from bountiful corn answers the immediate needs of kitchen economy.*

From the Heart of the Golden Corn comes the greatest opportunity offered for many years in the line of food products.

MAZOLA simply had to come—the product of the hour—not just a grocery specialty, but almost an economic necessity.

Go back over your own experience, and you will agree that the merchant who profited most was he who early realized the tendencies of the trade, the man who visioned the imminent requirements of consumer demand, when the voice of that demand was a mere whisper.

The stage is set for Corn Oil at its best—in its most pleasing and useful form—MAZOLA. Consider the ever-mounting cost of butter and other old-style shortenings; the enforced changes in baking and eating habits; the growing dislike in refined homes to the use of animal fats; all those general conditions summed up under the term “H.C.L.,” which are straining the average family budget to bursting point. To all this MAZOLA brings the relief required.

Present-day conditions are forcing MAZOLA into a market desperate to buy! It has the tremendous advantage of being first to realize and meet that demand. It is sure of a permanent market, being based on an actual and growing need.

### **Not an Experiment**

The experimental stage is over. High in nutritive and utility value, MAZOLA has conquered every test. It has been stamped “O.K.” by recognized experts in culinary science, famous chefs of leading hotels, clubs and transportation companies. Greatest of all, it has stood the final consumer test in Canadian homes.

In the big consuming market to the south of us, where conditions are equally acute, over 50 million pounds of MAZOLA were used in baking last year, practically half a pound per unit of population.

### **Canadian-Made MAZOLA**

Corn Oil in the handy MAZOLA tin, and at the new price which intensifies its saleability, will find an eagerly ready demand; one that will tax all our resources to adequately meet.

Confidently we predict a tremendous sale just as soon as the anxious public is made aware of the coming of MAZOLA to relieve the baking situation. Our new refinery is equipped to cope with any reasonable demand, with ample provision made for the extensions required by an expanding market.

For the consumer, the utility value of MAZOLA is unlimited. To the retail grocer and wholesale distributor, no grocery product affords such profit possibilities.

We feel fortunate in being able to offer to our friends in control of distributive channels a product so entirely satisfactory from every merchandising angle.

**THE CANADA STARCH COMPANY, LIMITED**  
**MONTREAL**

# APPLES APPLES

## Best Varieties Ontario Winter Apples

In Barrels and Boxes. Special Prices on Carload Quantities.

**B.C. MACINTOSH REDS**—Fancy Wrapped Fruit in Boxes.

## CALIFORNIA RED EMPEROR GRAPES

High Colored Fancy Stock in Drums.

**ORANGES LEMONS GRAPEFRUIT**  
**SWEET POTATOES**

## DOMESTIC VEGETABLES

**POTATOES ONIONS CABBAGE CARROTS**  
**BEETS TURNIPS PARSNIPS**

*Well-Matured Stock for Winter Storage.*

# PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

*Branches:* NORTH BAY SUDBURY COBALT TIMMINS

## A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer, 153 University Ave., Toronto, Ont.**

# Clark's Tomato Ketchup

Made in Canada



By Canadians

Now is your chance, Mr. Grocer, to make a hit.

**Clark's Tomato Ketchup** is positively the best on the market, and **Clark's Tomato Ketchup Poster** is now appearing on the billboards. Link up **your** store with **our** advertising, display this popular relish on your counters, etc., dress your windows with it and watch the sale grow.

**All New Season's Pack.**

*See our list for "other good things"*

**W. Clark Limited, - Montreal**

DIRECT SHIPPERS



# Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET,  
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"  
Codes (Private): A.B.C. 4th and 5th Editions  
Western Union and Bentleys

There are plenty of fine fish in the sea,  
but the best of all Sardines are the

## OBAYO REAL SARDINES

*The Elite of the Sea*

(Packed in Pure Olive Oil)

**S**TOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

### Obayo Real Sardines

will bring

**BIGGER AND BIGGER  
REDOUBLED AND REDOUBLED  
SARDINE BUSINESS**

When next you order Sardines,  
ORDER

### Obayo Real Sardines

Direct Importers:

**FIELD & CO. (F.M.), Ltd.,**  
40-42 King William St., London, E.C. 4

Canadian Agents:

**SAINSBURY BROS.,** Board of Trade Bldg., TORONTO, ONT.

Tie up your small  
packets and boxes  
neatly and watch  
your sales increase

### Use the Albion Silky Cotton Cords

A wide range of sizes  
and colors always in  
stock.

Send your enquiries  
direct or through in-  
dent agent to

**The Albion Sewing Cotton Co.**

Limited

Fawley Mills, Tottenham Hale  
LONDON, N. 17.  
England



# 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

# Purnell's

England's Best

## Pure Malt Vinegar Pickles & Sauces

Speciality B V Fruit Sauce



Have Stood the Test of Time  
Having Been Established Since 1750

Canadian Agents

- J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
- J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
- R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
- W. T. Donohue, 401 Richmond St., London, Ont.
- The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
- J. E. Huxley & Co., P.O. Box 815, Winnipeg.
- C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full  
range of samples

## Purnell & Panter, Ltd., Bristol, England

## Xmas Stockings

SPLENDID VALUES AT  
5c., 10c., 15c., 25c., 50c., \$1.00 to  
\$2.50 Sizes at Retail

## Stocking Bags

WITH SANTA CLAUS AND DOLL  
BODIES—FILLED WITH CANDIES  
to retail at 15c., 20c. and 25c. each.

## Milk Chocolate

SANTA CLAUS, TURKEYS  
AND NOVELTIES

*We have the goods—write for prices now.*

# CHAS. LAUDER CO.

97 Ontario St., TORONTO

You Never  
Associated  
Kilts with  
Weaklings

—  
*A Robust  
Fighting  
Pink*



—  
**KILTIE**  
Brand  
**PINK  
SALMON**

CAUGHT AND PACKED by  
WALLACE FISHERIES Ltd.

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



*Your jobber can supply you*

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

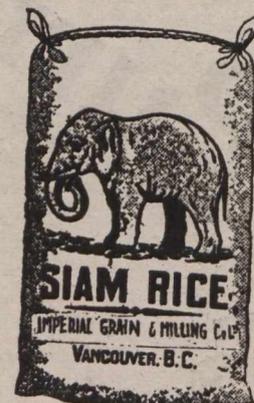
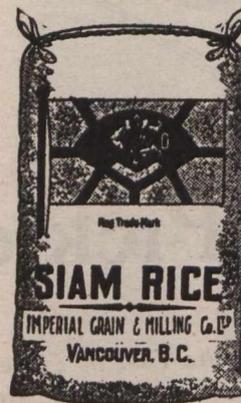
Canadian Agents:  
A. S. May & Co.  
Toronto

C. B. Hart Reg.  
Montreal

Donald H. Bain Co.  
Winnipeg

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**  
Vancouver  
Canada  
Wholesale Purchasing Brokers  
Exporters and Importers

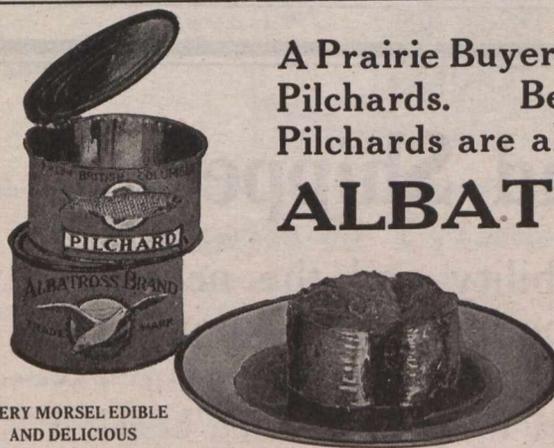
**C. T. NELSON**  
Grocery Broker and Manufacturers' Agent  
534 Yates Street, Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.  
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd.  
C.N.R. Carters C.P.R.  
DISTRIBUTION - STORAGE - CARTAGE  
P.O. Box 666, Edmonton, Alta.  
Members of the Canadian Warehousemen's Association

**JOHN PRITTY, Ltd.** Merchandise Broker and Manufacturers' Agent  
Head Office: REGINA, SASK.  
MR. MANUFACTURER—  
Would you like to have an Energetic, Progressive firm represent you in Saskatchewan? Pritty has the reputation for "Putting it over." Wholesale and Retail trade canvassed for you. Personal attention to every account. Appoint "Pritty" for Saskatchewan. 100% efficiency.

**B. M. Henderson Brokerage, Ltd.**  
209 Empire Block, Corner Jasper Ave. and 101st Street, Edmonton, Alta.  
(Brokers Exclusively)  
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Donaldson Phillips Agencies Limited**  
Grocery and Produce Brokers  
CANNED SALMON  
124 Pacific Bldg. - Vancouver, B.C.



A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

## ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

AGENTS:

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

EVERY MORSEL EDIBLE AND DELICIOUS



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog, and details of Arnett Service for your store.

**Thomas Lewis Arnett,**  
Souris, Man.

When Writing  
Advertisers  
Please Mention  
This Paper.

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

## WESTERN CANADA

### FRANK H. WILEY

Mfrs. Agent and Importer  
Groceries and Chemicals

Special all grades Sugar for immediate shipment  
533-537 Henry Ave., Winnipeg

### A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

Why Not Build Up Your Trade in the  
West by Appointing Us Your Agents?

### MOWAT & McGEACHY (MANITOBA) LIMITED

Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

### THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS

Take advantage of our Service  
WINNIPEG MANITOBA

### Geo. W. Griffiths & Co., Ltd.

246 Princess Street  
Winnipeg, Manitoba  
Selling Agents and Brokers  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

### Richardson Green, Limited MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and  
Drug Trade.

Winnipeg Regina  
Edmonton  
Calgary Saskatoon

### W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches  
Regina, Saskatoon, Calgary, Edmonton

### C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents  
810 Confederation Life Bldg., Winnipeg  
We have the facilities for giving manufacturers  
first-class service.

We work The Retail Trade

SAY YOU SAW IT IN CANADIAN GROCER,  
IT WILL HELP TO IDENTIFY YOU.

IN WRITING ADVERTISERS, PLEASE  
MENTION THIS PAPER.

## Manufacturers and Shippers!

We offer the facilities of an  
efficient and energetic  
"chain" organization, long  
established, with financial

stability and the necessary  
experience and knowledge,  
to place your goods success-  
fully on the Western Market.

Let us show you.

## Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

REGINA, SASK.

Branches at  
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

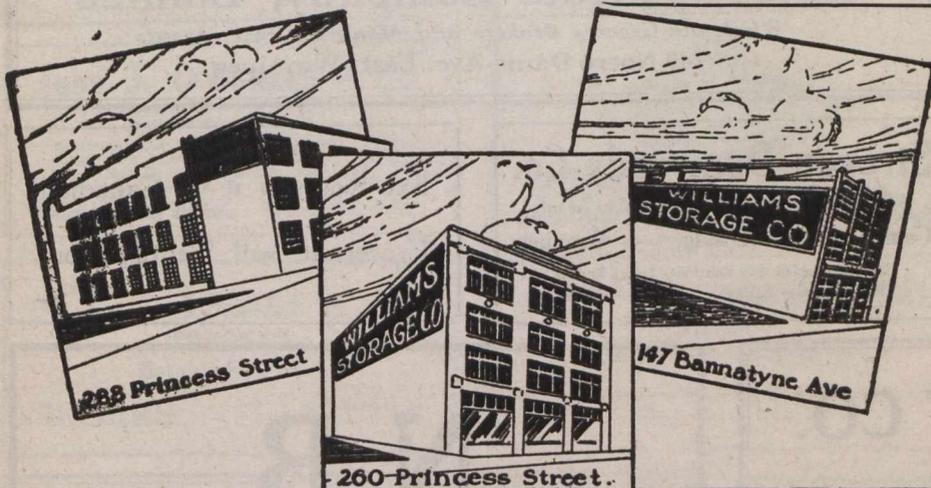
VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

**H.P. PENNOCK & CO., LTD.**  
 WHOLESALE COMMISSION BROKERS  
 MANITOBA SASKATCHEWAN **HEAD WINNIPEG** OFFICE ALBERTA WESTERN ONT.  
 CORRESPONDENCE SOLICITED



## The Largest in Western Canada

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

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

## 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

## Your customers are buying H.P.—SOMEWHERE

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business.

Try a bottle on your own table and you will see why it's selling so freely.

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



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



## DETAIL WORK

*Christie's Biscuits and  
Robertson's Confectionery*

are having big sales in Western Canada. Why  
not have your goods marketed by their agents?

**Scott-Bathgate Company, Limited**

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

### C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

### Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results  
We want your business. Write us.

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

## W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants*

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

### SALES FORCE

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

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

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

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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

## N. B.

# Egg

# Carriers

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

*Prompt Shipment.*

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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

**W. G. PATRICK & CO.**  
LIMITED  
Manufacturers' Agents  
and Importers  
51-53 Wellington St. W., Toronto  
Halifax, N.S.; Winnipeg, Man.

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

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

**SCOTT & THOMAS**  
Manufacturers' Agents  
Confectionery and Grocery Brokers  
32 Front St. West,  
TORONTO

**LOGGIE, SONS & CO.**  
Manufacturers' Agents  
Brokers, Importers and Exporters  
GROCERS, CONFECTIONERS  
and DRUG SPECIALTIES

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

**John J. O'Donnell & Co.**  
Commission Brokers  
Manufacturers' Agents  
Representing J. H. Wethey, Limited; Imperial  
Grain and Milling Co., Limited, Vancouver;  
Harry Hall & Co., Vancouver, and others. Cor-  
respondence solicited.  
Heintzman Bldg., Windsor, Ont.

  
32 Front  
TORONTO  
St. West  
CANADA

**C. MORRIS & COMPANY**  
Importers Exporters  
Grocery Brokers  
Head Office: TORONTO  
U.S. Office: CHICAGO, ILL.

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

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

**H. C. BRENNAN**  
Manufacturers Agent and Grocery Broker  
Representing J. H. Wethey Ltd.  
Galanopoulos & Macris, Patras,  
Greece.  
Kearney Bros. Ltd.  
Open to represent other Manufacturers of high  
class foodstuffs.  
Booth Bldg. OTTAWA, CANADA

**Waste Paper—**  
VERY HIGH PRICES NOW.  
"CLIMAX" Steel BALERS  
TURNS WASTE INTO PROFIT.  
3,000 satisfied users.  
Made in 12 sizes—a size  
to suit every business.



A Boy can  
operate it.

Write for catalog and prices :  
Climax Baler Co., Hamilton, Ont.

The  
**CROWN**  
Trade-Mark



on a bag of white beans is a guarantee  
of their uniform size and choice  
quality.  
Only the very finest hand-picked  
Canadian White Beans go into bags  
marked

**BRAND**  
CROWN BRAND  
For your own protection insist upon  
having this line of known quality.

G. T. MICKLE - Ridgetown, Ont.

When Writing to Advertisers Kindly  
Mention this Paper

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

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

**AGENCIES WANTED**  
For all lines of food products for  
Montreal and Quebec. Best refer-  
ences.  
**H. WHISELL**  
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Importers of BELL RICE, Dutch Cocoa and  
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If you have anything in food line to sell  
or want to buy, ask us for prices. We buy  
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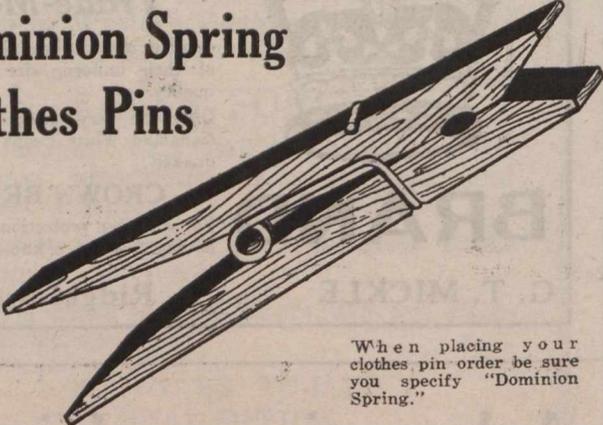
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If you require distribution in the Maritime Provinces  
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Over 30 years in Business. Best References and Connections  
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Clothes Pins**



When placing your  
clothes pin order be sure  
you specify "Dominion  
Spring."

**There's greater Satisfaction**

selling **Dominion Spring Clothes Pins**  
because they are made stronger and will  
hold better than any other clothes pin.

Dominion Clothes Pins never split. They  
will last for years and their profit margin  
makes selling them a worth-while proposi-  
tion.

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When Writing to Advertisers Kindly Mention  
this Paper



*Now is the time to feature this big seller*

Grocers are everywhere earning handsome profits selling "Quality Rolled Oats." They offer an inviting margin of profit. The demand is firm and steady and their high standard of quality insures perfect satisfaction on both sides of the counter.

Quality Rolled Oats are processed from the highest grade Canadian grown oats and because they are thinly rolled and semi-cooked before being packaged in their attractive moth and air-proof package, they make delicious porridge in remarkably fast time. Then there is a most delicate, "Nut Like" flavor in porridge made from Quality Rolled Oats—a really different flavor which our special "Pan Dried" process imparts.

Look over your stock to-day and send us your order. We guarantee immediate delivery on any quantities.

*Selling Agents for Ontario:*  
 Cruickshank & Guild, 32 Front St. W., Toronto

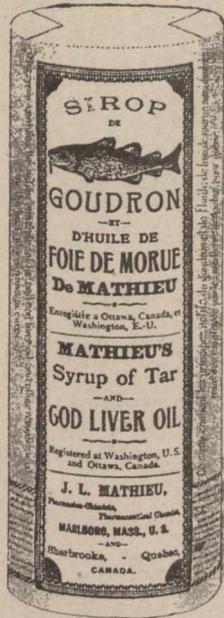
**Canadian Cereal & Flour Mills Co., Limited**

**TILLSONBURG, ONTARIO**

**Head Office - - - Stratford, Ont.**



## There's A Good Profit In Handling "Mathieu's" Remedies



Mathieu's Syrup of Tar and Cod Liver Oil has the medicinal effectiveness sufficient to keep it in constant demand throughout the year and particularly during the Fall and Winter season. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.

An order to-day will ensure an Early Shipment.



# J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.



Order from your Wholesaler

## MASTER MASON

### Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

## Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

# OVERTAKING THE RISING COST OF SELLING

**E**VERY month sees travelling expenses mounting higher. Passenger fares and increased hotel bills have doubled and trebled salesmen's expenses during the past two years. Every company faces increased selling cost far beyond provision made at the first of the year.

There's one solution to this perplexing problem: You can increase the productiveness of your selling force by telling your merchants what you have,—reminding them of the sales possibilities of your lines, and building goodwill between your sales calls. You will save your salesman's time—and increase his efficiency by keeping your merchants in touch with your products through regular announcements in his business newspaper.

Many salesmen report merchants have orders saved up for them as a direct result of advertising in MacLean Trade Newspapers. Their time is saved and their business has been increased.

Advertising in trade newspapers builds business for the salesmen and cooperates with him in the very valuable work of preparing the ground for his call. In every village and town in Canada—in places where salesmen go regularly and in many where they seldom reach, there you'll find the MacLean trade newspaper building business and goodwill for your products—if you use it.

MacLean business newspapers go direct to the man who buys the very goods you sell. He relies on them for markets and prices of all the goods he buys.

The advertising pages are his newspaper, the editorial pages are his business advisers, for they deal directly with the very things he wants to know about—

As one enthusiastic subscriber told us in to-day's mail: "We find your price list one of the most convenient things in our office."

Let us show you how you can use trade newspapers to lower your yearly cost of selling.

## The MacLean Publishing Company, Limited

Publishers of the Following Specialized Trade Newspapers:

*Hardware & Metal*

*Bookseller & Stationer*

*Druggists' Weekly*

*Dry Goods Review*

*Canadian Grocer*

*Men's Wear Review*

*Sanitary Engineer*

# Sell The Financial Post

MANY of your customers want the weekly newspaper for business men and investors.

YOU can handle this without difficulty, and at a satisfactory profit. Write us for our dealer's proposition.

*Show The Financial Post,  
and watch it draw the most  
worth-while customers to  
your store.*

## The Financial Post

143-153 University Avenue, Toronto





A Counter Display Stand like this will make your sales even more easy.

Ask us to send you one.

## Keen's Oxford Blue

*A Necessity in  
Every Household*

For many years KEEN'S OXFORD BLUE has been sold by most successful merchants throughout the world.

Display on your counter a card, similar to that illustrated here. It is a good advertising medium with stock on hand to back it up. You will find ready outlet.

### Magor, Son & Co., Limited

MONTREAL: 191 St. Paul Street West

TORONTO: 30 Church Street

## BUSINESS REPORTED QUIET

But not with

## NICHOLSON-RANKIN LIMITED

In the month of September we sold and confirmed to buyers

# 238 Straight Carloads of Merchandise

Late in September we sold in addition fifty carloads merchandise which were confirmed early in October

**WE SERVE OTHERS SATISFACTORILY  
CAN WE SERVE YOU?**

Write or wire your offerings to

## NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers

WINNIPEG, MANITOBA

BRANCHES: REGINA SASKATOON, SASK. CALGARY EDMONTON ALBERTA

# CANADIAN GROCER

VOL. XXXIV

TORONTO, OCTOBER 22, 1920

No. 43

## Government Permanently Suspends Sugar Order of Board of Commerce

Lower Prices of Sugar Will Now Prevail—Likely the Death-Knell of the Board of Commerce—How Retailers View the Situation.

Ottawa, Oct. 20—(Special)—The order-in-council rescinding the ruling of the Board of Commerce, guaranteeing the price of sugar, is sustained, and the fixing of sugar prices and prevention of sugar imports is permanently suspended. This is the result of the hearing before the government to-day. The market for sugar is now an open one. This indicates that lower prices will prevail shortly. It is also to be surmised that the action of the government sounds the death-knell of the Board of Commerce. The whole mix-up shows the weakness of any government body endeavoring to fix or control prices. Supply and demand should be the ruling factor.

THE attitude of the retailer in the present sugar situation is one of watchful waiting. The one topic of conversation with their customers these days is the action of the Board of Commerce, and the subsequent part taken by the Government whereby the order of the Board of Commerce was rescinded, and an investigation into the claims of the refiners arranged for. The average retailer takes the view that if the Government, through its officers, the Board of Commerce, has made a bungle of the sugar situation from the time it first undertook to control prices, the refiner is then entitled to some consideration. From a number of representative grocers interviewed, the consensus of opinion gleaned by Canadian Grocer is that prices in the sugar market are declining, and the consumer is demanding lower prices in this country as elsewhere. It is, therefore, up to the refiners, either to take their loss, or if the Government is bound to protect them, then it must be in some general

### SOME SIDELIGHTS ON THE SUGAR SITUATION

The report that 1915 sugars have been held in storage at Fort William, Ont., until the present time, is denied. Fort William is a distributing centre for sugar, but it is declared that there is no 1915 sugar in storage there.

The Wholesale Grocers' Guild of Nova Scotia decided to ignore the Board of Commerce order to sell sugar at 21 cents, and intended to import supplies from the United States.

The case for the sugar industry is that because the sugar market was regulated during the war and afterwards, the responsibility for this is placed on the Government.

The contention is made by some that if the price is controlled in sugar, then why not in wheat. Open trading in wheat has been reverted to, and the farmer believes that he too should have the protection of a fixed price.

Candy manufacturers in Canada declare that they are between two fires. They state that they would like to see cheaper sugars in order that they might hold their trade without danger of the United States manufacturers underselling them, but at the same time they face a loss if a marked reduction is made in sugar.

It is asserted by these candy manufacturers that goods already made for the Christmas trade have been manufactured from sugar purchased at high prices, and in order to sell them at a profit, present prices of candy would have to prevail.

way, other than by holding the price to the consumer at 21 cents. Here is what some retail grocers have to say in regard to the situation:

G. T. Wolfe, manager of the grocery

department of the T. Eaton Co., Ltd., told Canadian Grocer that he believed the receipt of foreign sugars in the United States had meant the demoralization of the market here. Wholesalers and refiners there had to accept big losses, and the only thing that operates against the refiners in Canada taking the same losses is the interference of the Government, through the Board of Commerce, in endeavoring to control sugar prices. "The refiners," he said, "apparently need assistance, but why so much sugar should have gotten into the hands of the speculators, and be held by them, when there was so much sugar needed to meet the demand, is hard to tell."

### One Result of Speculation

"The trend of the market in many foodstuffs seems to be downward," remarked Henry Swan, King Street East, Toronto, one of the oldest grocers in that city. "When people speculate they must be prepared to accept losses when such occur. In this instance I think the refiners should take their loss the same as anyone else. The market has declined in sugar, and the people should get the benefit of it. Sugar cannot be held at the high prices that have ruled now for so long."

### May Have Made Promises

George Barron, of Barrons, Ltd., Yonge Street, Toronto, brought out the point that if the Government has made guarantee to the refiners of protection in the case of a falling market, then, of course, it will have to live up to it. "Promises may have been made," Mr. Barron remarked, "that we do not know anything about. On the other hand, if the refiners had the promise of protection from the Government, what business had they to go and speculate, buying raws for future refining at high prices, expecting the market to advance? With the Government's guarantee it should not have been necessary to have done this. Until

after the hearing, it is difficult to say just what the position of the refiners is."

#### Not the Right Method

"If the Government restricted them from exporting their sugars, I suppose the refiners should be reimbursed for their loss," answered Donald McLean, Roncesvalles Avenue, Toronto. "I don't think the method adopted by the Board of Commerce, however, was the proper one to pursue," he added. "The people will demand that the price come down. Every customer who comes into my store has a protest to register in regard to this sugar situation. I don't believe in this anti-dumping law. I don't think it applies in the present case at all."

#### Do Not Want American Sugars

Robert Dowson, of the York Trading Co., and a retailer on Danforth Avenue, Toronto, said that Canadians did not want to see American sugars unloaded

on this market if it could be avoided. "Public opinion, however," he added, "is such at the present time as to almost demand that sugar decline in sympathy with the American market. It would seem that the refiners had some justification for a claim if they were not permitted to sell when it was possible to have done so. The grocer has put up with the abuse of his customers long enough regarding the high prices of sugar. Now it seems that the people must have cheap sugar, and if it cannot be obtained in this country, then it must come from elsewhere. It may be that the refiners must take their loss."

"Somebody has got to lose in this matter," remarked John Muir, 262 Danforth Avenue, Toronto. "If the Government got the refiners in wrong, then I suppose the Government will have to bear the loss. We have got to have cheaper sugar. People will demand it now, and the average consumer cannot see the refiners' side of the question."

own making. If we had been allowed to handle our own affairs a situation the like of which we are now facing would never have occurred and if it had we would have no reason to appeal to the Government for protection."

#### A Lesson to the Government

The manager of one of Montreal's largest wholesale grocery houses said to Canadian Grocer: "We are all sorry to see the refiners lose so heavily. We cannot help but feel that the Government is entirely responsible but it is hardly fair to the public that such orders and restrictions as were enacted by the Board of Commerce should be enforced. Two wrongs never make a right. It is very hard to say just what the fair solution would be. Personally I feel that the matter is better left alone. Undoubtedly the loss to the refiners will be very heavy and a severe blow but I cannot see how it can be averted. It should be a lesson to the Government to never dabble in these business affairs. If the sugar refiners get protection, what are the jam manufacturers going to look for who are also heavily stocked with expensive sugar and who are now being undersold by English competitors? I am afraid that there will be many such losses before trade is again back to normal. The only safety is not to speculate until conditions are again normal. I must confess that from the first I did not feel that the Board of Commerce had power to enforce the order issued by them."

## "Why Did the Government Let the Board of Commerce Take the Action in Sugar?"

**M**ONTREAL (Special).—To many Montreal retail grocers and wholesalers the suspension of the Board of Commerce sugar order was hardly a surprise. One wholesaler said: "In view of the present position of the Government and the public indignation against any attempt to prevent a slump in prices, it is not at all surprising that the Government should take quick action in cancelling this order. Still it is surprising that they turned the matter over to the Board of Commerce in the first place if they knew that Board had not power to legislate in this matter."

A few hours after the Government's suspension of the prohibitive order one of the refiners said to a Canadian Grocer representative: "It does look as if the Government had made a tennis ball of us. They turn our case over to the Board of Commerce and then when that body makes a finding and carries out their supposed duties the Cabinet immediately tells us that they had no power to act in the matter anyway. If it was not such a very serious matter it would be rather a joke. It is not the first time however that the Government have done this with the Board of Commerce's finding."

#### Plants to a Standstill

The sugar refiners claim that if sugar is allowed to be imported from the United States it will mean a loss on over sixty million dollars' worth of raw sugar now carried by the refiners. They also assert that it will bring their plants practically to a standstill with all these raws bought on the high market left on their hands. To Canadian Grocer one of the refiners said: "A year ago when we were in a position to make a little money on the open market the Government took

matters out of our hands, stated a maximum price, prevented us from using a foreign market which was open to us, and as a result curtailed our output. The situation we are now facing is not of our

## Montreal Grocers Little Affected by Sugar Situation

Retail Grocers Think That the Board of Commerce Cannot Enforce the Prohibitive Order on Importation of Sugar—A Commodity for Convenience to Customers with Little Profit for the Retailer.

**M**ONTREAL (Special).—The retail grocer does not depend much upon sugar for any of his net profits, as it has rather been a commodity of convenience for his customers. As far as Canadian Grocer can learn, very few grocers in Montreal carry any large stock of sugar.

The manager of one of the oldest grocery stores in Montreal said to Canadian Grocer representative: "This ruling by the Board of Commerce affects us only from the consumer's standpoint. We have found so far this fall that people in general have been refusing to buy much fruit on account of the high price of sugar. Many customers state they will not buy fruit for preserving purposes as a matter of principle in protest to the high prices of sugar. This has seriously hurt the sale of fruit, especially during a year when our fruit crops are of the best. It is astonishing the amount of fruit that has been al-

lowed to rot in the freight sheds in this city simply because no market could be found in the short time that is available for the turning over of fruit supplies.

"We do not keep any more sugar on hand than is needed from week to week. We make no attempt to speculate in the sugar market, nor do we hope to make more than the necessary profits to cover the cost of packing and handling. The merchants cannot help but feel that the Government, through the Board of Commerce, made a big mistake when they tampered for the first time with market conditions either stipulating a maximum or minimum price. There is no doubt that during the last three months of the early part of the year the Government hindered Canadian refiners from making handsome and legitimate profits by exporting sugar to the United States where higher prices were offered and where a shortage was being felt.

(Continued on page 35.)

# The Sugar Situation Since 1914

A Review of the Market Since the First Year of the War—Lowest Prices Prevail During the First Months of Each Year—In August, 1920, Sugar Was \$24 as Compared With \$5.13 in the Same Month in 1914.

**I**N January, 1914, sugar was selling to the retail trade at \$4.25 per hundred pounds. Prices fluctuated for the next few months, sometimes down ten cents and sometimes up. When the war was declared the wholesale price was \$4.41. Three weeks after a war tax of 70 cents per hundred was placed on sugar. Some refiners also advanced quotations which made a spread of prices varying from \$5.13 to \$6.15 at the end of the first month of the war. In October of the same year the price was at \$7.05, but in January of the next year, 1915, it dropped to \$6.30 and remained at that figure until April of the same year, when it advanced to \$6.65, declining again to \$6.05 in the month of October. Before the Canada Food Board was appointed, the quotations on sugar from the different refineries varied. Sometimes there was a spread of as much as one dollar per hundred, so that the merchant was getting several quotations on sugar. One of the first things that the Food Board did was to inaugurate an equalized sugar rate, basing prices at Montreal and Chatham. Freight rates were also equalized so that sugar quotations throughout Canada, instead of showing such a wide spread as formerly, were more on equal basis. From this time on sugar shows a steadily advancing period, quotations showing the highest peak during the months of April until October, when a slight receding takes place owing to the demand falling off, and during the period that the new crop is being harvested which is from November to March of the following year. This, however, was not the case the beginning of the year 1919, prices at that time being \$9.95 and held at that figure until July, when the price went to \$10.50 and the year closed with quotations at \$11.

### Shortage Keenest in 1919

It was in the fall of 1919 that the merchant and consumer felt the greatest shortage of sugar. Many merchants were not able to procure sufficient supplies to meet requirements. Sales had to be restricted to a few pounds, and in many instances one pound of granulated and one pound of yellow was the largest amount sold to any one person, and some stores were without for weeks at a time. This condition extended well into the year 1920, and although stocks did somewhat improve, prices were steadily increasing with quotations at the beginning of the year at \$14.50 per hundred. At this time the Board of

	1914	1915	1916	1917	1918	1919	1920
January .....	\$4.25	\$6.30	\$6.65	\$7.40	\$8.90	\$9.95	\$14.50
April .....	\$4.15	6.65	7.85	8.64	8.90	9.95	19.00
August .....	\$5.13-6.15	6.65	7.80	9.25	9.10	10.50	24.00
October .....	\$7.05	6.05	8.05	9.00	9.50	11.00	19.50

Commerce was making a vigorous effort to keep down sugar prices, restricting retailers' profits to one and one half cents per pound, and wholesalers to five per cent.

Raw sugars were in a runaway market, the planters apparently offering small quantities, quite content to sit back basking in the sunshine of high prices and watching buyers and speculators eagerly bidding for the small shipments and incidentally boosting prices to the highest on record since the American Civil war.

### The Government's Advice

It was along about this time too that the Canadian Government was advising the public to lay in stocks of sugar sufficient to carry them over the preserving season, emphasizing the fact that sugar would be very scarce, and requesting the refiners to stock up on raws. At this time, refined sugar in the United States was very scarce, selling at seven to ten cents per pound higher than in Canada, which was tempting Canadian refiners and speculators to ship to the United States, taking advantage of the exchange and the ready market over the border, but the Board of Commerce stepped in, and prohibited the exporting of sugar from Canada. Along about the latter part of February the refiners were commencing to feel the pinch of the Board of Commerce ruling restricting their prices to a certain basis, and with the steadily advancing cost of raws and labor made application to the board to be permitted to make an advance in accordance with their present cost. This resulted in all restrictions, in so far as prices were concerned, being removed. The removal of price restriction immediately sent the wholesale price of sugar up \$2 per hundred, which made quotations at the beginning of March \$16.50. From this time on sugar prices advanced in leaps and bounds until in the month of August it reached the high level of \$24. This high figure, however, was not long maintained, due to the fact that the sugar market in the United States commenced to slump.

Prices on both raws and refined over the line were receding as fast as they were climbing at the beginning of the year.

### Sales Grow Smaller

Sales of sugar direct from the Canadian refineries were becoming smaller, speculators and other holders of refined sugar dumping their holdings on the market, all anxious to get from under before the crash came. Refiners were not doing any business of any amount and they at once reduced prices to \$21. This did not have the desired effect, so prices were further reduced to the present quotation of \$19.50. Refined sugar in the United States had also reached a low level of 11 cents per pound, which could be laid down in Canada at around 14½ cents, a factor that no doubt had something to do with the last two reductions.

Now comes the greatest upheaval in the history of Canada in relation to trade and commerce. Canadian sugar refiners claim they are due to lose millions of dollars owing to the declining price of raws and refined in the United States and the fact that the Government advised them to lay in sufficient raws when the price was at the highest point and then placing an embargo on exports, which left the refiners high and dry with huge stocks of raw sugars bought at high levels when the market commenced to sag. At a conference with the Board of Commerce and the sugar refiners, the board decided to prohibit the importation of American sugars and placed the wholesale price of sugar at \$18.50, with the retail at 21 cents. This was immediately responded to by vigorous protests from all parts of Canada, wholesalers, manufacturers, retailers and consumers raising such an uproar that before four days had elapsed the Government stepped in, and over the head of the Board of Commerce rescinded the order. What the outcome will be, is, no doubt, being watched with interest by the entire world.

# Secret of Henry Ford's Outstanding Success

It is Based on Salesmanship Rather Than on Manufacturing—  
Important Lessons for Canadian Manufacturers—A Great Mer-  
chant as Well as a Great Producer.

**T**HE editor of the New York Sun shatters accepted theories and thereby shocks his readers by a habit he has of doing his own thinking, of leading not following the public, and making his own analysis of conditions. When the press and public of the United States were enthusiastically and thoughtlessly happy over the enormous business coming to them for steel and other material for a war-devastated world, that paper burst the bubble by showing that there was more steel in an ordinary New York skyscraper than would rebuild the whole damaged area in Belgium and France.

If we were to ask the why of Henry Ford's super-success there would be a hundred per cent. reply that it was entirely due to his ability as a manufacturer.

The Sun editor, applying the analytical test, finds that the great, unthinking public is again wrong. Instead he shows that Mr. Ford is primarily a great salesman or merchant, that he was forced to develop his wonderfully efficient factory to supply the demand made by himself as a merchant. The "Sun" says:

## Henry Ford Points the Way

Henry Ford is both a great manufacturer and a great merchant. He could never have become the great producer he is if he had not been a great merchant. It is because Ford is the outstanding genius of the automobile world as a merchant that he has become the outstanding genius of the automobile world as a producer.

The Ford automobile is primarily what it has come to be because Ford had greater genius than any of his competitors in the distribution of his car. With the price right and his selling organization right the production of his car became a matter of ways and means of keeping up with the demand. And as the output increased the cost of production decreased, and as this decrease in cost was deducted by the great merchant from the selling price the demand automatically increased.

In his early days Henry Ford was a mechanic at the bench. It was as a mechanic that he dreamed out the now world-famous Ford car. He had never been a merchant, had never fancied that he was endowed with the qualities of a merchant, though it was as a merchant that he was and is nothing sort of a genius of the first order.

And now he has given us fresh evidence of his vision as a matchless distributor of the products of his mammoth workshops in the drastic slashing of prices to pre-war levels. In this stroke Henry Ford has pointed the way for all other producers, all other merchants. The country is headed for lower prices, pre-war prices or prices thereabout.

No man, no body of men, no association of interests working in collusion or corporation; however gigantic, can hold up these unnatural and exorbitant war prices. What Henry Ford has done in his far-reaching vision other men must do or they cannot survive.

A review of the successes and failures

in Canadian manufacturing confirms The Sun. Walter H. Cottingham, probably our outstanding present-day success, developed and acquired the largest paint and allied factories in the world to fill the demands created by him as a merchant.

Senator Nichols was induced to take over and direct the destinies of the General Electric Co. and allied interests because as a merchant he had created his own market for electrical products in Canada.

Sir George Foster, our Minister of Trade and a member of the Imperial Trade Commission, expressed this view in 1914. He said the commission had found in Australia that German trade was growing steadily because the Germans were better merchants. Their superior salesmanship was overcoming the handicap of the superior quality of British goods and the strong national sentiment that extends throughout the Empire in favor of the British manufacturers.

Canadian manufacturers are in a less fortunate position than they of the Mother Country. The latter have well organized plants, trained workmen and established

connections. The majority of men at the head of Canadian industries have worked up from apprentice boys. They have had to build new organizations and train workers. It has been a mighty strenuous career. Neither the thousands of employees nor the country as a whole appreciate what we owe these pioneering executives. But their thoughts have been on production and they love their factories and their employees. They have neglected their accounting and merchandising departments. The Sun's editorial suggests a new thought to many, and a very timely one. We must give more attention to selling our products at home and abroad. In this way only can most of us hope to keep our workers and plants running full time.

But salesmanship means more than taking orders. The buyer must be able to pay. The products must be what he wants, and what he orders; and our service must be prompt, reliable and satisfactory in every way. That it has not been is shown by the persistent complaints of our late Overseas Commissioner, Lloyd Harris, and many of our local Trade Commissioners. But it can be made satisfactory.

## A Machine for Weighing All Bulk Goods is Installed

Goodwin's Ltd., Montreal, Has Installed New  
Device in Grocery Department—Manager De-  
clares It is More Accurate Than Weighing  
by Hand.

**M**ONTREAL.—Goodwin's grocery department in Montreal has installed a machine for weighing all the bulk goods that are sold in the store. Whatever is to be weighed is put in a large bin on the floor above the room where the weighing machine is located. A pair of soft rollers operated by a small electric motor insures a steady flow of the material being packed. A small automatic scale below the chute catches the material as it comes down and when the weight required, which is registered on the scale, is caught, the container is automatically dumped and the paper bag or the carton below is filled and then passes on. The scoop of this automatic scale is made of four aluminum compartments, which rotate about an axis. As a result, when one of these compartments is dumped another one is moved into place and so there cannot be any loss of time or material. When two or three bags are filled the accuracy of the ma-

chine may be checked and any adjustments necessary may be made. The power is then turned on again and the weighing will go on rapidly and as accurately as any man could do by hand. The bags are then tied and are ready for the counter.

### This Way More Accurate

Mr. Bailey, the manager of Goodwin's grocery department, said to a Canadian Grocer representative:

"We have found that it is impossible to weigh up these parcels as accurately by hand as this machine will do it. Apart from that, it is perhaps the biggest time saver we have. There is nothing in the line of cereals, flour, spices, sugar, coffee or tea that this machine will not weigh. We have found that we can get exactly one hundred one-pound bags from a hundred-pound sack of sugar and still be absolutely fair with our customers. This is rather a hard feat to do and

(Continued on page 29.)

# British Trade Fairs Have Been Planned for 1921

Attendance Restricted to Bona Fide Trade Buyers—Only British Manufacturing Firms Are Allowed to Exhibit—List of Lines to Be Allowed at the Various 1921 Exhibitions.

**T**HE three fairs, although held in different cities (London, Glasgow, and Birmingham), are, in reality, only sections of one fair, and together constitute the greatest trade fair in the world.

The London Fair is directly organized by the Imperial Department of Overseas Trade on behalf of the British Board of Trade, while the fairs in Birmingham and Glasgow are organized by the municipalities of the respective cities under the auspices and with the support of the British Board of Trade. An important point in the organization of the three fairs is that they are held practically concurrently, and that each fair represents a specified group of industries. No industry is permitted to exhibit at two fairs, and consequently the buyer knows that at whichever fair he may be visiting he will find the whole range of exhibitors in any particular trade or trades. Further, by careful arrangement of the dates of the sections it is made easy for him to visit all three should he wish to do so, for while the London and Birmingham fairs run concurrently from the 21st February to the 4th March, the Glasgow exhibit opens a week later, on the 28th February.

The British Industries Fairs are not exhibitions. They are trade fairs, to which admittance is restricted to bona fide trade buyers seriously interested in the participating trades. Only British manufacturing firms are allowed to exhibit, and no exhibitor is permitted to exhibit goods other than those of his actual manufacture. The result is that buyers who visit the fair know that no articles shown on an exhibitor's stand can be purchased elsewhere in the fair. Exhibitors are also able to give proper attention to the buyer, and the buyer is able to do his business unhampered by crowds of sightseers.

The following articles will be exhibited in London (February 21 to March 4):

## Fancy Goods, Including Travelling Requisites and Tobacconists' Sundries

Leather for fancy goods, bookbinding and upholstery trades; brushware; paper, stationery and stationers' sundries; printing; toys, games and sports goods; cutlery, silverware and electro-plate; imitation jewellery and hard haberdashery; jewellery; watches and clocks; spectacle ware; scientific and optical instruments; glass and glassware; china and earthenware; drugs and druggists' sundries; furniture; basketware and cane furniture; musical instruments.

In Glasgow (February 28th to March 11th) the sections are: Textiles of all descriptions; ready-made clothing, including hosiery; hats and caps; boots, shoes and gloves; carpet and upholstery materials; foodstuffs (prepared and preserved) and beverages; chemicals (light

and heavy); domestic chemical products.

The Birmingham (February 21st to March 4th) sections are: Brassfoundry of all kinds; hand tools and tools for use on machinery; hollow-ware; cooking and heating stoves; mechanical rubber goods; tubes and fittings of copper, lead, brass, steel, etc.; non-ferrous metals and alloys in all forms, such as ingots, sheets, rods, wire, etc.; metallic bedsteads; metal furniture for office, shop, garden and camp; sanitary metal-ware and earthenware; architectural and ornamental metalwork; scales, balances, etc., and measuring appliances; general hardware of all descriptions, including nails, locks, domestic utensils, etc.; perambulators, mailcarts, pushcarts, etc.; fire-arms and fishing tackle; machinery belting; cycles and motor-cycles; accessories for cycles, motor-cycles, cars and aeroplanes; paints, colors, varnishes, etc.; ropes (wire and fibre); saddlery and harness, and metal furniture for same.

Buyers from the Dominion who wish to visit the fair should apply as early

as possible to the nearest British Trade Commissioner, from whom they will be able to secure full information. Their names and addresses are:

Captain E. J. Edwards, H.M. Senior Trade Commissioner, 248 St. James Street, Montreal.

F. W. Field, H.M. Trade Commissioner, 260 Corporation Life Building, Toronto.

L. B. Beale, H.M. Trade Commissioner, 610 Electric Chambers, Winnipeg, Manitoba.

On their arrival in England it would be to their advantage to communicate at once with the secretary, British Industries Fair, 35 Old Queen Street, London, S.W.1, England, or, should the fair have commenced, at the White City, Shepherd's Bush, London W.14, England.

Full details of the Birmingham Fair may be obtained on application to the General Manager, British Industrial Fair, Chamber of Commerce, 95 New Street, Birmingham, England.

For the Glasgow Fair, enquiries should be addressed to J. M. Freer, Esq., Kelvin Hall, Glasgow, Scotland.

## The Customers' Viewpoint

*This article is the first of a series written by a customer and based on actual facts*

**I** WAS over to the grocer's the other morning and was waiting for my bill to be made up. I haven't yet got on to the new-fangled idea of paying cash and lugging my groceries home in a basket. One of those nice, fresh-complexioned September brides came in and asked the clerk for a can of "gravy salt."

The clerk scratched his head, stood on one foot and then the other and finally blurted:

"Gravy salts! We got Epsom salts."

"No, that is not what I want," said the bride all coloring up.

"Oh! I know what you want, it is these new kind of health salts," remarked the clerk, taking a can off the shelf.

"No, that isn't it either," stated the new housekeeper. "It is used for putting in gravy. My mother uses it all the time."

"Is it this kind here?" asked the clerk, pointing to one of those boxes of salt with a spout in the end.

About this time the clerk was getting excited and all fussed with his standing on one foot and then changing to the other, putting one in mind of the soldiers marking time, I think they call it. The clerk took another look at the shelves, another at the blushing bride and all of a sudden he made a dive for the back of

the store and came up smiling like a Cheshire cat.

"Here's what you want, celery salt?" he declared.

"I don't want celery salt, that is white. Gravy salt is kind of a brown color," answered back the customer none too amiably. The clerk, too, was getting a little confused and flustered and commenced looking up and down the shelves, as if he expected the gravy salt to pop out and bite him.

I happen to know all about gravy salt, because a friend was telling me about it the other morning. She said it makes dandy gravy and I decided to get some the next time I was over to the store. She showed me the tin she bought it in. So while the clerk was flustering around I took a look myself and spotted the tins easily. I pointed them out to him and in a few minutes the air was cleared and everything was lovely.

I often wonder why grocers don't tell the clerks more about the stuff they are selling. How can they expect the clerk to sell things if they are not told about them. See the good chance that clerk lost for getting a new customer. If I had been waiting on that bride I think I could have sold her nearly everything in the store, because she just looked as if she wanted to buy things.

# Co-operative Movement Grows in England

Private Traders Are Well Organized and Financed, in Their Fight Against the Co-operatives, and Are Stoutly Defending the Competitive Methods of Trade That Have Won England Her Commercial Greatness.

THE island which is England is today an interesting business laboratory for Americans to watch. It possesses a smaller and more compact community than ours; it has no "anti-trust" laws, and, because of British genius for political organization and compromise, it is about one jump ahead of us in discovering new social theories in connection with making things and selling them. And of all the large-scale experiments being conducted by the English people to-day, none is more significant and important than the co-operative movement.

The co-operative movement is more than significant; it is stirring, it is dramatic. A big fight is on. The English co-operators, numbering nearly a tenth of the population, proclaim it their intention to exterminate all private traders. The private traders have accepted the challenge, are well organized and financed, and are stoutly defending the competitive methods of trade that have won England her commercial greatness.

Competition versus co-operation. These are the antagonists. They are staging the big conflict in England. The English private trader says: "Only competition can keep the best brains and abilities in charge of business, stimulate invention, compel progress in trade, and guarantee maximum service to the public." Co-operation replies: "The great error of competition is that it organizes the producer to exploit the consumer. Consumption is more important than production. By organizing the consumer to produce his own necessities you make exploitation impossible, because the consumer will not exploit himself. Such co-operation may not produce the best abilities, and it may not render a maximum service, but it saves the people's money, which is more important."

Such are the theories in conflict. Now for a glance at the forces actually involved. In what follows I shall speak mainly of the co-operative movement—this because the extent of its power and its novel methods are but little understood on our side of the ocean, and because its opponents, the private traders, are much the same, in traditions and practice, as our own.

## How Movement Has Grown

My interest in this subject arose from a visit to Manchester last winter. I "dropped in" on the Co-operative head-

quarters in that bustling, Americanized city of Lancashire. I confess that I was amazed by what I saw—six solid blocks of imposing warehouses and offices spread out in the very centre of the city. These buildings housed the so-called "Co-operative Wholesale Society" or "C. W. S.," as it is popularly called. I interviewed several of the leading officials, and this is what I learned:

The co-operative movement is composed of three main co-ordinated divisions—the retail stores, the wholesale warehouses, and the factories. The 1,200 retail stores scattered over the British Isles form the base of the pyramid of organization. They are owned by some 4,000,000 co-operative consumers, who hold shares costing £1 each. No co-operator may hold more than 200 shares. The seven wholesale societies are owned and managed by a federation of the retail stores. The hundred productive establishments, in turn, are owned and managed mainly by the wholesale organization.

The C. W. S. has its own bank located in Manchester. In order to coalesce and promote all the activities of the co-operative movement there is another collateral organization called the Co-operative Union, which is financed by the C. W. S., and spends its energies in "propaganda and education." This union possesses its own building in Manchester. From a visit with the head of this union I learned two things of importance: Believing that the co-operative movement is not receiving fair treatment at the hands of Parliament, it has recently been "forced" to enter the political field with its own Co-operative Party, with the result that its own candidates are now appearing in the by-elections, and one Co-operative candidate has already taken his seat in the House of Commons.

The other thing is education. The union has established in the retail stores, kindergartens, grammar schools, high schools, to teach co-operative principles. It had just appropriated a large sum to establish a university for the same purpose, "a university on the scale of Oxford."

In order to understand the importance of an economic business theory you have to listen to statistics and impressive totals were given me by the publicity department in Manchester. The high lights among these figures are as follows:

The co-operative movement had in

1918 a membership of nearly 4,000,000 shareholders, a share and loan capital of \$388,000,000, and an annual sales trade of approximately one and a quarter billion dollars. It also gives work to 164,000 employees, whose collective wages and salaries bill equaled in 1918 some \$70,000,000 a year.

Though the growth of the movement since the first year of the war has been rapid, the sales having nearly doubled in that time, the net surplus in 1918 was lower than that of 1917 by \$2,390,000. The cause of this decrease in surplus, it was explained to me, was the high price of labor and materials and the smaller margin between cost and the immediate charges to members, societies having given more immediate benefit to purchasers at the expense of the quarterly return.

Some idea of the competition in production furnished private enterprise by the English co-operative movement is contained in the fact that the Co-operative Wholesale Society (whose sales in 1919 amounted to \$437,400,000) owns and operates over 100 productive establishments, the value of whose products in 1919 totalled about \$126,360,000. These workshops produce foodstuffs and kindred commodities, textiles, clothing, underwear and footwear, furniture, utensils and household requisites.

More land and factories and docks, worth from three to five million dollars, are being bought each year by the Co-operative Wholesale.

The turnover (deposits and withdrawals) of the C. W. S. Bank in 1919 reached over £500,000,000, or, normally, nearly two and a half billion dollars.

Skeptics assert that the co-operative movement cannot succeed. The co-operatives have an answer: The co-operative movement has been succeeding for sixty years.

## Owens Canadian Land

The success which is indicated by such figures as the above is evidenced by the expansion of the society during recent years in the field of foreign trade. It now owns and operates sixteen tea plantations of 16,000 acres in India and Ceylon, a wheat estate of over 10,000 acres in Canada, while its farms, estates and lands in England cover some 40,000 acres.

The co-operative movement has passed the corner grocery stage, but it has not reached world trade dimensions

without some difficulties. One of the main problems has been lack of capital. This is chiefly due to the fact that the number of shares which an individual may hold in a co-operative enterprise is limited by law to £200, or roughly \$1,000. But the law does not prevent such an enterprise from placing loans or making bond issues to secure additional capital. Within the last year the C. W. S. has floated two issues of development bonds, totalling \$36,450,000, though to date not all of this amount has been taken up.

Lack of capital is not, however, the chief handicap against which the British Co-operatives are working. The greatest difficulty, their officials declare, is to persuade the individual purchasing member to leave a sufficient amount of his surplus in the store to be capitalized for the financing of the business of the store. When the quarterly "dividend" is declared, the workingman—or his wife—promptly spends it. To counteract this tendency is one of the tasks of the Co-operative Union in Manchester. The union is now teaching the rationale of industrial investments as a course in the curricula of its schools.

#### Effect of Good Selling Methods

The presence of keen selling competition from American retailers is given by a leading British merchant as the main reason why co-operative salesmanship cannot succeed in the States. The co-operative movement, he explained, secured its strong hold on Great Britain because the art of retail salesmanship was not very far advanced.

The growth and size of the co-operative movement in Great Britain have been given emphasis recently in the British press because of an official proposal to tax the profits of co-operative enterprises. One of the most debatable of the recommendations of the Royal Commission on Income Tax is to tax the reserve funds of co-operative societies while admitting that dividend on purchases is really discount, and to exempt it accordingly. In other words, of the "net profits" declared at the end of a given period, that part which is paid to the shareholders as "dividend" would not be taxed, while that part which is put back into the business would be taxed.

#### A Big Fight On

The private traders, sensing the danger to them in this partial immunity to be permitted the co-operators, are agitating for a tax on either dividend—however distributed—or "turnover," i.e., sales. Powerful trade bodies like the Federation of British Industries, which represents some \$15,000,000,000 of capital, are opposing the pressure which the co-operative group are bringing to bear on Parliament. An organization of the leading private trade organizations of England, called the Amalgamated Trades Association, has also mobilized membership and money for the campaign against co-operation. The avow-

ed objects of this association are "to maintain the right of freedom of individual trading, to demonstrate to the public the grave national danger of the elimination of the private trader, to combat any political or other agency whose object is to eliminate private trading, and to maintain in all branches of trade the principle of competition which in the past has proved to be of the greatest benefit to the nation."

Opposed to this attack is an alliance between the politically organized labor movement, the economically organized co-operative movement, and the industrially organized trade union movement. "We in the co-operative movement have our propagandist machinery," say the alliance members, "we have our political machinery, we have our press and a variety of means of expressing ideas. Now, it is a question of simply defending our faith. We shall probably not be able to secure preferential treatment, but, if we fight for it, we may at least get fair play, and if we get only that, the movement will gradually supplant even the biggest of private concerns."

The basis of the co-operative opposition to the tax is their contention that all surpluses arising from mutual trade, whether divided or collectively used, form one fund which is not income, but savings on spendings. Hitherto the profits of the co-operative stores and factories have been partially immune from income tax because previous Chancellors, guided by the expert opinion of the Inland Revenue authorities, agreed that surpluses on members' mutual trading did not provide funds which could be properly taxed. Now, however, the new Finances Bill, which is being debated by Parliament, specifically declares that: "Profits shall include in the case of mutual trading concerns the surplus arising from transactions with members." If this bill becomes a law the co-operators will have no argument in the courts. The ground will be cut from beneath their feet.

#### Must Submit to Some Tax

Whether or not this arbitrary definition of "profits" will be incorporated into the Bill as passed, the co-operators

are not optimistic about a continuation of their past immunity. They know the State's need of revenue to pay war bills. Great Britain is just now rounding the corner in her post-war finances and the Chancellor of the Exchequer has announced his plans for securing \$1,000,000,000 surplus by next spring. This attitude in the struggle is evident in his reception of a delegation of co-operators who recently waited upon him in Whitehall to lodge protest against the proposed Finance Bill.

The Chancellor replied with suitable dignity but the substance of his remarks was about as follows:

"You co-operators in the past have shown a most convincing power of growth and an increasing tendency to absorb private business. Since you have hitherto been practically immune from taxation you have thus been rendering a greater and greater amount of the trading activity of the nation untaxable. No one knows how far you will go, but if you go much further there will soon be a sizable hole in the national pocket-book. Therefore the Chancellor is not over-zealous about the accuracy of definitions of profits. His main purpose is to devise some plan whereby a part of this \$15,000,000 surplus of yours may flow into the national treasury."

#### MACHINE FOR WEIGHING

(Continued from page 26.)

many grocers have found this a leakage point in their sugar profits. The machine is very simple in its operation and we have had no trouble whatever with it. It does easily the work of six or seven girls and will work steadily from the time the bin is filled until it is empty. When we have large bags to fill such as five-pound lots, we set the scales to dump at every two and one-half pounds, and so it dumps twice for every five-pound bag. We have found this to be a little more accurate than using one dump for five pounds since the containers will not act as quickly with the heavier load. There is no doubt that this weighing machine has proved to be not only a time saver but a money saver in more ways than one."

## Exchange Rate Settles the Matter

The following statement in regard to the exchange rate and its relation to imports has been issued from the Department of Customs and Inland Revenue, Ottawa:

"Notwithstanding the instructions issued from time to time by the Department of Customs and Inland Revenue on the question of values for duty of currency of invoice, there still appears to exist in the minds of some importers a doubt as to just in what manner a British exporter to Canada, or an ex-

porter in any foreign country where the paper currency has become of lower value than the standard gold currency, will be able to arrive at the relationship existing in the country of export between the paper and the standard gold currency.

"It is quite expected this relationship would be reflected by the rate of exchange between that country and Canada existing in such country at date of shipment."

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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H. T. HUNTER - - - - Vice-President  
H. V. TYRRELL - - - - General Manager

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## THE BOARD OF COMMERCE BUNGLE

FOR months past, at different intervals, when, to their way of thinking, the occasion demanded it, the daily papers, almost without exception, throughout the Dominion championed the Board of Commerce. This Board that has seen so many changes in its personnel, that has experienced such a stormy passage ever since its appointment, was hailed by the daily press as the one instrument in the hands of the consumer to save him from the "profiteer" and the high cost of living. The Board of Commerce was welcomed as the savior of the people—the one big factor to wipe from our midst this H. C. L. bugbear.

Retailers and merchants generally were harassed by the machinations of this Board, and its orders, and commands, lacking more frequently than otherwise sound business judgment, were vigorously resented and condemned by merchants throughout Canada. Its latest action in ordering the price of sugar held at 21 cents is meeting with unanimous protest from one end of the country to the other, this time by the people, and the daily press that

heretofore gave its columns for its praise. Its error in seeking to control sugar prices at any time is now evident, and but for the interference of this government body, Canadian sugar prices would have gone the way of American sugars. The old law of supply and demand would have been operating in a downward direction, and refiners would have had no justification for an appeal to the parliament of the country for assistance.

But for past rulings of the Board of Commerce refiners long since would have been in a position to meet their losses. At any rate they would not have had any excuse to go to the Government. Hampered by a fixed price and restrained from exporting, they assert the Government is responsible for their present condition, and consequently they sought redress at its hands.

## THE NEED OF WATCHING STOCK CAREFULLY

RECENTLY a merchant was heavily fined for selling a brand of baking powder that was found upon being analysed to not meet the requirements of the Pure Food and Drug Act. This merchant upon examination at the courts stated that he had recently purchased the business and that the baking powder was included in the stock. This reason was not accepted by the court and the merchant was out to the tune of fifty dollars.

When this instance was drawn to the attention of the manufacturer, he pointed out that this powder had been in stock for several years and had become deteriorated, and his responsibility in the matter was therefore ended.

This instance goes to show the need of every merchant knowing exactly what his stock contains at all times. Travellers of manufacturers can frequently help as most firms have a private mark telling them the year in which the goods were packed.

Many merchants when placing goods in the shelves are very particular that the old stock be placed to the front of the pile, thereby taking no chance of that particular article becoming stale and unsaleable.

BOUNDING revenues again mark the monthly statement of the Finance Department at Ottawa, due in great part to the now-famous luxury taxes. During the seven months of the fiscal year ending on September 30, inland revenue collections totalled \$29,451,813. In the corresponding months of last year inland revenue collections were only \$7,065,238.

# Question of Wages Baffles This Grocer

Only Solution is to Have Prices at Such Levels as Permit Service and Also Provide for a Profit—Add Charges Gently But Uniformly

By HENRY JOHNSON JR.

FROM the Far West comes this: "Dear Sir,—I would like to see an article on the wage problem. I am now paying \$27.50 per week for deliverymen and clerks—one clerk \$30 per week. I run two Ford deliveries. I believe wages and upkeep of machines cost more than profit on goods they handle, but I don't see any other way to keep my business going. My total salaries for year will run to \$9,250, not counting any salary for myself. My gross sales in meat and groceries will run to \$115,000. I am doing two men's work, keep my own books, and do all buying and sell more goods over the counter than any clerk I ever had. I am overworked but cannot see any other way to manage as long as salaries are what they are now. You will note my salary account is now eight per cent. of my gross sales. I am afraid to let it run more. I cannot see where the grocery and meat business can stand it. I would like to know what the other fellow is doing."

"Yours very truly,  
"\_\_\_\_\_"

This wage question is a very pertinent inquiry, though, as I think of it, nobody else has brought it up. Maybe others have solved it in the way I shall suggest.

The ratio of eight per cent. on sales is not excessive as things are now, especially when we consider that expenses in the meat department usually run considerably higher than in the grocery end. But when we add a fair salary for the chief, say \$2,400 a year, we get a full ten per cent., and that is plenty.

In the absence of any possibility of reducing wages—and at this time any reduction seems clearly out of the question—there is just one remedy left. You must advance your prices enough to cover service and leave a profit. No use staying in business otherwise.

## Putting it on Gently but Uniformly

One man faced this problem of inadequate prices recently. He met it by adding a cent to each article selling at fifteen cents, and to some which sold for less. He added two cents to articles priced at twenty-five to thirty-five cents, and so on practically throughout his stock. This did not amount to much, apparently, on any single item, but the aggregate was big. For, taking the cent added to fifteen as a basis, we shall find that this is six and a quarter per cent. If carried through the business, such advance on the turnover of my correspondent would yield \$7,187.50. But even taking the average at half that, he would get an extra \$3,593.75, and that would solve his most immediately pressing

problem. A blanket advance of three per cent. can work wonders in any business.

Note, by the way, that nothing is gained by omitting any salary for himself. He must live out of the store anyway. His wages cost is there. It must be faced frankly if it is to be coped with. It must be coped with before real money is made in any case.

The nub of the solution must always be to get enough margin to cover expenses of operation and leave a profit—in any business, anywhere, any time. That cannot be sidestepped.

## Cut Out What Does Not Pay

It is quite possible, as he suggests, that the delivery end does not pay. How to find out? Take each customer's account and analyze it carefully, accurately, dispassionately. Learn just what service goes with each item. See whether on some accounts there are goods enough carried away to offset those delivered. When you have all that tabulated before you, calculate down to the smallest fraction what you make on those accounts and what it costs you to handle them.

If they do not pay their way with a solid, indubitable margin of clear profit for yourself, cut 'em off and drop the delivery! Or, if you find that half of them pay and the other half does not, cut off those that do not pay. Drop one Ford and work only those out of whom you get profit.

We took that kind of a step about seventeen years ago when we analyzed our soliciting business. We satisfied ourselves that soliciting did not pay. Then we selected the few whose accounts were worth making an effort to retain. Those folks did not have telephones. We installed and paid half on their phones for two years—though our agreement was made for only six months. That paid, because phones cost much less than solicitors, and at the end of two years we knew they were either married to us and would stick or they could not be retained on a profitable basis. We never regretted that move.

## Free Time to Do Profitable Work

Time and effort therefore devoted to unprofitable work thereafter was put to profitable service extending paying business. If my friend can rid himself of some of that work which is wearing him out to-day, he can do more of the work that will pay him, make him happy, and which therefore will seem like play to him.

It is a serious thing to cut off or lose customers, but do not therefore get the

idea that it is never wise to lose one. Often it is the best thing you can do. It is good business, no matter what line you may be in to discourage customers whose trade costs more than it is worth.

I shall be mighty glad to learn whether these suggestions help, and I also want to hear more from this man on his later experiences, as well as any other question he may have to ask.

## A Problem From Another Angle

The story runs that a travelling man, formerly a buyer in a department store, said he had to get an average of 33 1-3 per cent. in his department because his expense was 28 per cent. He said he had to get his 28 plus 5 per cent. on every turn. Another man disputed this, saying that if he made fourteen turns in his department and made a net of two per cent. per turn, he would come out even at the end of the year.

Opinions being asked for, I am moved to wonder why. The problem seems as simple of solution as any I have ever seen.

When a ratio of expense is given in any business or department, it means that such expense is learned by experience with that business and it is always stated in its relation to each turn—to total sales.

Here we have a ratio of 28 per cent. In setting the figure to be aimed at at 33 1-3 per cent., the buyer set 5 per cent. net as the profit he wanted or was directed to earn. He could earn that net only by getting the average he stated.

He could make two per cent. net by marking his stock on the average of 30 per cent. up on sales. Then if he made fourteen turns he would have 28 per cent. net profit on his sales—nothing to do with recouping his expense nor of playing even enters into it at all.

If he could achieve 14 turns in any department of a department store, he would be such a prize winner that he would not have been allowed to escape! That, of course, is outside of the story; but it is a point which evidently the theorist in the tale did not think of.

## Jim Sweeney Writes Again

Jim Sweeney's letters are always full of pep. It is a joy to get them. Here is the last one:

July 6, 1920.

"Dear Friend,—You middle name is per cent! Referring to your last article I can hardly see how you ever assemble such figures so nearly correctly as you do. I threw them at you in such big chunks. Right here I wish to make a

(Continued on page 35.)

# CURRENT NEWS OF THE WEEK

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

## QUEBEC

G. A. Macdonald, salesmanager of the Quaker Oats Co., Peterborough, Ontario, was in Montreal early this week on a business trip to the company's Montreal office.

F. F. Adams, the owner of a large grocery business in Cardinal, Ont., was in Montreal this week on business.

## ONTARIO

Martin and Poirier, Kenora, Ont., recently suffered a loss by fire.

Malcolm J. Allen, 617 Ferry Street, Niagara Falls, Ont., has bought over the Co-operative stock.

Byron H. Turner, of Little Current, for many years a merchant on Manitoulin Island, passed away a few days ago.

R. Hawthorn, formerly manager of Bradley and Sons, Niagara Falls, Ont., has gone into business for himself, on the cash and carry plan.

The F. W. Fisher Co., Ltd., Toronto, has opened a branch factory in Kingston, Ont., for the manufacture of paper boxes and confectioners' paper goods.

The grocers of Toronto appealed to the Board of Police Commissioners recently asking them to withhold prosecutions concerning the early closing by-law until such time as the attorney-general defines the term grocer. As the board has no jurisdiction in the matter, no action was taken.

D. R. McPhail, Kincardine, last week sold his grocery business to Mr. Levi Anning, who has possession (Friday). Mr. McPhail has not disposed of the block, and will continue to reside in his present apartments over the store.

## Business Changes

Henry J. Brown, retail grocer, Orillia, Ont., has sold to Alex. W. Edwards.

Chris. Cross, Toronto, has sold to A. H. Brown.

H. G. Weston has opened a grocery at 2473 Yonge Street, Toronto, Ont.

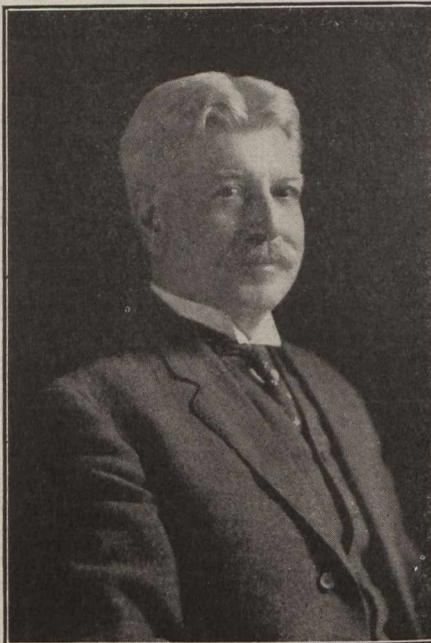
T. D. Stokoe, Toronto, has sold to G. T. Jarvis.

A. Seeley, Douglas, Ont., has sold to J. A. Robertson.

A Kansas City grocer was in court charged with selling antiquated eggs. No one seemed able to judge whether a sample egg was bad or not. "I guess we'd better give you the benefit of the doubt, and—" began the judge. He was interrupted by the egg falling to the floor. "You're fined \$25," said the judge.

## Pres. of Canadian Salt Co. Passes Away in Montreal

Ernest G. Henderson, president of the Canadian Salt Co., Windsor, Ont., passed away in Montreal last week, following a brief illness. The late Mr. Henderson was 63 years of age, and went



THE LATE ERNEST G. HENDERSON

to Windsor, Ont., in 1896, when the Canadian Salt Co. established its plant at the border. He was president of the Canadian Manufacturers' Association, as well as president for a time of the Windsor Board of Trade, also taking an active part in the Board of Education in Windsor and the Children's Aid Society. He lost two sons in the war, and is survived by his wife and two daughters.

## Huge Oatmeal Mill of Canada Cereal Co. Destroyed by Fire

Tillsonburg, Oct.—The huge oatmeal mill of the Canadian Cereal Flour Mills, Ltd., and, incidentally, the home of Tillson's pan-dried oats, was destroyed by fire last week. The fire evidently orig-

inated in the drying-room, and had a good start when discovered. In fact, it looked as if the entire chain of mills in the valley would be entirely wiped out, but owing to the excellent water pressure, the firemen, after a heroic effort, held the flames to the one mill.

The local officials of the company could give no information whether the mill would be rebuilt, pending information from the head office at Stratford.

The entire building, machinery and large stock on hand were entirely destroyed, the large elevator crashing in at 5.45 a.m. The loss is estimated at half a million dollars, and is a serious one to the town where many men were employed, and where approximately \$600 worth of hydro was consumed monthly. The mill had been overhauled some three years ago, and thousands of dollars' worth of modern machinery installed. The loss is partially covered by insurance.

## Tobacco Growers Want to Sell Crop on Foreign Market

Chatham, Oct. — Over 200 tobacco growers attended a meeting recently and discussed the question of erecting a dryer, in order to process the tobacco so that it would be salable on foreign markets as well as in Canada.

M. H. Swatman, of Leamington, addressed the meeting regarding the benefit of such a plant. It was decided to build and a committee was appointed to arrange for a site, etc. The entire tobacco situation was thoroughly discussed, during which the growers unanimously decided not to grow any more tobacco until this year's crop was sold at a reasonable profit. This decision was brought about by the fact that nearly a million pounds of the 1919 crop were unsold at the planting time this year, due to the failure of the man who had contracted for it to take it off their hands at the time agreed.

One man stated at the meeting that he had contracted last year at 42 cents per pound, and still had 23 tons on hand. The growers also decided on forming an organization with a view of amalgamating with the Tobacco Growers' Association.

S. Slinn, Niagara Falls, Ont., has bought W. H. Newman's business. It was established 28 years ago.

## Ottawa Grocers Discuss Proposal to Operate Their Own Wholesale

OTTAWA. — (Special.)—The proposal to establish a wholesale store of their own for co-operative buying was an interesting one to the members of the Ottawa Retail Merchants' Association, grocers' section, at their meeting recently. Mr. Crabtree, the president, was of the opinion that it would be advisable to approach some of the established wholesale grocers with a view of arranging some scheme whereby retailers could secure shares or develop a scheme that would be satisfactory. It was decided that the matter was well worth considering and a committee was appointed to do some pioneering work. It was announced by the president that a large bread manufacturing company had approached him with regard to the supplying of bread to members of the association at a cost that would be about two cents less than that paid by the

grocers at the present time. Action was postponed on the matter until further light was thrown upon details of plans submitted.

If plans of Clarke Cummings grow to fruition, the Pure Food Show at the Central Canada Exhibition next year will have the added attraction of a refrigerator plant that will cost from \$15,000 to \$20,000 to erect. The idea is to exhibit fresh meat and fish under ideal conditions and to present a large number of perishable exhibits that are not now available.

Clifford Allen was appointed secretary in succession to Nap. Herteaux, who has gone out of the grocery business. A winter's social activities are to be arranged for to assist the getting together feeling that already exists among the grocers of the city.

## TWO OR THREE THINGS THAT THE CANADIAN EXPORTER SHOULD NOTE

CANADIAN exporters are making a great mistake in several methods employed in trying to develop business with Old Country concerns. One of these is calling for settlement in New York funds, another is in not sending goods on consignment to reputable houses, and the third, and most important, giving quotations f.o.b. some factory or siding in Canada, rather than c.i.f. at some point in the United Kingdom. J. V. McKenzie, late trade commissioner to Glasgow, drew attention to these when discussing the matter with Canadian Grocer.

"There were many letters of protest received at my office in regard to Canadian firms asking for and demanding settlement in New York funds," he stated. "The British houses cannot understand it, and they look upon it as an attempt on the part of the Canadian to pinch off a little extra in the way of exchange. It is resented by British houses on the ground that it makes Canada look like an appendage, recognizing New York, rather than Montreal, as the basing point for their currency quotations.

"The matter of quoting c.i.f. is of real importance," continued Mr. McKenzie, "and it is a matter that can hardly be emphasized too strongly. I remember coming across one case where a manufacturer who packed his product in bags of some sort sent a quotation to a Scottish house giving a price f.o.b. his factory, which was near Ottawa, and stating that bags and cartage were extra. In order to find out what that price really was laid down in Scotland the dealer there would have to find the price of

bags in Canada, the price of hauling the material from his mill to a siding, the freight rate and other charges he might have to pay, and then the tariff for ocean charges. All that information could be secured by the Canadian manufacturer. He should have it at his finger's ends, and no doubt has. When he makes a quotation, stating his price laid down in a certain British port, then the British customer knows what he has at once, and it may go much farther than some people think in influencing the final placing of the order. Just imagine the position of a man in some Scottish centre who has quotations from half a dozen firms, all in different countries, and all quoting f.o.b. their own factory or their own siding. It would take days of his time or the time of his staff in digging up all the tariffs and even then he would not know what ocean rate he might get. Canadian exporters could well make a point of getting all these rates well in hand, so that they can quote c.i.f. any of the leading ports, just as readily as they can give a figure now f.o.b. their own factory. It would be a great piece of work and it would pay handsomely for all the trouble."

## DISCUSSED PLANS FOR FOOD BUILDING

Toronto, October 21 (Special).—Suggested plans for the proposed new Pure Food Building at the Canadian National Exhibition were again discussed at a meeting of the executive on Wednesday of the Food Products' Association. H. C. Scully, of the Christie Brown Co., presided in the absence of the chairman,

H. N. Cowan, who was in Ottawa on business.

Mr. Prack and Mr. Wessel, of Bernard H. Prack, architects, Toronto and Hamilton, submitted two alternative plans, which were discussed pretty fully by the committee together with W. G. Irving, vice-president of the C. N. E., J. G. Kent, general manager, and H. W. Watters, assistant general manager.

The committee was asked to present their requirements to the Board of directors of the C. N. E. and what they were prepared to do, and the directors would then go into the matter further, decide on the location, and eventually have plans prepared by the city architect, etc.

## Brantford Scale and Slicer Co. Will Enlarge Plant

Brantford, Oct 20 (Special).—A meeting of the shareholders of the Brantford Computing Scale Co. has confirmed a deal whereby new capital will be taken into the company, and the scale of operation in this city greatly enlarged. Wm. W. Baldwin, Toronto, and other capitalists join the company, and the Brantford Scale Co. will be a \$1,000,000 concern. The old shareholders will remain interested as at present, and R. McPherson will be retained as general manager.

The factory plant of the concern will be considerably enlarged.

## New Goods

The Chase & Sanborn Company, Ltd., of Montreal, are now placing a brand of package black tea on the market under



the "Seal Brand." This tea is put up in two different attractive packages both bearing the red seal. One is a little more expensive than the other and both are black tea. One package is to be known as Indian and Ceylon tea while the other is under the name of "Seal Brand Black Tea." The packages, as shown herewith, are finished in black, red, and green.



# NEWS FROM WESTERN CANADA

## WESTERN

J. B. Syck has opened a grocery store at Winkler, Man.

Waugh & Legallis, grocers, Winnipeg, are dissolving partnership.

A grocery store has been commenced at Morden, Man., by Mark Bros.

A grocery store has been commenced at Victoria, B.C., by Walter Scott.

H. P. Willoughby has purchased the store of Evan Price, Victoria, B.C.

P. J. Anderson is commencing in the grocery business at Moose Jaw, Sask.

A new grocery store has been commenced in Winnipeg by A. Campbell.

A grocery store is being started by John Sheare at Beausejour, Man.

Geo. J. Cameron, of the W. L. McKenzie Co., Ltd., Winnipeg, is on a trip to the Coast.

A. Willis has been succeeded in the grocery business at Winnipeg by John Lloyd.

C. M. Bassarch has purchased the grocery store of John Wasley, Moose Jaw, Sask.

C. H. Knight has been succeeded by Wm. Robertson in the grocery business at Vancouver.

W. P. Pattison, of the Western Grocers, Ltd., Winnipeg, is enjoying a few weeks' vacation.

N. M. Jackson, manager of the W. L. MacKenzie & Co., Ltd., Calgary, was a visitor in Winnipeg last week.

E. Nicholson has been succeeded by W. W. Cairns in the grocery business at Edmonton, Alta.

W. A. Harrison, of Bovril, Ltd., Montreal, is on a business trip through the province of Saskatchewan.

Announcement has been made of a change of partnership in the Superior Wholesale Grocery Co. of Winnipeg.

Bert A. Thompson, formerly of Anderson & Thompson, Assiniboia, Sask., has opened up in business in Shaunavon, Sask.

D. D. Ferguson, of W. L. McKenzie Co., Ltd., Winnipeg, is enjoying a well-earned rest at his summer home, East Kildonan.

John Dodds has just returned to Winnipeg from Calgary, Saskatoon and Edmonton, where he has spent a very enjoyable vacation.

Nicholson & Rankin, Ltd., Winnipeg, etc., have been appointed Western distributors for Thompson's, Hamilton, manufacturers of jams and mince meat.

O. C. Bissell, sales manager for the Lantic Sugar Refineries, spent a few days in Winnipeg with their Western agents, H. P. Pennock & Co., Ltd., Vancouver.

Cecil Cooper, of the Quaker Oats Co., Saskatoon, Sask., has been promoted to

the head office at Chicago, as poultry expert, to take charge of the sales of their national poultry feed called "Full of Pep."

It will be his duty to attend all the big national shows, including those held in Madison Square Gardens, New York. Mr. Cooper has been very active in the Saskatoon Poultry Association.

F. K. Keough, of Hills Bros., New York, was a visitor in Winnipeg last week, and renewed acquaintance with their Western representative, the Donald H. Bain Co.

Fred Campbell, of the W. C. Macdonald, Registered, branch inspector, paid a visit recently to the Western representatives, W. L. McKenzie Co., Winnipeg. Mr. Campbell is going through to the Coast.

Dominion Cannery, B.C., Ltd., Vancouver, have almost completed an evaporating plant in Kelowna, B.C. This plant is installed with modern machinery and it is expected that it will be in operation shortly. They are putting up evaporated apples in five-pound cartons.

## Do Not Approve of Half Holiday the Year Round

Brandon, Man. — As the result of a petition circulated among the merchants of this city by W. E. Crawford, president of the Retail Merchants' Association, it is not probable that the retail stores in this city will adopt the Thursday half-holiday plan the year around. The petition was circulated for the purpose of finding out how many merchants were in favor of the half-holiday being granted, and 35 merchants voted "No," and only three favored the plan.

Accordingly it looks very much as if the merchants of Brandon will reject the scheme.

## Will Not Sell Groceries After Six in the Evening

Winnipeg.—Two hundred members of the Retail Stores' Association decided to have sign cards printed bearing the words "Groceries will not be sold in this store after six o'clock except on Saturday, when that section will be open until ten o'clock." It was decided to place the cards in a prominent position in the store. This step, it was decided, would prove conclusively to the public

that the small dealer was anxious to comply with the by-law.

Remarks made by those at the meeting conveyed the impression that any agitation for sale of groceries after six o'clock in the evening should come from the general public.

The right of a confectionery store, carrying groceries as a side line, to remain open after six o'clock in the evening, was strongly upheld. Should the by-law be enforced, the order would be complied with in respect to groceries, but the store would remain open for the sale of confectionery, those present urged.

A special defence fund was started at the meeting to defray the expenses of members who might be prosecuted if the by-law is strictly enforced.

## THE ORIGIN OF VEGETABLES

Spinach is a Persian plant.

Filberts came from Greece.

Quinces came from Corinth.

The turnip came from Rome.

The peach came from Persia.

The nasturtium came from Peru.

Horse radish is a native of England.

Melons were found originally in Asia.

Sage is a native of the south of Europe.

Sweet marjoram is a native of Portugal.

The bean is said to be a native of Egypt.

Damsons originally came from Damascus.

The pea is a native of the south of Europe.

Coriander seed came originally from the East.

The gooseberry is indigenous to Great Britain.

Ginger is a native of the East and West Indies.

Apricots are indigenous to the plains of America.

The cucumber was originally a tropical vegetable.

Pears were brought from the East by the Romans.

The walnut is a native of Persia, the Caucasus and China.

Capers originally grew wild in Greece and northern Africa.

Garlic came from Sicily and the shores of the Mediterranean.

Asparagus was originally a wild sea-coast plant of Great Britain.

The clove is a native of the Malacca Islands, as also is the nutmeg.

Cherries were known in Asia as far back as the seventeenth century.

The tomato is a native of South America and takes its name from a Portuguese word.

## Window Displays Sell Tons of One Kind of Flour

Saskatoon Grocers Prove Beyond a Doubt  
That Window Displays Can be a Great Help in  
Selling Merchandise—Heavy Sales of Flour

OVER 40 Saskatoon grocers satisfied themselves that as an advertising medium the store window would be hard to beat. Many tons of flour were sold in a special drive extending over a period of one week, while repeat orders for cereals kept the delivery wagons on the move. The occasion was a window display contest staged by a flour company who offered three valuable prizes to the Saskatoon grocers whose windows, in the judgment of independent persons, merited a prize.

To avoid any hitch in the plans the stores entering into the contest were fully stocked up with flour ahead of the opening day of the competition which was announced in the newspapers by half pages at a time. To interest the public each store featured a large sack of flour of unknown weight.

This sack was filled without being weighed and a large printed show card announced the terms of the contest. With each purchase made at any store in the contest one guess was permitted at the exact weight of the flour sack as it showed in the window, the exact or nearest exact guesser winning the sack of flour.

### Judging on Points

Judging the contest were A. Hulsizer, display manager of the J. F. Cairns' departmental store, E. Evinson, display manager F. R. MacMillan, Ltd., and W. R. Kell, advertising manager of the Retail Merchants' Association. The judging was done on points in order that the smallest store should have an equal chance with the ones having large windows and more facilities for making a good display.

Points were awarded on the selling value of the window trim, the display of the prize sack, the originality of the display and general neatness, but almost without exception the displays were so good that the judges had no easy task to make a decision for second and third place.

### The Winning Window

In their report first prize was awarded to McClocklin and Boyle, whose window, though undoubtedly helped by size, was, according to the judges, a marvel of neatness and attraction value. As a sales-making window it would be hard to beat. Every product manufactured by the company was displayed. Boxes of cereals were opened with fruits scattered over them in small dishes. Pans of flour were shown, each bearing a show card drawing attention to its whiteness or some other selling point. Great

browned, crusty loaves of bread were scattered about the window, tempting the passer-by to insist that his bread be made of the displayed flour.

Second and third prizes went to Archie Middleton and Gibson's Grocery respectively. Both windows showed much care and forethought in working out an arranged plan, and must certainly have greatly increased the sales of flour and cereals sufficiently so as to greatly encourage the merchants for the work they had gone to.

### Demand Breaks Up Display

One small store, working under the handicap of a tiny window in a side street, would have taken third prize for the neatness and originality of display had it not been that the trim had to be broken up in part to supply the demand. The surplus stock of two sizes of sacks was sold out before the arrival of the judges, and rather than turn down the continual demands the grocer was forced to break up his display.

### QUESTION OF WAGES

(Continued from page 31)

confession. I am doing a big fruit business but I don't know the game. I think the only way I can get what is coming to me is to hire an expert fruit man and make him deliver the goods. I did \$30,000 business in April and being interested in turning a large volume of business and working hard myself to do it, I am keeping the expense down to between eight and ten per cent. I am doing this in spite of being short of help.

"Yours truly,

"Jim Sweeney."

It will interest my first correspondent to know that Jim changed his business from credit to cash; then opened a branch store; then, as I have related hitherto, bought another store which he changed from credit to cash, found he was wrong in that, and changed back again. Now, with two cash and one credit store he is making money.

This shows that a man must use judgment and have the courage of his convictions, also that he must let the actual profit account decide how he will run his business. Jim is a good model to pattern after.

### Big Profits in Some Towns

A young grocer who does business in what is perhaps the highest-priced town in America reports that he has studied rapid turnover, and as a result he car-

ries an average stock of \$6,800, and on that does a business of about \$10,500 per month, or \$126,000 a year. That would be just over 35 per cent., and would show twelve turns at that ratio. But I think that that is too strong even for his high-priced town and that he is omitting the factor of meat, which turns weekly, and fruits, vegetables and dairy products, of which his stock is always light at inventory time, as it moves out daily to weekly.

Any way, he is demonstrating what can be done when we go after our business on the right basis of a quick turn at the right ratio of margin. It is a wonderful business if you set out to know it and run it according to your best knowledge.

### GROCERS LITTLE AFFECTED

(Continued from page 24.)

In view of the Government's action at that time, the refiners have a just claim to protection when the market has turned the other way.

"However, it is far from fair to the consumer that the prices should be held so high when sugar, in the ordinary course of events, should be marketed at only half present quotations."

"I am afraid that the grocers can do nothing but stand aside and let the consumer and refiners fight this problem out," said another grocer to Canadian Grocer representative. "Since we do not handle any more sugar than is necessary from day to day we are little affected by this ruling, but it seems quite unfair to the consumer now although the consumer benefited before. If the Government is going to protect the sugar refiners against the decline in price it is only logical that other manufacturers should have claim to the same protection.

"The clothing manufacturers, the boot and shoe manufacturers, the farmers, and the manufacturers of all leather goods may rightly feel that they have claim to some protection if the Government is going to carry out this policy.

"Personally I feel that this ruling cannot be legally carried out and that within a short time we will find that some importers are putting forward a test case for the higher courts to prove the legality of such ruling. If the Board of Commerce had no jurisdiction to carry out certain precautions last spring surely rulings now made have no more legality than they had at that time. At any rate we find that in many localities there are dealers who are willing to cut prices and retailers who are selling even below our wholesale price. The sugar market is not a vital one to the grocer at the present time since he is quite used to handling it during the last year or eighteen months with little or no profit. He can now carry on for at least three months without feeling any ill effect apart from the protest and indignation of his customers."

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**T**HERE are not many price changes manifested in the markets during the week. The tendency on most lines of commodities is for a gradual movement downward. Business and collections are reported satisfactory by wholesalers and retailers, although buyers continue to confine purchases to day to day requirements.

**MONTREAL**—Slightly easier prices are quoted this week on beef; beef cattle have been arriving in better supply. The change is not large, amounting to one or two cents a pound on certain cuts of meat. The egg market holds very firm at the high prices. Butter shows a strong market with an advance of one cent per pound. The lard market is very strong and shortening is also strong in sympathy with the lard market. The market for cooked meats has fallen off in demand owing to the cooler weather. Sugar is in a very unsettled condition. There may be a very sharp change in the prices within a few days and on the other hand present prices may hold for some time. There is a reduction of ten cents a gallon on the price of molasses. There is a general reduction in the price of nuts. Figs are lower and the quotations on evaporated apples show a reduction of four cents a pound. California dried fruits will this year be scarce and very expensive. Some Norwegian sardines are one dollar a case cheaper. The tea market shows more strength for the better grades. Coffee is expected to decline another cent a pound by the first of the month. Lamp chimneys are twenty-five and thirty-five cents a dozen dearer.

**TORONTO**—The markets generally continue to show indications for a gradual downward movement, although with the exception of cereals few price changes have been effected. Business on sugar has been practically suspended pending the outcome of the conference between the Government and the refiners. Many wholesalers are offering sugar below the present market price. It has been intimated from a reliable source that sugar would be ruling at a lower basis by the end of the week. The raw sugar market during the week has been quiet with rather a steady undertone. The weak condition on the grain market is reflected in the market for cereals and a further decline can be expected. Cornmeal and rolled oats has shown another decline during the

week. Two brands of pancake flour and wheat flakes are reduced in price. A shipment of new crop Valencia raisins are on the market. Quotations are out on new pack evaporated apples and are several cents below last season's pack. New Grecian currants are on the water and will arrive on this market about the first of November. Grecian currants this year are running mostly to the better grades and the tendency is that prices on the different grades will not show as great a spread as in other years. Patras currants will probably be selling at practically the same price as Amalias and Vostizzas will be three or four cents under present quotations for old crop. A shipment of new crop prunes is rolling this way and will reach here around the first of next month. The primary markets for coffee, after steadying since the break of several weeks past, has again weakened and quotations are several cents lower; this will hardly affect the local market for some time to come as it takes two to three months for shipments to arrive in Canada after orders have been placed; importers, however, are booking orders on the lower basis. New crop California walnuts are being quoted at prices that compare with last year. The nut market is easy with lower quotations on shelled almonds and peanuts. There is a great deal of competition amongst wholesalers on canned tomatoes and corn and quotations show quite a spread. Following the stiffening of wheat, flour advanced fifty cents per barrel but on the other hand, millfeeds show a substantial decline. Lamp chimneys and one brand of bottled vinegar have advanced.

**WINNIPEG**—The sugar situation has been the main topic during the week. Corn syrups and starches are expected to be lower in sympathy with the corn market, while rolled oats, cornmeal, and other breakfast foods are also expected to be lower, due to the low tone of the grain market. First shipment of Thompson's seedless sultana raisins have arrived and prices are very high. The dried fruit market is reported very quiet. The shelled nut situation has shown a decided change, owing to the extremely low rate of exchange of the French franc, and some attractive prices for future deliveries on walnuts and almonds have been quoted. Florida grape fruit has arrived while large quantities of apples from Ontario and B.C. are now on the market.

## QUEBEC MARKETS

**M**ONTREAL, Oct. 22.—The feature of the grocery market this week is the general downward trend of list prices. The sugar market is well known to be in a very unsettled condition. Nothing definite can be said just at present as to its future. Molasses is reduced ten cents a gallon as a result of the lower prices of raws. The cereal market is unchanged but there is much cutting of prices among many lines. The best known lines are holding firm. There is almost a general reduction in the prices of nuts this week. Almonds are following walnuts in the downward trend of prices. Evaporated apples are reduced to sixteen cents per pound. Figs are cheaper in expectancy of the new supplies. Some Norwegian sardines are cheaper. The tea market shows more strength on the better grades. Oranges are dearer and are expected to remain so for some little time. Apples are dearer for the best grades. Lamp chimneys are advanced in price.

### Sugar Market Unsettled

Montreal.

**SUGAR.**—The sugar market has not been in such a precarious condition for some time as it is to-day. The trade are watching carefully the outcome of the meeting between the refiners and the Government with a view to determining what the future holds for the sugar market. Prices vary considerably throughout the country. Reports show that cities along the border are selling much cheaper than inland dealers can buy. One town of Malone, which is just across the border from Quebec in New York State, is selling sugar at 9 cents a pound.

Grocers are only buying sugar for their every-day need and there is no idea of speculation. It is certain that if the Government does not take their hand in controlling the sugar market at this time prices will drop considerably to meet competition from the United States.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery .....	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries .....	19 50
Iceing, barrels .....	19 70
Do., 25-lb. boxes .....	20 10
Do., 50-lb. boxes .....	19 90
Do., 50 1-lb. boxes .....	21 20
Yellow, No. 1, bags .....	18 50
Do., No. 2 .....	18 40
Dark Brown .....	18 30

### Molasses Down Ten Cents

Montreal.

**MOLASSES.**—As a result of a very low market for raw sugar molasses has dropped 10 cents a gallon this week and prices for Montreal are quoted at \$1.40 per gallon. Outside the city prices are five cents lower. This will not affect greatly the trade as it is reported that the supplies of molasses for some little time have been bought. However the molasses market is much weaker than it has been and this decline will enable some to buy and perhaps undersell others who have dearer stocks on hand.

Corn Syrup—	
Barrels, about 700 lbs. ....	0 09
Half barrels, about 350 lbs. ....	0 09½
Quarter barrels, about 175 lbs. ....	0 09¾
2 gal., 25-lb. pails, each.....	2 85
3 gal., 38½-lb. pails, each.....	4 25
5 gal., 65-lb. pails, each.....	6 85

White Corn Syrup—	
2-lb. tins, 2 doz. in case, case ....	6 60
5-lb. tins, 1 doz. in case, case ....	7 45
10-lb. tins, ½ doz. in case, case ....	7 15

Barbadoes Molasses—	Island of Montreal
Puncheons .....	1 40
Barrels .....	1 43
Half barrels .....	1 45
Puncheons, outside city .....	1 35
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case. ....	6 00
3-lb. tins, 2 doz. in case, case. ....	8 25
5-lb. tins, 1 doz. in case, case. ....	6 80
10-lb. tins, ½ doz. in case, case ....	6 65

### Package Goods Unchanged

Montreal.

**PACKAGE GOODS.**—There is no change this week in package goods. There has been some expectancy toward a decline in certain package oats but this decline has not come yet. The prices on package oats vary considerably, some of the better known lines are holding, but others have dropped to lower quotations.

<b>PACKAGE GOODS</b>	
Breakfast food, case 18 .....	3 50
Cocanut, 2 oz. pkgs., doz. ....	0 78½
Do., 20-lb. cartons, lb. ....	0 36
Corn Flakes, 3-do. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s .....	4 15
Oat Flakes, 20s .....	5 40
Rolled oats, 20s .....	6 50
Do., 18s .....	2 42½
Do., large, doz. ....	3 00
Oatmeal, fine cut, pkgs., case..	6 75
Puffed rice .....	5 70
Puffed wheat .....	4 25
Farina, case .....	2 35
Hominy, pearl or granu., 3 doz. ....	3 65
Health bran (20 pkgs.), case.....	2 50
Scotch Pearl Barley, case.....	2 60
Pancake Flour, case .....	3 60
Do., self-raising, doz. ....	1 50
Wheat Food, 18-1½s .....	3 25
Wheat flakes, case of 2 doz.....	2 95
Oatmeal, fine cut, 20 pkgs.....	6 75
Porridge wheat, 36s, case.....	7 30
Do., 20s, case .....	7 50
Self-raising Flour (3-lb. pack.)	
doz. ....	3 30
Do. (6-lb. pack.), doz. ....	6 40
Corn Starch (prepared) .....	0 14
Potato flour .....	0 15½
Starch (laundry) .....	0 12½
Flour, Tapioca .....	0 15
Shredded Krumbles, 36s .....	4 35
Cooked bran, 12s .....	2 25
Enamel Laundry Starch, 40 pks.	
case .....	4 30
Celluloid Starch, 45 pkgs. case..	5 50
Chinese Starch .....	7 00
Package Cornmeal .....	4 25
Malt Breakfast Food (36 pkgs.) ..	12 50

### Cereal Market Unchanged

Montreal.

**CEREAL.**—There is nothing new about the cereal market this week. Prices have been lowered considerably during the last

few weeks and there is much competition for the business at this season. Prices are being cut on many brands but list prices hold for the better known lines.

Oatmeal, granu., fine, standard..	6 10
Rolled oats, 90 lbs. ....	5 25
Pearl Hominy .....	6 25
Cornmeal, Gold Bust Brand .....	6 00
Graham Flour, 98 lbs. ....	7 65
New Buckwheat Flour .....	6 75
Pot Barley .....	6 00
Pearl Barley .....	7 25

### Best Teas Hold Firm

Montreal.

**TEA.**—A slightly stronger market is evident for the better grades of teas. The cheaper grades continue in their weak condition owing to the overstocked market with the cheap lines from the English market. Reports indicate that tea will likely be dearer when the importers go into the primary markets for their new supplies. Japan teas continue very firm with no changes.

<b>Ceylons and Indians—</b>	
Pekoe Souchongs .....	0 35 0 48
Pekoes .....	0 39 0 55
Broken Pekoes .....	0 44 0 60
Broken Orange Pekoes .....	0 49 0 60
<b>Javas—</b>	
Broken Orange Pekoes .....	0 58 0 65
Broken Pekoes .....	0 45 0 50
<b>Japans and Chinas—</b>	
Early pickings, Japans .....	0 63 0 65
Do., seconds .....	0 50 0 55
Hyson thirds .....	0 45 0 50
Do., pts. ....	0 58 0 67
Do., sifted .....	0 67 0 72
Above prices give range of quotations to the retail trade.	

JAPAN TEAS (new crop)—

Choice (to medium) .....	0 65 0 68
Early picking .....	0 75 0 90
Finest grades .....	0 90 1 40
<b>Javas—</b>	
Pekoes .....	0 44 0 45
Orange Pekoes .....	0 45 0 48
Broken Orange Pekoes .....	0 45 0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

### Coffee Prices on Decline

Montreal.

**COFFEE.**—The declining coffee market is well known to the trade and through the dealers the grocers have learned that an easier market may be looked for. The decline however will only be a gradual one. A drop of another cent a pound is expected by the first of November.

### Rice Prices Lower

Montreal.

**RICE.**—The rice market continues in the very unsettled condition that has characterized it for some time. There is considerable cutting in prices. Some wholesalers are quoting Carolina rice at 17 cents, Siam at 9½ cents, Japan at 11½ cents and Texas at 10½ cents. These are reductions of from ½ to 2 cents per pound. The rice market is in a very weak condition at the present time.

**RICE—**

Carolina, extra fancy .....	17 00 18 00
Do. (fancy) .....	18 00
Rangoon "B" .....	12 50
Rangoon "CC" .....	12 25
Broken rice, fine .....	8 00
Bell Rice, fine .....	16 00
Bell broken rice .....	10 00
Texas rice .....	10 50
Siam .....	9 50
Tapioca, per lb. (seed) .....	0 11½ 0 12
Do. (pearl) .....	0 11½ 0 12
Do. (flake) .....	0 11 0 12½
Honduras, fancy .....	0 20
Siam .....	0 14½

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

**A Good Spice Market**

Montreal.

**SPICES.**—The spice market holds firm with a very good demand. There is no change in quotations this week.

Allspice	0 20	
Cassia (pure)	0 30	0 33
Cocunut, pails, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 36	
Chicory (Canadian), lb.	0 30	
Cinnamon—		
Rolls	0 35	
Pure, ground	0 35	0 40
Cloves	0 75	0 80
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	0 42	
Ginger (Cochin)	0 35	
Mace, pure, 1-lb. tins	0 90	
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	1 15	
Nutmegs, whole—		
Do., 64, lb.	0 40	
Do., 80, lb.	0 38	
Do., 100, lb.	0 35	
Do., ground, 1-lb. tins	0 65	
Pepper, black	0 35	
Do., white	0 45	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	0 70	
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	2 00	
Caraway (nominal)	0 25	0 30
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

**Some Sardines Lower**

Montreal.

**CANNED GOODS.**—There is nothing new to report in canned goods this week. Wholesalers say that the supplies of canned pineapple that were put on the market were quickly taken up and that once more the stocks are gone. The market was almost without pineapple when the last supplies arrived and all offerings were quickly picked up even at the high prices. Some Norwegian sardines are offered at a reduction of one dollar a case. Prices vary from \$16 to \$20 per case.

**CANNED VEGETABLES**

Asparagus (Amer.) mammoth green tips	6 35	
Asparagus, imported (2½s)	6 65	
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	3 15	3 50
Do., California, 2s	8 00	10 00
Do., (wine gals.)	1 60	
Sauerkraut, 2½-lb. tins	1 45	1 50
Tomatoes, 1s	1 50	1 55
Do., 2s	1 82½	1 87½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 65
Do., gallons (doz.)	4 00	
Peas, standards	1 95	
Do., Early June	1 92½	2 05
Do., extra fine, 2s	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 20 oz.	1 57½	
Do., 2-lb. tins	2 75	
Peas, New Pack—		
Standard, 2-lb.	1 82½	
Choice, 2-lb.	1 87½	
Early June, choice	2 05	
Do., standard	2 00	
Fine French, 2-lb.	2 80	
Asparagus Tips	4 10	

**CANNED FRUITS**

Apricots, 2½-lb. tins	6 10	
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	2 20	
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	
Do., gallons, doz.	5 25	5 75

Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	16 00	
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00	
Do., 2½-lb.	7 00	
Do., 2-lb.	5 25	
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, heavy syrup—		
2-lb.	5 00	
2½-lb.	6 50	
1-lb.	3 75	
Pears, 2s	4 25	4 60
Pears, 1s	1 25	4 50
Do., 2½s	7 20	
Do., 2-lb.	5 40	
Pineapples (grated and sliced), 2½-lb.	5 75	
2-lb.	4 75	
1-lb.	2 50	
New Pack Strawberries—		
Standard No. 2, per doz.	4 60	
Choice grade	4 70	
Fancy Preserved	5 50	
New Pack Cherries, choice	4 00	
Rhubarb, preserved	2 80	
Canadian Pineapple (sliced)	4 80	
New Blueberries, 2 lbs.	2 25	

**Lower Prices on Nuts**

Montreal.

**NUTS.**—There is a general slaughtering of prices on nuts this week. The nut market has fallen off considerably lately. Tarragona almonds are down 1 cent per pound to 29 cents. Sicily filberts are down 1 cent to 19 cents per pound. Grenoble and Marbot walnuts are down 1 cent a pound to 29 cents and 23 cents per pound. Shelled walnuts in general are down 1 cent per pound and Bordeaux walnuts are selling at 57 cents per pound. One cent per pound is added to this cost when buying less than case lots.

Almonds, Tarragona, per lb.	0 29	
Do., shelled	0 60	0 68
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 40	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.	0 19	
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	0 17	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginit.	0 16½	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	
Fancy splits, per lb.	0 40	
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	0 29	
Marbot Walnuts	0 23	
Do., new Naples	0 26	
Do., shelled, Manchurian	0 50	
Do., Bordeaux	0 58	
Do., Chilean, bags, per lb.	0 33	
Do., Spanish, shelled	0 57	

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

**Dried Apples Lower**

Montreal.

**DRIED FRUITS.**—At last the trade have won out in the price of dried apples. The new quotations show a drop of 4 cents in the price of evaporated apples now to 16 cents per pound. It had been hoped that they would sell cheaper than this but 16 cents is quite a reduction on former quotations. Figs are reduced in expectation of the new crop arriving here. The general run of figs are selling at 11 cents per pound. Three crown are quoted at 22, five crown at 28, and seven crown at 30 cents. The California dried fruits are quoted so high that the trade are not touching them. Raisins are almost at a

prohibitive price and some wholesalers state that as a result of holding off cuts in the prices may be expected. There is such an artificial demand in the United States and such high prices are being bid that Canadian dealers do not feel that they can pay the price demanded for Californian dried fruits.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 16	
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 30	0 35
Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 25	
Raisins (seeded)—		
Valencias	0 23	
Muscatsels, 2 Crown	0 23	
Do., 1 Crown	0 25	
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19½	0 20
Turkish Sultana, 5 crown	0 27	
Fancy seeded (bulk)	0 25	
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	0 20	
Do., Greek (16 oz.)	0 24	
Dates, Excelsior (86-10s), pkg.	0 15½	0 16
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Dromedary (86-10 oz.)	0 19	
Packages only, Excelsior	0 20	
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	
Do., 2½s, lb.	0 45	
Do., 2½s, lb.	0 48	
Do., 2½s, lb.	0 22	0 50
Figs, white (70 4-oz. boxes)	5 40	
Do., Spanish (cooking), 22-lb. boxes, each	0 11	
Do., Turkish, 3 crown, lb.	0 22	
Do., 5 crown, lb.	0 28	
Do., 7 crown, lb.	0 30	
Do., 10-lb. box	2 75	
Do., mats	3 00	
Do., 22-lb. box	1 90	
Do., (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
20-30s	0 33	
30-40s	0 30	
40-50s	0 27	
50-60s	0 23	
60-70s	0 22	
70-80s	0 20	
80-90s	0 19	
90-100s	0 17½	
100-120s	0 16	0 17

**Potatoes May Be Higher**

Montreal.

**VEGETABLES.**—There is very little change in the vegetable market this week. The supplies have noticeably fallen off in some lines which are almost out of season. Potatoes show tendencies to higher prices. It is reported that the potatoes will not keep this year as well as might be expected and that higher prices will result. There is an abundant supply of cabbages, pumpkins and onions on the market this week, prices varying as to size and quality of the vegetables.

Beets, per doz.	0 25	
Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	0 20	
Cucumbers, Montreal, per doz.	0 20	
Cabbage, Montreal, doz.	0 50	0 65
Chicory, doz.	0 50	
Carrots, doz.	0 25	
Corn, cob, per doz.	0 15	0 20
Garlic, lb.	0 60	
Horseradish, lb.	0 60	
Leeks, doz.	4 00	
Mint	0 60	
Mushrooms, lb.	1 00	
Parsley (Canadian)	0 20	
Peppers, green, doz.	0 50	
Potatoes, Montreal (90-lb. bag)	1 25	1 80
Do., sweet, hamper	3 25	3 40
Canadian Radishes, doz.	0 40	
Spinach, box	0 75	

Turnips, per doz. ....	0 40
Watercress (per doz.) .....	0 75
Montreal Tomatoes, per box .....	2 50
Cauliflower, per doz. ....	0 90
Spanish Onions, per case .....	5 25

**Higher Prices on Oranges**

**Montreal.**—The feature of the fruit market this week is the stronger market for oranges. The average price is 25 cents higher, now around \$9.75 per case. Apples, although plentiful throughout the country, remain dear in the city. Ten dollars and upwards is being asked for Macintosh Reds. Canadian peaches are still arriving and owing to the cooler weather there is not so much difficulty experienced in handling them.

<b>Apples—</b>		
Do., Fameuse, per bbl. ....	9 50	10 00
Do., Wealthy No. 1, per bbl. ....	7 50	7 50
Do., No. 2, per bbl. ....	7 00	7 00
Do., Alexander, per bbl. ....	6 00	6 50
Bananas (as to grade), bunch. ....	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96. ....	5 00	5 00
Do., Florida, 54, 64, 80, 96. ....	6 00	6 00
Lemons, Messina .....	4 25	4 25
Oranges, Cal., Valencias .....	10 00	10 00
Do., 100s and 150s .....	10 00	10 00
Do., 176s and 200s .....	10 00	10 00

**ONTARIO MARKETS**

**T**ORONTO, Oct. 22.—Cereals continue to be weak and further price reductions have been manifest on rolled oats and corn meal also package pancake flour, wheat flakes and puffed wheat. The sugar situation is unchanged, some wholesalers continuing to offer sugar at lower prices than the refiners. New Valencia raisins are on the market. New California prunes and Grecian currants are expected about the first November. New pack evaporated apples are quoted at five to six cents per pound under last season's pack.

The coffee market is weak and reductions will be manifest when new crop arrives. New crop California walnuts are quoted to arrive. Shelled almonds and peanuts show a slight shading in price. There is a great deal of competition amongst jobbers on the new pack canned tomatoes and corn, quotations have a spread of thirty-five cents per dozen. Vegetables and fruits are ruling steady. Flour advanced fifty cents per barrel and millfeeds show substantial reductions.

**Sugar Offered Lower**

**Toronto.**—**SUGAR.**—Business on this line has been practically suspended pending the outcome of the conference between the Government and the refiners. The majority of wholesalers are offering sugar at prices below the market. In one quarter the ruling price for granulated is \$18 and yellow \$16.90. It has been intimated from a fairly reliable source that the end of this week would see sugar down to a 17-cent basis. The raw sugar market during the week has been quiet on a price basis of 7 cents per pound and has developed a rather steady undertone.

St. Lawrence, extra granulated, cwt. ....	\$19 71
Atlantic, extra granulated .....	19 71
Acadia Sugar Refinery, extra granulated .....	19 71
Dom. Sugar Refinery, extra granulated. ....	18 71
Canada Sugar Refinery, granulated .....	19 71
<b>Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis:</b>	
50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.	
<b>Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20.</b>	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

**Syrups Are Quiet**

**Toronto.**—**SYRUPS.**—Syrups and molasses are unchanged under a quiet demand. The depressed condition of the American corn market from which corn syrups are manufactured may have a tendency to reduce the price on corn syrups. On the other hand, manufacturers state that the continued high cost of tins and cases will hardly warrant any further reductions at the moment. Lyle's syrup is quoted at \$4.50 per dozen for the two pound size.

<b>Corn Syrups—</b>	
Barrels about 700 lbs., yellow. ....	0 09
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls. ....	
Cases, 2-lb. tins, white, 2 doz. in case .....	6 60
Cases, 5-lb. tins, white, 1 doz. in case .....	7 45
Cases, 10-lb. tins, white, 1/2 doz. in case .....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case .....	6 00
Cases, 5-lb. tins, yellow, 1 doz. in case .....	6 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case .....	6 55
<b>Cane Syrups—</b>	
Barrels and half barrels, lb. ....	
Half barrels, 1/4c over bbls.; 1/4	

<b>Cal. Navels—</b>		
80s, 100s .....	9 75	9 75
126s .....	9 75	9 75
150s .....	9 75	9 75
176s, 250s .....	9 75	9 75
Florida, case .....	8 50	8 50
Pineapples, crate .....	0 90	0 90
Canadian Peaches, 11 qts. ....	0 80	0 80
Plums, 11 qts. ....	0 50	0 60
Pears, 11-qt. basket .....	1 25	1 25
Cantaloupes, crate (45) .....	9 00	9 00
Tokay Grapes, per box .....	5 00	5 00
Blue Grapes, 6 qts. ....	0 55	0 55

**Flour Prices Unchanged**

**Montreal.**—**FLOUR.**—There is no change in the price of flour this week. As far as can be seen the market for flour is holding firm.

**Lamp Chimneys Are Higher**

**Montreal.**—**MISCELLANEOUS.**—There has been a sharp advance in the price of lamp chimneys this week. The advance, due to the high price of glass, amounts to 25 to 35 cents per doz. No. 1 is now quoted at \$1.60 and No. 2 at \$1.75 per dozen. There is a decline of 75 cents in the price of caustic. The present price is \$7.25.

bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
<b>Molasses—</b>		
Fancy Barbadoes, barrels, gal. ....	1 55	1 55
Choice Barbadoes, barrels .....		
New Orleans, bbls., gal. ....	0 56	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes .....	7 75	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes .....	10 75	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes .....	8 95	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes .....	8 60	8 60
Tins, No. 2, baking grade, case 2 doz. ....	4 20	4 20
Tins, No. 3, baking grade, case of 2 doz. ....	5 50	5 50
Tins, No. 5, baking grade, case of 1 doz. ....	4 60	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz. ....	4 25	4 25
West Indies, 1 1/2s, 48s .....	4 60	6 95

**Rolled Oats Weak**

**Toronto.**—**CEREALS.**—The weak condition on the grain market is reflected in the market for cereals and further declines on all lines can be expected. Corn meal has shown another decline during the week, amounting to 25 cents per bag, reducing quotations to \$5.50. Rolled oats have been shaded five cents per bag in single bag lots, now quoted at \$4.45, and in 25 bag lots the price is \$4.30.

	<b>Single Bag Lots</b>	<b>F.o.b. Toronto</b>
Barley, pearl, 98s .....	7 75	7 75
Barley, pot, 98s .....	6 25	6 25
Barley Flour, 98s .....	6 25	6 25
Buckwheat Flour, 98s .....	6 25	6 25
Cornmeal, Golden, 98s .....	5 50	5 50
Do., fancy yellow, 98s .....	5 75	5 75
Oatmeal, 98s .....	5 00	5 00
Oat Flour .....		
Corn Flour, 98s .....	6 25	6 25
Rye Flour, 98s .....	6 25	6 25
Rolled Oats, 90s .....	4 45	4 45
Rolled Wheat, 100-lb. bbl. ....	7 75	7 75
Cracked wheat, bag .....	6 75	6 75
Breakfast food, No. 1 .....	6 25	6 25
Do., No. 2 .....	6 25	6 25
Rice flour, 100 lbs. ....	10 00	10 00
Linseed meal, 98s .....	6 75	6 75
Peas, split, 98s .....	8 40	8 40
Blue peas, lb. ....	0 10	0 10
Marrowfat green peas .....	0 08 1/2	0 08 1/2
Graham Flour, 98s .....	5 75	5 75
Whole wheat flour .....	5 85	5 85
Wheat kernels, 98s .....	7 35	7 35
Farina, 98s .....	6 20	6 20

**Pancake Flour Down**

**Toronto.**—**PACKAGE GOODS.**—The general outlook for package cereals is for lower prices. Quotations, however, are not expected to recede to such a large extent as the reductions on bulk cereals in view of the high cost of packages. Wheat flakes dropped 50 cents per case, now quoted at \$6. White Swan pancake flour has been reduced 10 cents per case, bringing the price down to \$4. Quaker pancake flour is now quoted at \$3.70 per case, a reduction of 15 cents. Puffed wheat is down 20 cents per case, now quoted at \$4.40.

**PACKAGE GOODS**

Rolled Oats, 20s, round, case. ....	5 60	5 80
Do., 20s, square, case .....	5 60	5 80
Do., 18s, case .....		2 10
Corn Flakes, 36s, case .....	4 00	4 25
Porridge Wheat, 36s, regular, case .....		6 00
Do., 20s, family, case .....		6 80
Cooker Package Peas, 36s, case. ....		3 60
Cornstarch, No. 1, lb. cartons. ....		0 13 1/2
Do., No. 2, lb. cartons .....		0 12
Laundry Starch .....		0 10 1/2
Do., in 1-lb. cartons. ....		0 11 1/4
Do., in 6-lb. tin canisters. ....		0 15
Do., in 6-lb. wood boxes. ....		0 14 1/4
Celluloid Starch, case .....		5 00
Potato Flour, in 1-lb. pkgs. ....		0 14
Fine oatmeal, 20s .....		6 80
Cornmeal, 24s .....		3 80

Farina, 24s	3 50
Barley, 24s	3 50
Wheat flakes, 24s	6 00
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s	4 00
Buckwheat flour, 24s	4 00
Two-minute Oat Food, 24s	3 75
Puffed Wheat, case	4 40
Puffed Rice, case	5 70
Health Bran, case	2 85
F.S. Hominy, gran., case	3 80
Do., pearl, case	3 80
Scotch Pearl Barley, case	2 90
Self-rising Pancake Flour, 30 to case	4 20
Do., Buckwheat Flour, 30 to case	4 20
Self-rising Pancake Flour, 36 to case	7 15
Do., Buckwheat Flour, 18 to case	4 10

**Spices Are Steady**

Toronto.

SPICES.—The market for spices is holding steady with rather a firm undertone on peppers. Manufacturers report a fairly active business on these lines.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 65	0 65
Cayenne	0 35	0 37
Ginger, Cochin	0 35	0 35
Do., Jamaica	0 45	0 45
Mustard, pure	0 55	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 30	0 30
Mace	0 75	0 75
Peppers, black	0 35	0 35
Do., white	0 45	0 45
Paprika, lb.	0 80	0 85
Chillies, lb.	0 60	0 60
Nutmegs, selects, whole 100s	0 55	0 55
Do., 80s	0 60	0 60
Do., 64s	0 70	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 25	0 25
Celery seed, whole	0 40	0 40
Coriander seed	0 20	0 20
Caraway seed, whole	6 30	6 30
Tumeric	0 28	0 28
Curry Powder	0 40	0 40
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	6 00	6 00

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

**Valencia Raisins Arrive**

Toronto.

DRIED FRUITS.—A shipment of new crop Spanish Valencia raisins has arrived and are offered at 25 cents per pound. Quotations are out for new pack evaporated apples and show a reduction from last year, prices are 15 to 16 cents per pound. New Grecian currants are on the water and will arrive on this market probably about the first of November. Grecian currants this year are running mostly to the best grades and the tendency is that the prices on the different grades will not show such a spread. Importers are of the opinion that Patras will be selling at practically the same price as Amalias and that Vostizzas will be down about three cents per pound from present quotations on old stock. A shipment of new crop prunes is rolling this way and is expected to reach here about the first of next month. The market for California dried fruits is holding steady, although it is the opinion in some quarters that prices will be shaded.

Evaporated apples	0 15	0 16
Candied Peels, American—		
Lemon	0 48	0 48
Orange	0 50	0 50
Citron	0 80	0 80
Currants—		
Greek Filiatras, cases	0 16½	0 16½
Do., Amalias	0 18½	0 19

Do., Patras	0 22	0 22
Do., Vostizza	0 23½	0 23½
Australians, 3 Crown, lb.	0 18	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	5 70
Dromedary, 9 doz. in case	7 25	7 25
Fard, per box, 12 to 13 lbs.	0 18	0 18
Hallowee dates, per lb.	0 23	0 23

Prunes—		
30-40s, 25s	0 31	0 31
40-50s, 25s	0 25	0 28
50-60c, 25s	0 23½	0 23½
60-70s, 25s	0 21½	0 21½
70-80s, 25s	0 18½	0 18½
80-90s, 25s	0 16½	0 16½
90-100s, 25s	0 15½	0 15½
Sunset prunes in 5-lb. cartons, each	1 15	1 15

Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30

Apricots—		
Fancy	0 46	0 46
Choice	0 42	0 42
Standard	0 34	0 34

Raisins—		
California bleached, lb.	0 27½	0 27½
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	0 29	0 29
Crown Muscatels, No. 1, 25s.	0 26	0 26
Turkish Sultanas	0 26	0 26
Thompsons, Seedless	0 30	0 30
Valencia	0 25	0 25

**Coffee in Weak Market**

Toronto.

COFFEES.—The primary markets for coffee, after steadying since the break of several weeks ago, have again weakened with quotations several cents lower. This will hardly affect the local market for some time as it takes two or three months for shipments to arrive in Canada. Importers, however, are booking orders on the lower basis.

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

**Nut Market Easy**

Toronto.

NUTS.—New crop California walnuts to arrive are quoted at 39 and 40 cents per pound in bags containing about 90 pounds. Nuts in the shell (old crop) are being offered at a variety of prices depending on the stocks being held by wholesalers who are now anxious to clean up pending the arrival of new crops. Shelled almonds are down one cent, now quoted at 55 cents per pound in case lots and 60 cents in broken lots. Peanuts continue to rule easy with quotations down one half cent.

Almonds, Tarragonas, lb.	0 25	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 26	0 30
Do., Marbot	0 26	0 28
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocanuts, Jamaica, sack	9 50	9 50
Cocanut, unsweetened, lb.	0 35	0 35
Do., unsweetened, lb.	0 42	0 42
Do., shred	0 30	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 32
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 55	0 60
Filberts, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.	0 19	0 19
Do., Chinese, 30-32 to oz.	0 15	0 15
Do., Java	0 14	0 14
Brazil nuts, lb.	0 32	0 32
Pecans, lb.	1 15	1 15

**Medium Teas Easier**

Toronto.

TEAS.—The primary market conditions on common and medium grade teas are easier with quotations shaded lower. The finer grades continue to be scarce with quotations holding at the high figures. The general trend of the market for teas that are in most demand is for easier prices.

Ceylons and Indians—		
Pekoe Souchongs	\$0 40	\$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66

Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 50	0 50

Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58

Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

**Corn and Tomatoes Unsettled**

Toronto.

CANNED GOODS.—There is a great deal of competition amongst jobbers on the new pack canned tomatoes and corn. Prices range from \$1.50 to \$1.65 per dozen on corn and tomatoes range from \$1.72½ to \$1.95 per dozen. Sockeye salmon ones are quoted at \$5.80 per dozen, Cohoe ones at \$3.0, and Pinks at \$2.10. California Tips ones are \$5.50 per dozen and Butts 2½s are \$6.6\$ per dozen.

Salmon—

Sockeye, 1s, doz.	5 80	5 80
Sockeye, ½s, doz.	3 20	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	2 50	2 50
Choe, 1s, doz.	3 60	3 60
Do., ½s, doz.	2 00	2 00
Pinks, 1s, doz.	2 10	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilehards, 1-lb. talls, doz.	1 75	2 10

Canned Vegetables—

Tomatoes, 2½s, doz.	1 80	1 90
Peas, Standard, doz.	1 80	1 90
Do., Early June, doz.	2 00	2 00
Do., Sweet Wrinkle, doz.	1 45	1 45
Beets, 2s, doz.	2 77½	2 82½
Do., extra sifted, doz.	2 00	2 00
Beans, golden wax, doz.	5 50	5 50
Asparagus tips, doz.	6 60	6 60
Do., butts, doz.	1 65	1 65
Canadian corn	0 85	0 85
Pumpkins, 2½s, doz.	1 95	1 95
Spinach, 2s, doz.	4 90	5 25
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	2 07½	2 10
Rhubarb, preserved, 2s, doz.	2 65	4 52½
Do., preserved, 2½s, doz.	5 00	5 00
Do., standard, 10s, doz.	6 25	6 25
Apples, gal., doz.	4 15	4 15
Peaches, 2s, doz.	3 00	4 25
Pears, 2s, doz.	3 10	3 25
Plums, Lombard, 2s, doz.	3 25	3 40
Do., Green Gage	4 25	4 25
Cherries, pitted, H.S.	2 25	2 40
Blueberries, 2s	5 25	5 25
Strawberries, 2s, H. S.	2 35	2 45
Blueberries, 2s	5 65	5 65

Jams—

Apricots, 4s, each	1 43	1 43
Black Currants, 16 oz., doz.	1 50	1 50
Do., 4s, each	1 50	1 50
Gooseberry, 4s, each	1 43	1 43
Do., 16 oz., doz.	1 35	1 35
Peach, 4s, each	1 25	1 25
Do., 16 oz., doz.	4 80	4 80
Red Currants, 16 oz., doz.	5 50	5 50
Raspberries, 16 oz., doz.	1 50	1 50
Do., 4s, each	5 65	5 65
Strawberries, 16 oz., doz.	1 50	1 50
Do., 4s, each	1 50	1 50

**Potatoes Are Steady**

Toronto.

VEGETABLES.—The vegetable market is represented with large supplies of

every variety. Potatoes are holding steady at \$1.65 to \$1.75 per bag. It is the general opinion that potatoes have reached the lowest price for the present. Farmers apparently are not willing to let their crop go and are storing more than usual in their own cellars, having in mind the high prices of last spring. It is a little early as yet to get any definite information as the potato digging has just nicely started. Sweet potatoes are up 25 cents, now quoted at \$2.75 per hamper. Cabbage are in abundance at 50 cents per dozen. Spanish onions are down 25 cents per crate, now selling at \$5.25.

Cabbage, Can., per doz.	0 50
Parsley, domestic, per 11-qt. bask.	0 50
Carrots, per 75-lb. bag	0 85
Beets, per 75-lb. bag	1 00
Turnips, per 75-lb. bag	0 65
Parsnips, bag	1 25
Onions, 100-lb. sack	2 00
Do., Spanish, large crate	5 25
Do., small crate	3 25
Do., pickling	1 00
Tomatoes, Ont., 11-qt. bskt.	0 60
Green Peppers, hot, 11-qt. bskt.	0 50
Do., sweet, 11-qt. bskt.	0 75
Vegetable Marrow, doz.	1 00
Celery	0 75
Egg Plant, 11-qt. basket	0 50
Potatoes, per bag	1 65
Sweet Potatoes, hampers	2 75

**Fruit Prices Steady**

**Toronto.** FRUITS.—Canadian basket fruits are gradually diminishing for this season but quotations on the supplies that are coming are ruling low. B.C. boxed apples, Jonathan and McIntosh, are arriving freely and are quoted at \$4.50 per box. California Tokay grapes are up to \$4.50 and \$5 per lug. Valencia oranges are holding steady at \$8 to \$9.50 per case.

Oranges, Valencias—	
126s	8 00
150s	8 50
176s, 200s, 216s, 250s	9 50
Bananas, Port Limons	0 11
Lemons, Cal., 240s	5 50
Do., Messinas, 300s	4 50
Grapefruit, 46s to 96s	6 75 7 50

**WINNIPEG MARKETS**

WINNIPEG, Oct. 22.—The markets show few price changes during the week. Corn syrups and starches are easier with a tendency for lower prices. Some package teas have been reduced in price. Spices, nuts and rices are ruling in an easy market. Ontario and B.C. apples are arriving freely. There is a scarcity of Manitoba potatoes but good supplies are arriving from other Western provinces.

**Sugar Unsettled**

**Winnipeg.** SUGAR.—The sugar situation is very unsettled at the present time, due to the action of the Board of Commerce and the subsequent action by the Government. On the local market the demand for sugar is moderate and sales are reported light for the time of the year.

Lantic granulated, 100-lb. bag	\$20 80
Acadia granulated, 100-lb. bag	20 80
Redpath granulated, 100-lb. bag	20 80
St. Lawrence granulated, 100-lb. bag	20 80
Dominion granulated, 100-lb. bag	18 80
Yellow sugar, 100-lb. bag	19 70
Powdered Sugar 50-lb. boxes, per cwt.	21 35
Icing Sugar, 50-lb. boxes, per cwt.	21 45
Lump sugar, soft, 100-lb. boxes, per cwt.	21 75
Do., hard, 100-lb. boxes, per box	21 95
Cubes, 100-lb. boxes, per box	21 35

Cantaloupes, Canadian, basket	0 50	0 75
Pears, Oregon, per box	6 50	
Do., Canadian Bartlett, bskt.	0 75	0 85
Grapes—		
California Tokay	4 50	5 00
Blue, green, red	0 50	
Apples, Duchess, box	1 50	
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 60	0 75
Peaches, 6-qt. basket	0 50	0 60
Do., 11-qt. basket	0 60	0 85
Cranberries, 1/2 barrels	7 00	
Do., barrels	13 50	

**Flour Up 50 Cents**

**Toronto.** FLOUR.—Following the recent firming of the wheat market, flour advanced 50 cents per hundred. The market is firm.

FLOUR—	
Patent Firsts, in jute bags, per barrel	13 00
Do., seconds, in jute bags, per barrel	12 50

**Millfeeds Reduced**

**Toronto.** MILLFEEDS.—A reduction of \$5 per ton has been manifest on millfeeds. Shorts are now quoted at \$45.25 per ton. Bran \$40.25 and choice middlings \$52.25.

MILLFEEDS—	
Shorts, per ton	45 25
Bran, per ton	40 25
Choice Middlings, ton	52 25

**Lamp Chimneys Higher**

**Toronto.** MISCELLANEOUS.—Lamp chimneys have advanced, now quoted "A" size, cases of 8 dozen, \$12.70. "B" size, cases of 6 dozen, \$10.35. Cosgrave's vinegar has advanced as follows: cases 2 dozen small size, \$2.90. Cases one dozen large size, \$2.25.

**Honey Steady**

**Toronto.** HONEY.—Honey is ruling steady at 28 cents per pound in 5-pound pails and 26 cents per pound in 60-pound tins.

**Corn Syrup Easier**

**Winnipeg.** SYRUPS.—The corn syrup market is reported easier, due to the large corn crop in the United States and further reductions in prices are expected. There is no change in the molasses market this week.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	8 80
5-lb. tins, 1 doz. in case	10 30
10-lb. tins, 1/2 doz. in case	9 80
20-lb. tins, 1/4 doz. in case	9 55
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	6 90
Cases, 5-lb. tins, white, 1 doz. in case	7 80
Cases, 10-lb. tins, white, 1/2 doz. in case	7 55
Cases, 20-lb. tins, white, 1/4 doz.	

in case	7 55
Cases, 2-lb. tins, yellow, 2 doz. in case	6 30
Cases, 5-lb. tins, yellow, 1 doz. in case	7 20
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 95
Cases, 20-lb. tins, yellow, 1/4 doz. in case	6 95

MAPLE SYRUP—	
Pure, 2 1/2s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25
TABLE SYRUP—	
Maple flavor, 2 1/2s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50

MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

**Starch May Be Lower**

**Winnipeg.** STARCH.—A further decline on starch is expected, due largely to lower prices on corn on the United States market.

Cornstarch, 1-lb. pkgs., per lb.	0 11
Do., No. 1 quality, 1-lb. pkgs.	0 12 1/2
Gloss, 1-lb. pkgs., per lb.	0 13 1/4
Celluloid, 1-lb. pkg., per case	5 15

**Cereals Are Easy**

**Winnipeg.** CEREALS.—The demand for heavier breakfast foods has shown a decided increase during the past week, but the market continues to rule easy. Both wholesalers and retailers are buying very carefully, and are confining their orders entirely to immediate needs.

**PACKAGE CEREALS**

Rolled oats, 20s, round cartons	4 75	5 50
Do., 36s, case, square kts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case		4 00
Puffed Wheat, 3 doz. case, case		4 60
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		8 83
Package Peas, 3 doz. case, case		3 75

**BULK CEREALS**

Rolled Oats, 80s, per bag	4 20
Do., 40s, per bag	2 18
Do., 20s, per bag	1 14
Do., 10-8s, per bale	5 10
Do., 15-6s, per bale	5 85
Oatmeal, 98s gran. or stand., bag	5 25
Wheat Granules, 98s, per bag	7 10
Do., 16-6s, per bale	8 60
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, p.r. lb.	0 15 1/2
Barley Pot 98s, per bag	5 50
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	5 60
Do., 24s, per bag	1 45
Do., 10-10s, per bale	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	11 00

**High Grade Teas Firm**

**Winnipeg.** TEAS.—Market for fine teas is holding firm, and there is a noticed scarcity of same, while stocks of inferior grades have to some extent upset the tea market. Several local packers have reduced the price on package teas. This is the result of teas bought on a lower market some months ago.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45

Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
<b>JAVAS—</b>		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

**Coffee Unchanged**

**Winnipeg.**  
**COFFEE.**—The primary market for coffee continues to rule with a weak undertone. The local market is reported to be very healthy and the demand is excellent. There is no change in prices.

<b>COFFEE—</b>		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
<b>COCOA—</b>		
In 1-lbs., per doz.	6 25	
In ½-lbs., per doz.	3 25	
In ¼-lbs., per doz.	1 70	
In small size, per doz.	1 25	

**Spice Market Steady**

**Winnipeg.**  
**SPICES.**—The spice market continues to rule steady. The demand for pickling spices has been very active during the past few weeks. The new paprika crop is arriving on the market with very little difference in price.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 99
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 39
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 35
Do., white, do., per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 23

**GROUND SPICE.**

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 35
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 4 oz. cartons	1 65
Do., No. 1, 2 oz. cartons	1 10
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 60
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
Do., No. 2, Singapore, per lb.	0 49
Black pepper, No. 1, bulk, per lb.	0 85
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

**Rice Market Easy**

**Winnipeg.**  
**RICE.**—The rice market is somewhat easier. Spot stocks are reported light and prices are expected to decline when new crop arrives on market.

<b>RICE—</b>		
No. 1 Japan, 100-lb. sacks, lb.	0 14½	
Do., 50-lb. sacks, lb.	0 14½	
Siam, Elephant, 100-lb. bags.	0 11½	
Do., 50-lb. bags, lb.	0 11½	
Sago, sack lots, 130 to 150 lbs., per lb.	0 09½	
Do., in less quantities, lb.	0 10	
Tapioca, pearl, per lb.	0 09½	

**Canned Goods Quiet**

**Winnipeg.**  
**CANNED GOODS.**—There is very little interest in the canned goods market at the present time. New opening prices have been named on the late vegetables and fruits and are from 5 to 10 cents a dozen cheaper than last year's prices. When the high freight rates are taken into consideration the new prices will be in excess of last year's. New canned goods are arriving freely but the trade is very limited as there is an inclination that prices are on the downward trend, and the trade is buying very sparingly.

**CANNED FISH**

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., ½s, 8 doz. case, case.	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	3 35	
Do., ½s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60	
Do., 2s, 8 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 50	
Do., ½s, flat, 8 doz. case, case	10 00	
<b>Salmon—</b>		
Sockeye, 1s, tall, 4 doz. case.	21 75	
Do., ½s, flat, 8 doz. in case.	23 50	
Red Spring, 1s, tall, 4 doz. case	15 75	
Do., ½s, flat, 8 doz. case.	17 75	
Cohoe, 1s, tall, 4 doz. case.	14 50	
Do., ½s, flat, 8 doz. case.	16 50	
Pink, 1s, tall, 4 doz. case.	10 40	
Do., ½s, flat, 8 doz. case.	12 25	
Humpback, 1s, tall, 4 doz. case	8 60	

**CANNED FRUIT (Canadian)**

<b>Per case</b>		
Apples, 6 tins in case, per case.	3 40	3 85
Blueberries, 2s, 2 doz. case		7 00
Cherries, 1s, 4 doz. case		11 00
Gooseberries, 2s, 2 doz. case		9 60
Lawtonberries, 2s, 2 doz. case.		9 50
Peaches, 2s, 2 doz. case		8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case		6 15
<b>Light Syrup—</b>		
Plums, Lombard, 2s, 2 doz. case		5 75
Raspberries, 2s, 2 doz. case.	9 50	9 60
Strawberries, 2s, 2 doz. case.		10 50

**CANNED FRUITS (American)**

Apricots, 1s, 4 doz. case	13 00
Peaches, 2½s, 2 doz. case.	13 20
Peaches, sliced, 1s, 4 doz. case.	14 00
Do., halved, 1s, 4 doz. case.	13 85
Do., 2s, 2 doz. case	3 50
Pears, 1s, 4 doz. case	16 00
Pineapples, sliced, 2s, 2 doz. case.	8 00 8 75

**CANNED VEGETABLES**

<b>Per case</b>		
Asparagus Tips, 1s, tins, 4 doz case, per doz.		2 75
Beans, Golden Wax, 2s, 2 doz. case		4 75
Beans, Refugee, 2s, 2 doz. case.		4 50
Corn, 2s, 2 doz. case.		4 20
Peas, Standard, 2s, 2 doz. case.		4 10
Peas, Early June, 2s, 2 doz. case		4 70
Sweet Potatoes, 2½s, 2 doz. case		6 40
Pumpkin, 2½s, 2 doz. case.		3 00
Sauer Kraut, 2½s, 2 doz. case.		4 90
Spaghetti, 2½s, 2 doz. case.		5 40
Tomatoes, 2½s, 2 doz. case.	4 20	4 50
Spinach, 2½s, 2 doz case		5 70

**New Raisins Arrive**

**Winnipeg.**  
**DRIED FRUITS.**—The first shipment of Thompson's bleached sultana

seedless raisins have arrived and are quoted at 30 cents per pound, with fancy at 26½ cents a pound, and choice at 23½ cents. The prune market is reported weak.

**DRIED FRUIT**

Evaporated Apples, per lb.	0 19	
Currants, 90-lb., per lb.	0 22	
Do., 8 oz. pkgs., 6doz. case, lb.	0 16½	
Dates, Hallowee, bulk, lb.	0 23	
Do., Tunis, bulk, lb.	0 26	
Do., Package, 3 doz. case, lb.	0 17	
Figs, Spanish, per lb.	0 16½	
Do., Smyrna, per lb.	0 23	
Do., black, cartons, per carton	0 80	
Loganberries, 4 doz. case, pkt.	0 35	
Peaches, standard, per lb.	0 29 0 30	
Do., choice, per lb.	0 27½ 0 28½	
Do., fancy, per lb.	0 32 0 33	
Do., Cal., in cartons, per carton	1 56	
Do., unpitted, per lb.	0 24 0 25	
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton.	1 75	
<b>Prunes—</b>		
30-40s, 25s, per lb.	0 32	
40-50s, 25s, per lb.	0 27	
50-60s, 25s, per lb.	0 21	
60-70s, 25s, per lb.	0 18½	
70-80s, 25s, per lb.	0 17	
80-90s, 25s, per lb.	0 17	
90-100s, 25s, per lb.	0 16½	
In 5-lb. cartons, per carton	1 30	
<b>Raisins—</b>		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24	
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23	
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21	
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19	
Cal., bulk, seeded, 25-lb. boxes	0 25½	
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21	
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28	
Apricots, choice, 25s, lb.	0 45	
Do., 10s, lb.	0 47	
Do., Standard, 45s, lb.	0 40	
Do., choice, 10s, lb.	0 42	
Do., fancy, 45s, lb.	0 50	
Do., do., 10s, lb.	0 52	

**Walnuts Easier**

**Winnipeg.**  
**NUTS.**—There is a decided change in the shelled walnut and almond situation this week. Owing to the extremely low rate of exchange on the French franc, some very attractive prices for future deliveries on walnuts and almonds have been quoted. Spot stocks on these lines are considered good property as the new cracked nuts have not arrived on this market as yet. Last year's new crop did not reach this market until the beginning of December. The shelled peanut market remains very easy, and the market is a very uncertain one.

<b>NUTS, Shelled—</b>		
Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.		0 19
Pecans, per lb.		1 10
Walnuts, per lb.	0 60	0 62
<b>Nuts in shell—</b>		
Peanuts, roasted, Jumbo, per lb.		0 25
Almonds, per lb.		0 35
Filberts, per lb.		0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.		0 32

**Florida Grape Fruit Arrive**

**Winnipeg.**  
**FRUIT.**—Fruit business is reported good this week. Large quantities of apples from both Ontario and B. C., such as MacIntosh reds, Jonathans, Wagners, Rome Beauty, spys, Stayman and Grimes have arrived, and the quality is exceptionally good. There is a decided scarcity of winter apples in B. C., and it hardly seems probable that prices will be lower. Cheaper and lower grades are plentiful, but the winter varieties are (Continued on page 46.)

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Oct. 21.—Flour advanced 30 cents per barrel, price now basis of \$12.65. Millfeeds dropped \$2 per ton. Sugar dropped \$1 per hundred, now quoted \$18. Fresh butter is selling at 64 cents. Fresh eggs 88 cents per dozen. Cheese, lard and fresh meats are unchanged. Onions are \$3.50 per bag. Potatoes \$43 per ton. Cape Cod cranberries are quoted 20 cents pound in barrels. Gravenstein apples \$3.50. Jonathans \$3.75. Snows \$4. Pippins \$3.25. Oranges average \$9.50 per case. California walnuts are quoted at 39 cents per pound. Manchurian walnuts 26 cents. Manchurian almonds 36 cents. Paper shell almonds 37 cents. Brazils and filberts 33 cents. Coconuts \$2.25 per dozen.

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 21.—Rolled oats have dropped 20 cents. Flour advanced 30 cents per barrel. Sugar declined \$100, now quoted \$20.47. Matches are slightly higher, also molasses in cans. Some reductions have been made in proprietary brands coffee. Louisiana rice, Patna style, is offered at 15½ cents and broken at 9½ cents. Large Ontario cheese is quoted at 32½ cents. Evaporated apples are lower. Eggs are steady. Canned tomatoes 2½s are down to \$4.30 and \$4.60.

Flour, first patents, bbl.	13 80
Do., second patents, bbl.	13 60
Beans, B.C.	8 00
Rolled oats, 80s	4 85
Rice, Siam	11 85
Japan, No. 1	13 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt.	20 47
Cheese No. 1, Ont., large	0 32½
Alberta cheese, twins	0 29
Do., large	0 81
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45
Lard, pure, 3s	18 60
Eggs, new laid, local, case	20 00
Do., storage, case	19 00
Tomatoes, 2½s, standard, case	4 30
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	3 85
Peas, 2s, standard, case	4 50
New early June peas, case	4 60
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples evaporated 50s	0 18

Do. 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	8 50	
Prunes, 90-100s	0 16	
Do., 70-80s	0 17½	
Potatoes, local, ton	40 00	

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 21.—Dealers report an active Thanksgiving trade. Poultry, except chickens, are scarce. The markets show few changes from last week. Little buying is being done by wholesalers because of the uncertain conditions. Flour advanced to \$15.25. Cornmeal has been reduced to \$4. Canned tomatoes are easier, now quoted at \$4.20. Potatoes are

holding firm at \$4. Breakfast bacon has been advanced to 48 and 52 cents.

Flour, No. 1 patents, bbls., Man.	15 25
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 00
Rolled oats	11 75
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	16 00
Molasses	1 40
Sugar—	
Standard, granulated	19 60
No. 1, yellow	18 50
Cheese, N.B.	0 30
Eggs, fresh, doz.	0 75
Do., case	0 68
Lard, pure, lb.	0 32½
Do., compound	0 24¼
American clear pork	51 00
Tomatoes, 2½s, standard, case	4 20
Beef, corned, 1s	4 00
Breakfast bacon	0 48
Butter, creamery, per lb.	0 68
Do., dairy, per lb.	0 64
Do., tub	0 58
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 60
Tomatoes, 2s, standard case	4 20
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	....

## Stocks of 1915 Sugar Are Not Held

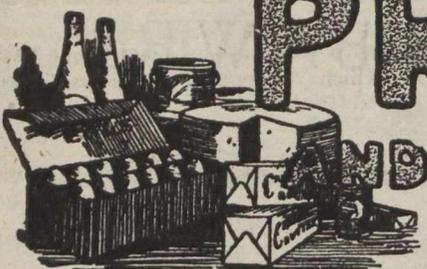
Fort William a Distributing Centre—Stocks Held There Since June, 1920—Newspapers Again Mixed—Second-hand Sugar is Still Available

**F**ORT WILLIAM is one of our distributing points, and consequently stocks must be held there. There is no 1915 sugar held here in storage nor is there any 1919 sugar. The daily papers are apparently a little mixed as usual. We have been using Fort William as a distributing centre since 1915 and the papers have taken it for granted that we are still holding sugar made in that year." So stated Major LeGallais, Toronto representative for Atlantic Sugar Refinery, to Canadian Grocer in answer to a question in regard to a report in the daily newspapers that there is three million pounds of Lantic sugar held in storage at Fort William bearing the 1915 inspection tags. "It must be remembered that there has been little sugar moving direct from the refinery since the latter part of June. Sugars that have been going into consumption for the past few months have been all second-hand sugars which have been held by speculators and thrown on the market when credits commenced to tighten and the raw sugar market began to slump. The fact that we have not been selling any volume of sugar did not close up our plant as early as some other refiners. Our consignments of raws were arriving regularly and not having storage facilities for raws, this

necessarily kept the plant in operation. We therefore were compelled to get storage accommodation wherever possible for the sugar that, under normal conditions, would have been going into home consumption or for export. Our plant has only been closed since Oct. 9."

### Second-Hand Sugar Still Available

"A couple of weeks ago we commenced to think that the major portion of second-hand sugar was about used up," continued Mr. LeGallais. "Every day or two a bunch is dug up from some place or other and where it is all coming from I do not know. Only last week a manufacturer sold, through a broker, one thousand bags, and this same broker stated that he sold during the week a total of six thousand bags at a lower price than ours. Here is an instance that goes to show that many an outsider has been taking a flier in sugar. One of our representatives was in a Greek shoe shine parlor getting a shine when the chap who was cleaning his shoes asked him if he wanted to buy some sugar, and stated that he had bought a car load when it was \$14 per hundred, and now that sugar was coming down he was getting anxious to get rid of it."



# PRODUCE AND PROVISIONS

## Potato Crops in Both Canada and United States Are Heavy

Canadian Crop is Estimated at 140,000,000 Bushels—The United States Will Have a Surplus—Prices for This Crop Should Not Be High

**L**AST spring, it will be remembered, one of the chief factors in boosting potato values sky high was the demand which came from the United States and the fact that buyers from that country were offering high prices, many holders of potatoes in Canada taking advantage of the high prices and the exchange rate. The prevailing exchange rate at that time was around 15 cents, by no means a small amount. This allowed the shippers a handsome profit, even when the potatoes were sold to the United States buyers at practically the same price as paid to the producers.

The estimate for the United States crop this year is placed at 413,000,000

bushels, as against 358,000,000 bushels in 1919. The average consumption in the United States is placed at 400,000,000 bushels, so that the prospects are that in 1920-21 the United States will have enough potatoes to look after its own needs with a small surplus.

The Canadian crop has been placed at 140,000,000 bushels this year, as against 104,000,000 bushels last year, all of which will be available for the home market, as the United States will be in the position of an exporter rather than of an importer next spring.

The Western crops as a whole are said to be in good condition, although some damage has been reported from

Manitoba and the crop there is considerably under normal. A few counties in New Brunswick are also said to have suffered severe damage, but in other parts in the Dominion as far as available information shows yields should be well up to the estimate. Higher freight rates will, of course, have their effect this year, as also will probably a greater demand, but taking everything into consideration there is little to indicate that prices of potatoes will be unreasonably high.

### FLOUR MILLS AND MACARONI PLANTS IN HANDS OF WORKERS

Milan, Oct.—The power houses and several factories here were in the hands of the workers recently, following failure of employers and employees to reach an agreement on wages and working conditions. The electricians cut off the current, plunging part of the city into darkness.

Sixteen flour mills and 60 macaroni factories were occupied by workers at Torreannunziata and neighboring towns, according to advices from Naples.

Strikers attempted to seize cotton mills at Luserna. One man was killed and several were wounded in fighting with troops. A platoon of royal guards discovered 300 rifles in a plant near Turin.

### SUCH A RELIEF

"It is an established fact," said the lecturer, "that the sun is gradually but surely losing its heat, and in the course of seventy million years it will be dead, and, like the moon, unable to support any form of life."

The head and shoulders of an excited member of the audience rose above those of his fellows.

"Pardon me, professor!" he cried, "how many years did you say it would be before this calamity overtakes us?"

"Seventy million, sir," said the professor.

"Thank heaven!" gasped the interrogator, sinking back exhausted into his seat. "I thought you said seven millions!"

### WHY HE DISCONTINUED CASH AND TRADING

One merchant who has tried the "Cash on Delivery" plan and who has discarded it, has these reasons to give as to its failure:

First.—In order to meet the cut-rate prices of the town stores we had, in many cases, to stock a cheaper line of goods than carried before. In many cases business did not repeat as on the quality orders pushed before.

Second.—Many of our customers did not call up and give their orders, as they did not wish to wait at home for the delivery boy.

Third.—It was unhandy to send money with the children each time, and children do a lot of buying for the busy housewife in the outside stores.

Fourth.—Many were offended by having the goods brought back on account of not being at home when the driver called.

Fifth.—Many customers would rather pay at the end of the month and they could keep better track of their expenditures in that manner.

Sixth.—We found that the cash trade was anybody's trade, here to-day and there to-morrow, going to the one who offered the best inducements, and we could not count upon a regular volume as where our customers traded on account.

Seventh.—Sales on the better class of goods fell off much more than the cheaper lines, and did not show near as good a margin.

Eighth.—If a customer has an account and something appeals to him, he will, perhaps, buy it; if paying cash he will think of the cash outlay and perhaps get along without the article.

Canadian Grocer would like to hear from others who have had similar experiences or who have found the opposite to be the case.

# Produce, Provision and Fish Markets

## ONTARIO MARKETS

**T**ORONTO, Oct. 22—The feature of the produce and provision markets is the large declines in poultry prices which are manifest both last week and this week. Poultry dealers are trying to get prices down to a basis that will be safe for storage purposes. The hog market is easier, but quotations on the best grades are unchanged. Cured meats are steady with prices unchanged with the exception of mess pork which has declined fifty cents per barrel. New-laid eggs are in scant supply, but storage eggs are now being taken very freely from the coolers and are selling to the trade at the same price as fresh. The butter market is weak with quotations down two cents. Cheese is easier and prices are marked one half cent lower. Lard, shortening and margarine are unchanged.

### Hog Market Easy

**Toronto.**  
**FRESH MEAT.** — The hog market has a tendency to be easier. Quotations during the week for the best grades have been ruling steady during the week. Fresh cuts are steady and unchanged.

#### FRESH MEATS

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	23 00
Live, off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork, lb.	0 46	
Fresh hams, lb.	0 40	
Tenderloins, lb.	0 65	
Spare ribs, lb.	0 20	
Picnics, lb.	0 28	
New York shoulders, lb.	0 34½	
Boston butts, lb.	0 40	
Montreal shoulders, lb.	0 34	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

### Mess Pork Down 50 Cents

**Toronto.**  
**PROVISIONS.** — Smoked hams and bacon show no change. Mess pork is down 50 cents per barrel, now quoted \$38.50.

<b>Hams—</b>		
Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	0 43½	
Heavy, 25 to 35 lbs.	0 38½	
Heavy, 35 lbs. and upwards	0 35½	
<b>Bacon—</b>		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Roll, per lb.	0 67	0 70
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	0 62	
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.	0 42	
Wiltshire, three-quarter cut.	0 44	0 46
Wiltshire, middle	0 48	
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 30	
Do., av. 80-90 lbs.	0 28	

Clear bellies, 15-30 lbs.	0 31½
Fat backs, 10 to 12 lbs.	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.	
<b>Barrel Pork—</b>	
Short Pork, 200 lbs.	38 50
Mess Pork, 200 lbs.	38 50
<b>Pickled rolls, bbl. 200 lbs.—</b>	
Lightweight	66 00
Heavy	60 00
Above prices subject to daily fluctuations of the market.	

### Cooked Meats Unchanged

**Toronto.**  
**COOKED MEATS.** — Boiled hams are ruling steady at 65 cents for regular trim, and 68 cents for special trim. Head cheese is moving freely at 17 cents per pound. Other quotations are as follows:

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 66	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	

Above prices subject to daily fluctuations of the market.

### Egg Receipts Lighter

**Toronto.**  
**EGGS.** — Receipts for new laid eggs are becoming very light. Storage eggs are now being taken very freely from the coolers for local consumption, which are offered to the trade at practically the same price as fresh. Selects are quoted at 69 cents per dozen.

<b>EGGS—</b>	
Selects	0 69
No. 1 candled	0 61 0 62
Fresh selects in cartons	0 72
Prices shown are subject to daily fluctuations of the market.	

### Butter Prices Reduced

**Toronto.**  
**BUTTER.** — The butter market is easier with quotations marked two cents lower. Fresh creamery prints are now quoted 58 to 61 cents. The demand is not heavy, as most buyers have adopted the hand to mouth basis.

<b>BUTTER—</b>	
Creamery, prints	0 58 0 61

### Cheese Down Half Cent

**Toronto.**  
**CHEESE.** — The cheese market is

easy, with quotations down one-half cent, which reduced the price on large cheese to 28½ cents.

<b>CHEESE—</b>	
Large, per lb.	0 28½
Twins, 1c higher than large cheese.	Triplets
1½c higher than large cheese.	

### Lard Unchanged

**Toronto.**  
**LARD.** — The lard market is ruling steady, with quotations unchanged.

<b>LARD—</b>	
1-lb. prints	0 32½
Tierces, 400 lbs.	0 30½
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.	

### Shortening in Demand

**Toronto.**  
**SHORTENING.** — The shortening market is holding steady under an active demand. Cotton seed oil is in a weak market and declines in quotations have occurred during the week.

<b>SHORTENING—</b>	
1-lb. prints	0 27½
Tierces, 400 lbs.	0 22¾
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

### Margarine Quiet

**Toronto.**  
**MARGARINE.** — There is a quiet demand for margarine. Quotations are steady.

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

### Fall Salmon Arrives

**Toronto.**  
**FRESH FISH.** — There is an active demand for fish of all kinds. Dealers are of the opinion that prices will not be lower, in view of the higher cost of nets, which have more than doubled in price in the past few years. Fresh fall salmon is quoted at ten and eleven cents per pound. Other quotations are unchanged.

<b>FRESH SEA FISH.</b>	
Cod Steak, lb.	0 12
Do., market, lb.	0 09
Haddock, heads off, lb.	0 10
Do., heads on, lb.	0 18 0 19
Halibut, chicken	0 28 0 24
Do., medium	0 18 0 19
Fresh Whitefish	0 10 0 11
Fresh Herring	0 09 0 10
Flounders, lb.	0 19 0 20
Fresh Trout, lb.	0 10 0 11
Fall Salmon	0 10 0 11

<b>Oysters—</b>	
No. 1 tins	4 20
No. 3 tins	12 30
No. 5 tins	20 00
Glass jars, doz.	6 50

<b>FROZEN FISH</b>	
Halibut, medium	0 23 0 24
Do., Qualla	0 11 0 11½
Flounders	0 10 0 11
Pike, round	0 08
Do., headless and dressed	0 09
Salmon, Coho	0 23
Do., Red Spring	0 28
Sea Herring	0 07½ 0 08

<b>SMOKED FISH</b>	
Haddies, lb.	0 13
Fillets, lb.	0 16
Kippers, box	2 25 2 75
Bloaters	3 00
Salt Cod, Quail-on-Toast, lb.	0 16

<b>PICKLED FISH</b>	
Labrador Herrings, kegs 100 lbs.	6 50

**Poultry Prices Lower**

**Toronto.** **POULTRY.**—Receipts of poultry are increasing, and dealers are trying to get prices down to a basis that they believe is safe for packing for storage. Very little as yet have gone into the freezers but large quantities are expected this week. The market is weak under declines of last week. Prices are again reduced and further declines are expected.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys .....	\$0 40	\$0 50
Roosters .....	0 15	0 20
Fowl, over 5 lbs. ....	0 25	0 27
Fowl, 4 to 5 lbs. ....	0 22	0 25
Fowl, under 4 lbs. ....	0 15	0 20
Ducklings .....	0 25	0 30
Guinea hens, pair....	1 25	1 50
Spring chickens, live .....	0 25	0 30

Prices quoted to retail trade—

	Live	Dressed
Hens, heavy .....	0 28	0 30
Do., light .....	0 26	0 28
Chickens, spring .....	0 30	0 35
Ducklings .....	0 30	0 35

**Fresh Fish Arriving Slowly**

**Winnipeg.** **FISH.**—Very little fresh fish is arriving on the market this week, due to delay in delivery. Smoked haddies and kippers are in good demand. In fact an advance is looked forward to in all smoked fish. Live lobsters are being offered to the trade at 95 cents a pound. Fresh boiled crabs are arriving from Prince Rupert and Vancouver, and are quoted at 30 cents apiece. Good quantities of bulk oysters are arriving, but the shell oyster condition remains very uncertain.

**WINNIPEG MARKETS**

**W**INNIPEG, Oct. 22.—There has been very little change in the provision and produce market during the week. Hogs remain very steady. Ham declined two and one-half cents per pound during the week, while bacon is reported very steady with a noted scarcity of same. Butter and cheese markets remain unchanged, and eggs are reported scarce. Very poor fish supply arrives during the week. Poultry is arriving freely but turkeys are reported scarce.

**Ducks Arrive**

**Winnipeg.** **POULTRY.**—Ducks are arriving on the market but are reported to be very light in weight. Very few turkeys are being offered but fowl is arriving freely and the demand is active.

Roosters, dressed, lb. ....	0 28
Chicken, dressed, lb. ....	0 38
Chicken, milk fed, lb. ....	0 44
Fowl, dressed, lb. ....	0 34
Ducks, lb. ....	0 35
Turkeys, lb. ....	0 50

**Hog Market Steady**

**Winnipeg.** **FRESH MEATS.**—Hog market remains unchanged and selects are being offered at \$19 per hundredweight. There is no change on pork cuts. Fresh beef remains steady and unchanged.

**HOGS—**

Selected, live, cwt. ....	19 00
Heavy, cwt. ....	16 00
Light, cwt. ....	16 00
Sows, cwt. ....	12 00

**Fresh Pork—**

Legs of pork, up to 20 lbs., lb. ....	0 39½
Spare ribs, lb. ....	0 18½
Loins of pork, lb. ....	0 45
Fresh hams, lb. ....	0 39
Tenderloin, lb. ....	0 57½
Picnics, lb. ....	0 27½
Shoulders, lb. ....	0 32

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

Hind quarters, lb. ....	0 14
Front quarters, lb. ....	0 13
Whole carcass, good grade, lb. ....	0 11

**Mutton—**

Choice ewes, lb. ....	0 17
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**Lambs—**

Choice, 30-45 lbs., lb. ....	0 25
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**Boiled Ham Lower**

**Winnipeg.** **COOKED MEATS.**—Boiled ham has dropped from 70 to 68 cents a pound, while roast ham advanced to 70 cents a pound. Jellied beef tongue as well as jellied pork tongue has advanced to 69 and 67½ cents per pound respectively. Sale of cooked meats has dropped off considerably, due to the cooler weather.

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

**Hams Decline**

**Winnipeg.** **PROVISIONS.**—Hams decline 2½ cents per pound during the week; bacon remains steady with no change in price. The demand for bacon and ham has shown a steady increase, with bacon quotations unchanged. Bacon is reported scarce.

**HAMS—**

8 to 16 lbs., per lb. ....	0 48½
16 to 20 lbs., per lb. ....	0 46½
Boneless, 8 to 15 lbs., per lb. ....	0 52½
Skinned, 14 to 18 lbs., per lb. ....	0 49
Do., 18 to 22 lbs., per lb. ....	0 48

**BACON—**

Backs, 5 to 12 lbs., smoked ..	0 64
Do., 12 to 16 lbs., smoked ..	0 62
Do., 10 to 14 lbs., skinned and peamealed .....	0 59½
Do., 4 to 10 lbs., sliced .....	0 61½
Cottage rolls, boneless .....	0 41½

**Butter Market Unchanged**

**Winnipeg.** **BUTTER.**—The butter market is ruling very steady and higher prices are expected on creamery butter. Dairy butter remains unchanged.

Creamery, best table grade ..	0 64
Dairy Butter, best table grade. ....	0 57
Margarine .....	0 37

**Manitoba Cheese Scarce**

**Winnipeg.** **CHEESE.**—There is a scarcity of Manitoba cheese, due to the scarcity of milk. Many of the Manitoba cheese factories have been obliged to close down on this account. Ontario cheese is arriving very freely but the demand is very light.

Ontario, large, per lb. ....	0 31
Do., twins, per lb. ....	0 31½
Manitoba, large, per lb. ....	0 30
Do., twins, per lb. ....	0 31

**Eggs Are Scarce**

**Winnipeg.** **EGGS.**—Very few eggs are arriving on the market and mostly storage eggs are now being sold. Fresh farm eggs are quoted at 63 cents and fresh candled at 58 cents per dozen.

**Lard Market Steady**

**Winnipeg.** **LARD.**—Lard and shortening remain steady with no change in price.

Pure lard, No. 1 quality, per lb. ....	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails .....	6 50
Shortening, wooden pails, 20-lb. pails, per pail .....	5 30
Shortening, tierces of 400 lbs., per lb. ....	0 23½

**WINNIPEG MARKETS**

(Continued from page 42.)

hard to get. The first car of Florida grapefruit arrived and are quoted at \$10 per case, but lower prices are expected as future shipments arrive. Tokay grapes are coming in freely and are priced at \$5 per case. Large quantities of Concord Niagara grapes are being offered at 60 to 65 cents a basket.

**Manitoba Potatoes Scarce**

**Winnipeg.** **VEGETABLES.**—There is a scarcity of Manitoba potatoes but large quantities of Alberta, Saskatchewan and Minnesota potatoes are arriving, and the quality is reported good. These potatoes are being sold at \$1.75 per bushel, and lower prices are not expected. Jersey sweet potatoes are on the market and are being offered at \$4 per hamper. Cranberries are in good demand and remain firm at \$16 a barrel.

**VEGETABLES**

Carrots, new, per lb. ....	0 03
Beets, new, per lb. ....	0 02
Turnips, new, per lb. ....	0 02
Leaf Lettuce, per doz. ....	0 50
Radish, per doz. ....	0 50
Green Onions, per doz. ....	0 35
Cucumbers (hothouse), per doz. ....	2 50
Cabbage (new), per lb. ....	0 02
New Potatoes, per bushel .....	1 75
Onions (Cal. Bermuda sack), per sack .....	3 50
Cauliflower, per doz. ....	1 90
Celery (B.C.), per doz. ....	0 11
Tomatoes, per basket .....	1 40
Head Lettuce, per doz. ....	1 75
Rhubarb, per lb. ....	0 04

**Flour Market Fluctuates**

**Winnipeg.** **FLOUR.**—Flour market reported fluctuating in sympathy with the wheat market. The demand for flour is conserved on account of the market uncertainty, and it is reported that buyers are holding off until such time as flour becomes a safe buy.

**FLOUR—**

Man. hard wheat, 98-lb. sacks .....	6 37½
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**RYE FLOUR—**

White, 98-lb. sacks .....	5 25
Medium, 98-lb. sacks .....	5 00
Dark, 98-lb. sacks .....	3 50
Rye meal .....	4 00

**This Is the Season for —  
Fresh Pork Sausage!**

## **The Big Seller**

**D**AVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

With this demand already created, why not take advantage of it by offering your customers a real high-grade fresh Pork Sausage? Davies' Sausages are seasoned just right, giving them that fine, delicious flavor which tempts the appetite, and sends the customer back for more.

**There Is a Sausage for Every Taste**

**Small or Large Oxford  
Small or Large Yale  
New England**

**Cambridge  
Cheltenham  
Little Pork**

Or—you can get them in kegs of 35 lbs., 75 lbs. and 90 lbs.  
Order direct, or through our salesman.

**THE DAVIES COMPANY  
WILLIAM LIMITED**

**TORONTO**

**MONTREAL**

**HAMILTON**

# ARCTIC Refrigerators

## USE LESS ICE

### Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

The Free Arctic Catalogue shows this and other sizes available, together with Fish Cases, Counter Refrigerators and many other profit-saving refrigeration devices. Write for it.



**JOHN HILLOCK & CO., Limited,** Office, Showrooms and Factory  
154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.;

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

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

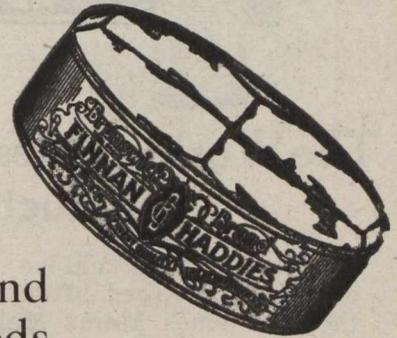
CANADIAN DISTRIBUTORS:

**THE BOWES COMPANY, LTD.**  
Toronto and Ontario  
Winnipeg and Manitoba

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec

# Brunswick Brand Sea Foods

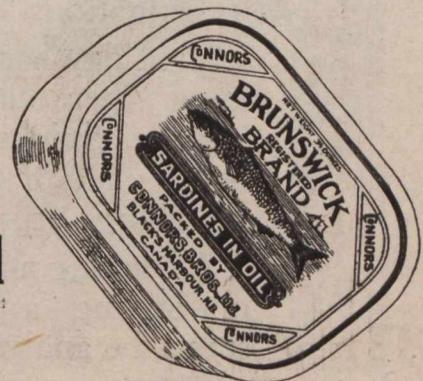
## An Established Line of Business Getters



These wholesome flavored and high quality canned sea foods have won excellent profits for thousands of Canadian Grocers and their high standard of quality never varies.

The housewife can depend upon *Brunswick Brand Sea Foods*. They are sufficiently cooked and ready to serve on opening. Handy for making delicious sandwiches or salads, for coming social functions or for preparing appetizing meals.

Stock *Brunswick Brand Sea Foods*.



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

*Winnipeg Representative:*

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



## The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

**H. J. HEINZ COMPANY**

Pittsburgh      Toronto      Montreal



## OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

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

W. G. Patrick & Co., Limited, Toronto and Winnipeg  
Selling Agents for our Blue Seal Lines.

## BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

**CANADIAN GROCER**

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

# Ford Touring Car

Every part standardized and every part mechanically perfect.

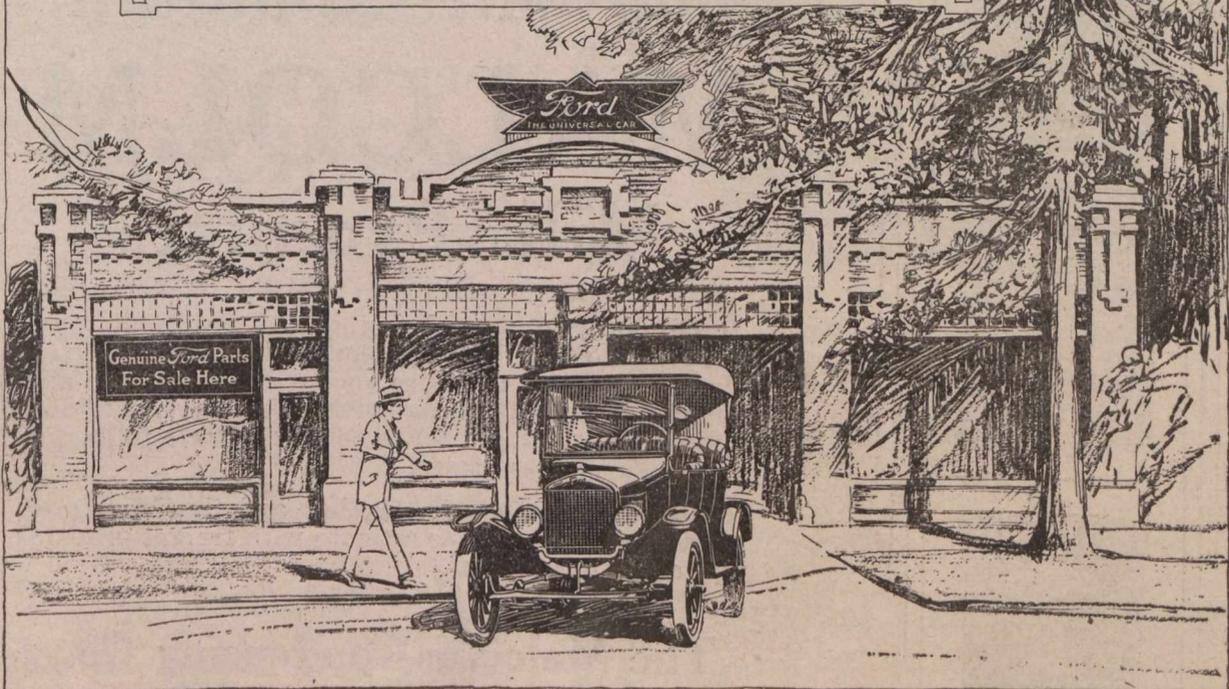
There is no trouble or delay when you drive a Ford. If repairs are required you are sure of getting the right part when you want it, for there is always a Ford Service Station at hand where a complete stock of standardized parts is kept.

There are over 700 Ford Dealers and 3,000 Service Stations in Canada, all supplying genuine Ford Parts and prompt and efficient repair service.

**Ford Motor Company of Canada, Limited**

Ford, Ontario

23



# ESCOFFIER

Sauces, Pickles, etc. — The Acme of Perfection

Sauce Robert for all Meats

Sauce Diable for Fish

Sauce Melba for Sweets



Escoffier Pickles and Chutney (mango)

Escoffier Olive Oils and French Vinegars

Meat and Fish Pastes Soup

**ESCOFFIER LIMITED**  
6 Ridgmount St., London, W.C.1.  
England

Sole Selling Representatives for Canada  
**ARGYLE BUTE INC.**  
Catherine St. West, Montreal



## The "All-Canadian" MALCOLM Milk Products

Handsome profits are being netted daily by merchants who handle "Malcolm" All-Canadian MILK Products. Their delicious goodness has won the approval of Canadian housewives wherever they have been introduced and repeat orders always follow in the wake of initial sales.

To Grocers in Ontario, Quebec and the Maritimes we will ship 5-case lots or more with freight prepaid up to 65c per 100-lbs.

**The Malcolm Condensing Co.,  
Limited, St. George, Ont.**

# Brodie's Self-Raising Flour— Satisfaction to Every Housekeeper



Brodie's XXX Self-Raising Flour has an outstanding characteristic for satisfactory results in baking. This alone will bring repeat sales and more good business to you.

Your wholesaler will gladly fill your orders—to-day.

## Brodie & Harvie, Limited

Bleury Street, Montreal

*Ontario Representatives—*

Chadwick & Co., 34 Duke Street, Toronto

*Quebec Representatives—*

Renaud & Cie, Incorporated, Quebec

## KING OSCAR Brand SARDINES

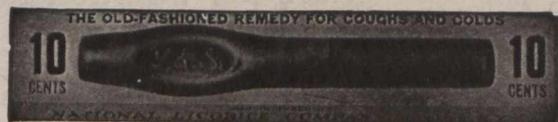
A real high-grade sardine that will surely please. KING OSCAR SARDINES are the best on the market—they are Selected Fish and packed in the purest olive oil.

Order from your wholesaler to-day.

*Canadian Agents:*

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

## Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all

Industries using

**LICORICE**

in any form.

*Made in Canada by*

**National Licorice Company**

MONTREAL

Catalogue and Price List on Application.

# THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections.

Agents want to buy or sell something they want or do not want.

## CANADIAN GROCER

*wants* to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

# CANADIAN GROCER

153 UNIVERSITY AVENUE,

- - - TORONTO, ONTARIO

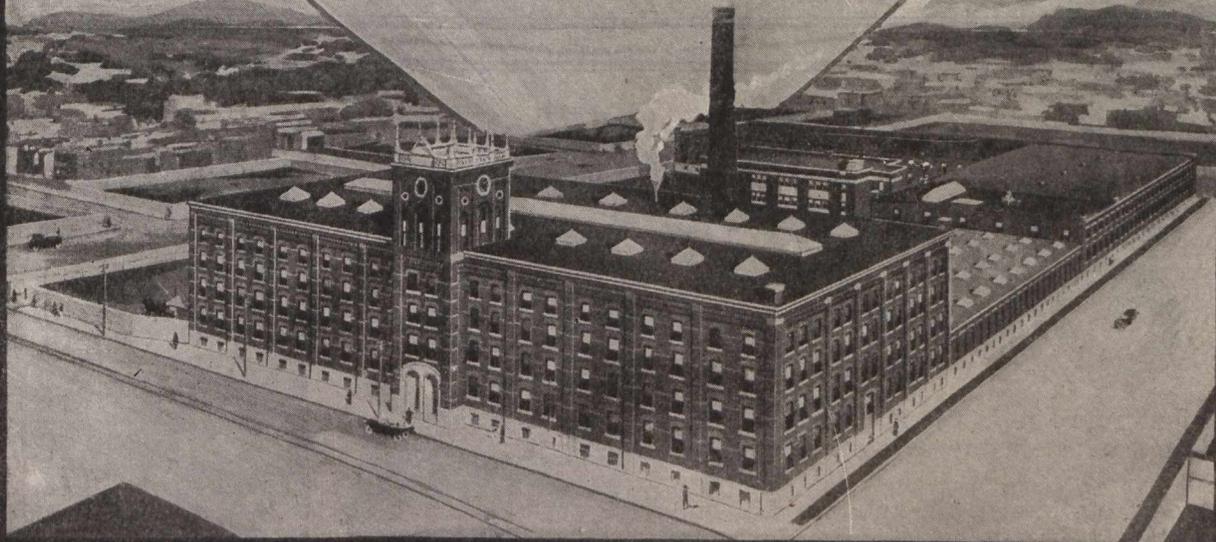
*The Tobacco  
with a heart*



Quality was the foundation of Macdonald's in 1858.

And that same old quality is still to be found in Cut "Brier" and "British Consols"

Manufactured by  
**W. C. MACDONALD, REGD.,**  
INCORPORATED  
MONTREAL



**W. C. MACDONALD REGD.**  
INCORPORATED  
MONTREAL

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

## WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.

# Furnivall's FINE FRUIT PURE JAM

Reigns supreme in the Kiddies' Kingdom and the slogan after school for the active boy and girl is "Furnivall's Jam."

Made from pure fruit, and you will find your customers constantly demanding this delicious jam, as it is a substantial food and also a saving on butter for hurry-up lunches.

You will be surprised at the profit in the sale of FURNIVALL'S Fine Fruit Pure Jam.

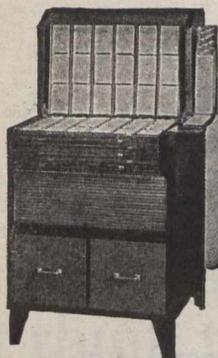
## FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co. of Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba, Alberta, Saskatchewan and British Columbia: A. D. Norman, Scott Block, Winnipeg, Man.





# Barr Registers



Manufacturers of  
**THE BARR ACCOUNT REGISTER**

Trenton, Ont.

**Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at \$10.00 a Month?**

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

- I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
- II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.
- III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.
- IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

*That is what the Barr Register will do.*

*Write us and let us demonstrate.*

**GEORGE LANE, Western Representative**

**227-231 McDermot Avenue, Winnipeg, Man'**



## Whittemore's Shoe Polishes

Are Superior

Preserve the Leather  
Give a More Lasting Shine  
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



**Whittemore Bros. Corp., Boston, Mass., U.S.A.**

Tell your customers that—

# Shirriff's

## TRUE VANILLA

is made from the genuine Mexican Vanilla Bean—contains a much higher percentage of this extract than even the Government standard requires.

Shirriff's is twice as strong as ordinary vanilla and housewives everywhere are finding that it is most economical, as its rich, true flavor goes just twice as far.

The makers of Shirriff's True Vanilla are the largest manufacturers of extracts in Canada

—and your sales of Shirriff's Extracts will be considerably increased.

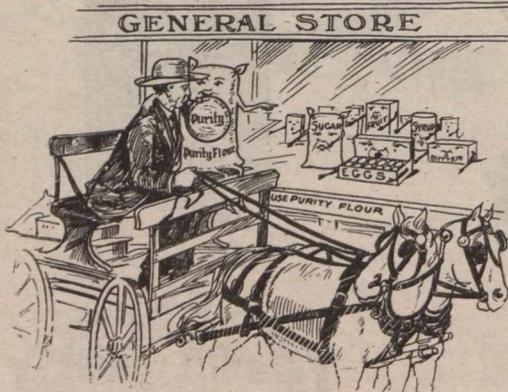
Shirriff Extracts are made in the popular household flavorings. All are of the same exceptional quality



**IMPERIAL EXTRACT COMPANY - Toronto, Canada**

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

## Purity Flour Gets the Orders



WHEN a bag of Purity Flour comes into a house, it advertises your store and the goods that go with flour. And, as it's a satisfactory flour—for breads, cakes and pastries—customers come back for more

## PURITY FLOUR

Push Purity Flour and encourage more home-baking. Home-made things taste better and grocers do more business with customers who are liberal users of flour.

## Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

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

# Coffee

Candidly we are putting out a very fine article in our Monarch Coffee. People who are drinking it think that there is nothing that will compare in quality. We know of cases where dealers after handling it, and have succumbed to the blandishments of fluent salesmen for other kinds, have displaced it with brands said to be just as good and which would show a little more profit, pestered continually by their customers for the Monarch brand, and actually compelling them to get back into the Monarch Coffee groove, which always leads to satisfaction.

After all, a satisfied customer is one of the best assets a dealer can have for any line—but when it comes to Coffee, a satisfied customer is worth more to you than perhaps for any other article, for the average drinker does remember a good cup of Coffee and thinks of the next one that he is going to have.

1/2 and 1 lb. Tins - - 50

*Send us a trial order*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# **T** 15 Big Sellers

**MFG LTD.**

*For the Fall and Winter Trade*

Pickled Onions	Pickled Beets	Pickled Red Cabbage
Chow Chow	French Mustard	Worcester Sauce
Corn Chowder	Essences	Marmalades
Confectionery Supplies	Fruit Juices	Florida Waters
Liquid Soaps	Glycerine Soaps	Bay Rum, Etc.

*All Lines Guaranteed and Show Big Profits*

*Represented by*

C. D. Koppell, Wolfville, N.S.      T. Ashmore Kidd, Kingston, Ont.  
Chadwick & Co., Toronto, Ont.

**TRADE SUNDRIES MFG. LTD.**

232 Clarke St., MONTREAL

# SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

**F. W. KENDRICK & CO.**  
313 Carter Cotton Buildings, Vancouver  
or  
**HUGHES & CO.**  
109 Place d'Youville, Montreal

**DOG — MEAT FIBRINE — CAKES**

Spratt's Patent Limited  
24-5 Fenchurch Street, London, E. C. 3, England



## O.K. SAUCE

FINALITY IN  
FRUIT SAUCE

as palate pleasure  
and true digestive



Sole Proprietors:-  
**GEORGE MASON & CO. LTD., LONDON, ENGLAND.**

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown	F. Manley	Bowring Bros.	J.W. Gorham & Co.
167 Cordova St. W.	147 Banatytne Ave.	& Co.	& Co.

## 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 and 26 Wellington St. W., Toronto



## Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

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

# SAMUEL DOBREE & SONS

LONDON  
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS  
OF  
**SUGAR—MOLASSES**  
—**COCOA**

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS  
OF THE CIVILIZED WORLD

CANADIAN BRANCH  
UPPER WATER STREET  
HALIFAX, N.S.



## Vin Tonic Sanator

a genuine Tonic for  
**Invalids**

Known the World over

Send your orders  
direct to

**Nap. Morrissette**  
18 Cartier Square  
MONTREAL

A Hat  
to Match



O.P.W.  
TRADE MARK  
**Jas-per-lac**  
STRAW  
HAT  
STAIN

### TWELVE COLORS

and every one a selling argument for Jas-per-lac. We made enquiries amongst the women and had them choose our range of colors for us.

That is one of the reasons why Jas-per-lac sells faster and faster each season and makes more and more money for our dealers. Be ready for next Spring.

**Ottawa Paint Works, Limited**  
OTTAWA, ONT.

# Nuts in Shell

We are now offering a complete stock of Nuts for the Fall Trade

**Grenoble and Marbot Walnuts**

**Brazil Nuts** Large, Washed and Mediums

**Filberts** **Pecans**

**Tarragona Almonds**

**Peanuts** **Cocoanuts**

Our prices are attractive and recommend buying at present levels.

## WHITE & CO., LTD.

TORONTO

Wholesale Fruits, Nuts, Dates and Wholesale Fish Dealers

# Seasonable Arrivals

**One Car Extra Fancy Florida Grape Fruit**

(All Sizes)

**One Car Extra Fancy Red Emperor California Grapes**

(In Kegs)

**One Car Extra Fancy Cape Cod Cranberries**

(Bbls. and Boxes)

**One Car Extra Fancy California Late Valencia Oranges Sunkist**

Also

**Bananas, Lemons, Sweet Potatoes**

The House of Quality

## HUGH WALKER & SON

LIMITED

GUELPH, ONTARIO

# QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

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

**CONDENSED MILK**  
Terms—Net 30 days.

Eagle Brand, each 48 cans..	\$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans....	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans .....	10 60

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans .....	\$7 90
Jersey Brand, Hotel, each 48 cans .....	7 90
St. Charles Brand, tall, each 48 cans .....	8 00
Jersey Brand, tall, each 48 cans .....	8 00
Peerless Brand, tall, each 48 cans .....	8 00
St. Charles Brand, Family, 48 cans .....	7 00
Jersey Brand, Family, each 48 cans .....	7 00
Peerless Brand, Family, each 48 cans .....	7 00
St. Charles brand, small, each 48 cans .....	3 70
Jersey Brand, small, each 48 cans .....	3 70
Peerless Brand, small, each 48 cans .....	3 70

**CONDENSED COFFEE**

Reindeer Brand, large, each 24 cans .....	\$8 00
Reindeer Brand, small, each 48 cans .....	9 00
Cocoa, Reindeer Brand, large, each 24 cans .....	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.  
Toronto, Ontario

**Wheatgold Breakfast Cereal**

Packages, 28-oz., 2 doz. to case, per case .....	\$6 00
98-lb. jute bags, per bag ..	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag .....	8 50
5-lb. tins, 1 doz. in case.....	7 15

HARRY HORNE & CO.  
Toronto, Ont.

**Cooker Brand Peas (3 doz. in case) .....** 4 20

**Cooker Brand Popping Corn (3 doz. in case) .....** 4 20

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

40-lb. Canada Laundry.....	\$0 10¾
100-lb. kegs, No. 1 white..	0 11¼
200-lb. bbls., No. 1 white..	0 11¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	0 12¾
40 lbs., Benson's Enamel (cold water), per case..	4 10
Celluloid, 45 cartons, case..	5 00

**Culinary Starch**

4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces per case higher.)	10c
Challenge Corn .....	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	0 14
(20-lb. boxes ¼c higher, except potato flour.)	

**CULINARY STARCHES**

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. ....	0 12½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb....	0 11
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb. ....	0 17

40 lbs. Argo Corn Starch, 1 lb. packages .....	0 11
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. ....	0 14
(20-lb. boxes ¼c higher, except Potato Flour)	

**LILY WHITE CORN SYRUP**

2-lb. tins, 2 doz. in case....	6 00
5-lb. tins, 1 doz. in case....	6 85
10-lb. tins, ½ doz. in case....	6 55
20-lb. tins, ¼ doz. in case 6 00	
Celebrated Prepared .....	0 13½
40-lbs. Canada Pure or Barrels, about 700 lbs. ....	0 09
Half barrels, about 350 lbs., 0 09¼	

**CROWN BRAND CORN SYRUP**

2-lb. tins, 1 doz. in case....	\$6 00
5-lb. tins, 1 doz. in case....	6 85
10-lb. tins, ½ doz. in case 6 55	
(5, 10 and 20-lb. tins have wire handles.)	

**GELATIN**

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80

MAGOR, SON & CO., LTD.  
**INFANTS' FOOD**

Robinson's Patent Barley— Doz. 1-lb. ....	
1 lb. ....	
Robinson's Patent Groats— 1-lb. ....	
½-lb. ....	

CANADIAN MILK PRODUCTS, LIMITED  
Toronto and Montreal

**KLIM**

8 oz. tins, 4 dozen per case..	\$12.50
16 oz. tins, 2 doz. per case..	11.50
10 lb. tins, 6 tins per case ..	25.00

COLMAN'S OR KEEN'S  
**MUSTARD**

D.S.K., ¼-lb. ....	Per doz. tins
D.S.F., ½-lb. ....	
D.C.F., 1-lb. ....	
F.D., ¼-lb. ....	
Durham, 1-lb. jar, each .....	Per jar
Durham, 4-lb. jar, each .....	

**BLUE**

Keen's Oxford, per lb. ....	0 27
In cases, 12 12-lb. bxs. to case	0 27

**NUGGET POLISHES**

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each .....	\$1 25
---	--------

Doz.  
White Cleaner (liquid) .....

Card Outfits — Black, Tan, Toney Red, Dark Brown... 4 80

Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.....	\$1 24
Bobs, 12s .....	1 13
Currency, 12s .....	1 13
Stag Bar, 9s, boxes, 6 lb....	1 09
Pay Roll, thick bars .....	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies .....	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes .....	1 34
Forest and Stream, tins, 9s, 2-lb. cartons .....	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins .....	1 50
Master Workman, 2 lbs. ....	1 25
Master Workman, 4 lbs. ....	1 25
Derby, 9s, 4-lb. boxes .....	1 30
Old Virginia, 12s .....	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. ....	1 35

Good  
Business  
Follows  
Good Values

**"SALADA"**  
TEA

The Value is Incomparable  
The Sale is Irresistible

# INCREASE

in the first 9 months  
of 1920 over the cor-  
responding 9 months  
in 1919, amounted to

**1,429,438**  
POUNDS

Here is "Turnover"  
for you!

## UPTON'S Pure MARMALADES and JAMS

*Have you tried  
our  
1920 Pack?*



Healthful 'tween meal snacks for the Kiddies—  
Dainty, Delicious Deserts that grace any table—  
pure, wholesome food for any member of the  
family.

These qualities, plus attractive containers, plus  
national advertising, make Upton's Pure Mar-  
malades and Jams the choice of wide-awake  
grocers everywhere.

Order your supply to-day.

**THE T. UPTON CO., LTD.**  
HAMILTON, CANADA

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Rose and Laflamme, Ltd., Montreal, Que.  
Scott-Bathgate Co., Ltd., Winnipeg, Man.  
Gaetz & Co., Halifax, N.S.  
Schofield & Beer, St. John, N.B.



### Is It Running Low?

On crisp Fall days favorite dishes flavored with Mapleine touch the spot.

## Mapleine

"The Golden Flavor"

Housewives use Mapleine in syrup for daily hot cakes, in sauce for puddings and apple dumplings. It goes into the heart of baked apples—flavors cakes and icings—pumpkin and mince pies.

This frequent use soon empties the Mapleine bottle, and do not disappoint customers by telling them "You are just out."

Order to-day of your jobber.

F. E. Robson & Co., 7 Wellington St. West, Toronto  
Mason & Hickey, Box 2949 - Winnipeg

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

## LEMON BROS.

OWEN SOUND - ONTARIO

# TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE  
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL.

We manufacture all kinds of

## Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited  
Ottawa, Ontario

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

### COCOA AND CHOCOLATE

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	\$6 25
Perfection, 1/4-lb. tins, doz...	1 70
Perfection, 1/2-lb. tins, doz...	3 25
Perfection, 10s size, doz.....	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz. ....	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. ....	0 30

### UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb. ....	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box....	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box....	2 00

### SWEET CHOCOLATE

Eagle Chocolate, 1/4s, 6-lb. boxes	0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. ....	\$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ....	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....	0 60

### NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. ....	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box....	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. ....	0 47
Fruit and Nut Milk Chocolate Slabs, per lb. ....	0 47
Milk Chocolate, Slabs, with	

Assorted Nuts, per lb. ....	0 47
Plain Milk Chocolate Slabs, per lb. ....	0 47

### MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. ....	6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. ....	3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. ....	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. ....	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. ....	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. ....	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 80

### 6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, per box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box ....	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	....
6c pyramid packages, 4 doz. in box	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.

Toronto, Canada.

The Waxtite Line

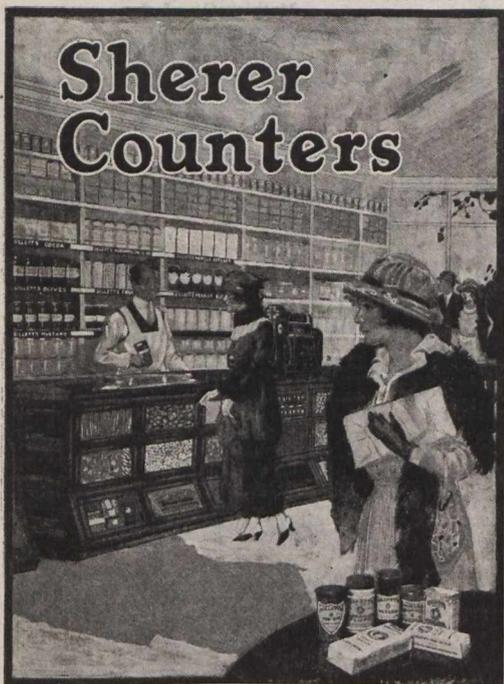
Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.

14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz. ....	\$6 30
Do., 3 lbs. ....	3 20
Superb Self-Rising Flour, 6 lbs. ....	6 10
Do., 3 lbs. ....	3 10
Crescent Self-Rising Flour, 6 lbs. ....	6 20
Do., 3 lbs. ....	3 15
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz. ....	1 60

To get business you must go after it.  
Others do it through this paper  
—why not YOU?

# Write for Your Copy of this New Catalogue



*Sell Groceries the New Way---  
Make Money---Not a Mere Living*

**Y**OU will need this new catalogue if you are planning improvements for the new year. It plainly discusses the modern methods of store-keeping that convert stores from mere *livelihood* makers into real profit makers.

It is a good time to turn your waste counter space into profit-space by the use of a Sherer Counter of the kind best suited to your business. It requires only a small investment. It pays for itself as it works for you.



**Why Don't You Own This Counter ?**

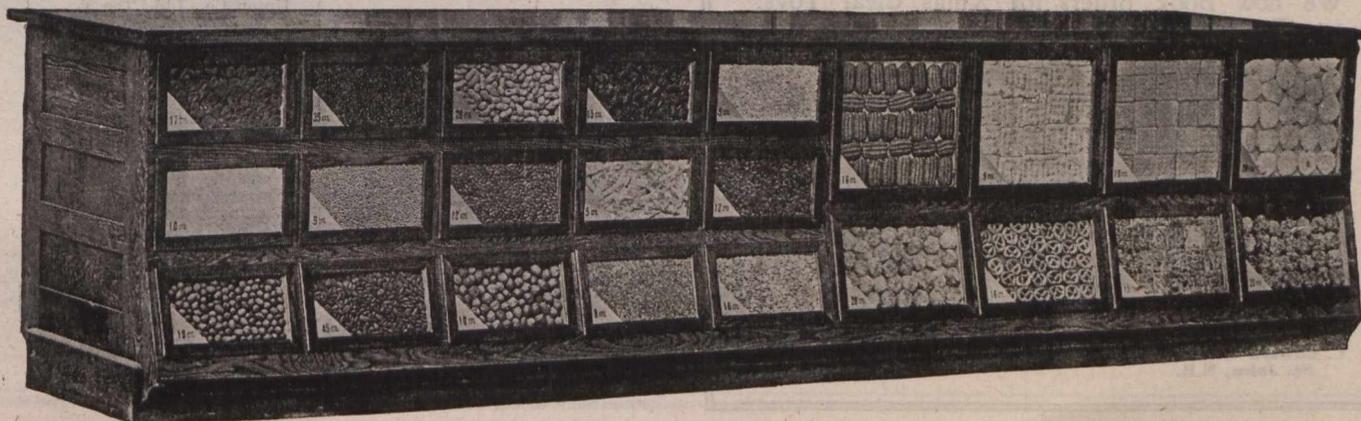
**SHERER GILLETT CO., LTD.**  
GUELPH, ONTARIO

## Ask Us How

Clip this Coupon and mail TO-DAY

Sherer Gillett Co., Ltd., Dept. 57  
Guelph, Ontario

Please send us our copy of the 1920 Catalog, and state terms.



Patented

INDEX TO ADVERTISERS

MARSH'S

Suggest that name when your customers ask for a good beverage and be prepared for holiday business by stocking Marsh's Grape Juice, Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar. They show a good profit and satisfy customers.



The Marsh Grape Juice Company  
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:  
The McLaren Imperial Cheese Company, Limited  
Toronto and Montreal



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, S.E.1, Eng.

Agents:  
F. Manley, 147 Bannatyne Ave. East, Winnipeg  
Sankey & Mason, 839 Beatty Street Vancouver.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

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229 Notre Dame West, Montreal

Our Agents:

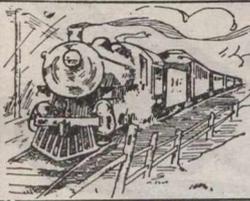
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Toronto, Ont.

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St. John, N.B.

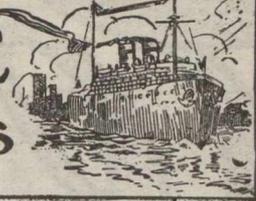
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



**STONEWARE JARS**  
 as Food Protectors  
 are needed in every  
 home.  
 Place your order  
 early.  
 The Toronto Pottery Co.,  
 Limited  
 608 and 609 Temple Bldg.  
 Bay and Richmand Sts.  
 Toronto, Canada

We are now located in our new and more  
 spacious warehouse at  
**60-62 JARVIS STREET**  
**TORONTO SALT WORKS**  
 GEO. J. CLIFF

**WHITE-COTTELL'S**  
*Best English Malt Vinegar*  
**QUALITY VINEGAR**  
 White, Cottell & Co., Camberwell, London, Eng.  
 Agents:  
 W. Y. COLCLOUGH, 259 Kingswood Road  
 Beach 2170 Toronto  
 J. E. TURTON, Board of Trade Building,  
 Montreal  
 OPPENHEIMER BROS., LTD.  
 Vancouver, B.C.  
 BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.  
**"SOCLEAN"**  
 the dustless sweeping compound.  
**SOCLEAN, LIMITED**  
 Manufacturers TORONTO, Ontario

THE  
**CHARLES MUELLER COMPANY**  
 Limited  
 Barrels and Kegs  
 Oak, Ash and Gum  
 From 5 Gals. to 50 Gals.  
 Waterloo - - - Ontario

**Olivier's Cream Toffee**  
 5 cent bars  
**O. K.—Almond—Cocoanut**  
 The finest made  
*Brokers*  
 Man, & SasS. - - - Watson & Truesdale  
 Calgary - - - Clarke Brokerage  
 B.C. - - - Robt. Gillespie & Co., Vancouver  
**G. F. OLIVIER (the toffee man)**  
 MEDICINE HAT

**A. F. VINCENTELLI & CO.**  
 ANTWERP (BELGIUM)  
*The oldest Corsican Candied Peel and Fruit Manufacturers*  
 CITRON - LEMON - ORANGE  
 CHERRIES - ANGELICA  
 ASSORTED FRUITS, Etc.

Buyers' Market Guide  
**NEW CURRANTS ON THE WAY**  
 A shipment of new Grecian currants is expected to arrive about November first. Grecian currants this year are running well to the better grades which will have a tendency to make the spread in prices between the different grades less than for several years. Patras will probably be quoted at nearly the same price as Amalias. Vostizzas will also be lower.

TRY OUR  
**BRICK and LIMBURGER CHEESE**  
*Always Choice and Fresh*  
**Sebringville Cheese Factory**  
 R. R. No. 5 - STRATFORD, ONT.

# GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from  
**C. A. MANN & CO.**  
 LONDON, ONT.  
 Phonn 1577

**RAMMANTLES**  
 THE STANDARD BY WHICH MANTLES ARE JUDGED  
 GAS and GASOLINE MANTLES  
 FOR ALL STYLES OF LIGHTS  
 ASK FOR SAMPLES and QUOTATIONS.  
 R-M-Moore & Co. Ltd. Vancouver B.C.  
 PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.  
 SARNIA, ONT.  
 Manufacturers of:  
 Ice Cream Cartons, Parafined.  
 Butter Cartons, Parafined.  
 Egg Cartons: Special Egg Fillers.  
 Folding Candy Boxes; also handy  
 Parafine boxes for bulk pickles,  
 Mince meat, etc.

These one-inch spaces  
 only \$2.20 per insertion  
 if used each issue in the  
 year.

30 DOZ. CASE FILLERS  
 ONE DOZ. CARTON FILLERS  
 3/4-INCH CUSHION FILLERS  
 CORRUGATED FLATS  
**The TRENT MFG. CO., LTD.**  
 TRENTON - - - ONTARIO.

Say You Saw It In  
 Canadian Grocer,  
 It Will Help To  
 Identify You.

# Wanted

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Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

## SITUATIONS VACANT

**YOUNG MAN (27), SINGLE, WITH THREE** years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

## FOR SALE

**FOR SALE—LIVE GROCERY IN SASKATCHE-**wan city, stock \$5,000, fixtures and delivery car, \$3,000. Turnover, \$100,000. Rental \$50, on favorable lease. Modern store in best residential district, where price-cutting is unnecessary. Cash required, \$6,000. Possession November first if necessary. Box 294, Canadian Grocer, 143 University Ave., Toronto.

**FOR SALE—GENERAL STORE BUSINESS** and dwelling; post office in connection. Best locality in Annapolis Valley, N.S.; or would consider active partner with capital and enlarge business. Full particulars to Box 292, Canadian Grocer, 153 University Ave., Toronto, Ont.

**FOR SALE—ONE OF THE LARGEST AND** best retail grocery businesses in Western Canada, located in the best city. Turnover last year, \$212,000. Showed good profit. Reason for selling, ill health. Splendid opportunity for right party. Price, approximately, \$30,000, practically all cash. Apply owner, Box 288, Canadian Grocer, 153 University Ave., Toronto, Ont.

**MERCHANTS WHO WANT HAY OR CANA-**dian leaf tobacco communicate with Chs. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

## FIXTURES FOR SALE

**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

## COLLECTIONS

**MANUFACTURERS, WHOLESALERS AND** Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

## BAKER'S COCOA and CHOCOLATE



Registered  
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

**Walter Baker & Co. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

## SITUATIONS WANTED

**SITUATION WANTED—BY SMART YOUNG** man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

## POSITIONS WANTED

**REAL LIVE MAN WITH LIFELONG EXPERI-**ence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

**TEA BUYER, SINGLE, 33, WITH THOROUGH** knowledge of all growths of tea, seeks good appointment. 12 years' experience of buying, blending, etc. Can organize and increase an existing turnover. Correspondence invited to Box 212, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4, England.

**M**ANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

To get business you must go after it. Others do it through this section—why not YOU?

## COLLECTIONS

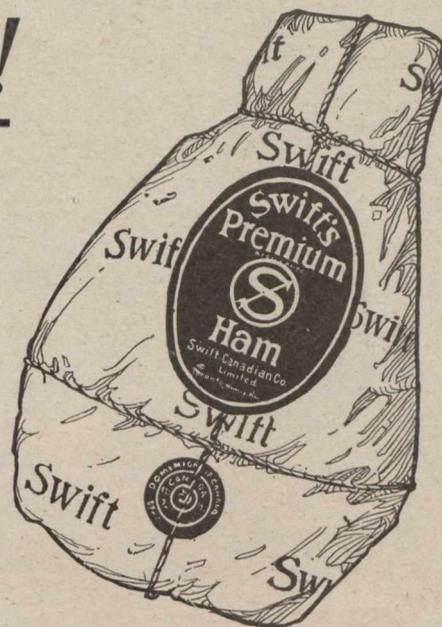
Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency**  
Laprairie (Montreal) Que

EVERYWHERE  
NO  
COLLECTION  
NO  
CHARGE  
EFFICIENT  
RELIABLE

## Satisfied Customers!

*That's the Only Way  
to Business Success*



Swift's Premium Hams and Bacon create good-will and satisfaction that bring trade to your store from an ever-widening territory.

Butchers and Grocers are continually telling us that "Swift's Premium" is one Brand that is *sure* to give satisfaction and to bring repeat orders.

In addition, we are constantly stimulating *new* demand through our extensive magazine and newspaper advertising. Order

# Swift's Premium Hams and Bacon

for your trade and be sure of satisfied customers.

**Swift Canadian Co.,  
LIMITED**



**"Sealshipt  
Oysters"**  
In Glass Jars



**Fresh from the Sea  
to the Consumer**

## *For the Better Class Trade*

Oysters are not a necessity and how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. A lower price will not compensate for inferiority in oysters.

"Sealshipt Oysters" in glass jars are packed to a standard and not to a price. They are put up the best we know how. Back of these goods is the strongest oyster organization in America. There is no worthy substitute for "Sealshipt Oysters" in glass jars. Refrigeration is absolutely necessary as these oysters are packed without any preservative. The price is \$6.50 for the 1 dozen case and \$12.50 for the 2 dozen case. On the matter of bulk stock it is the same stock as we pack in the glass jar. The Three wine gallon package, which is 2½ Imperial gallons, is \$12.30; the Five wine gallon package, which is 4 1/6 Imperial gallons, is \$20.00.

Do not overlook the advantages of obtaining your supply from an exclusive oyster house. We devote our entire time and ability to the one thing we know best.

**CONNECTICUT OYSTER CO., LTD.**

*"Canada's Exclusive Oyster House"*

**50 JARVIS STREET - TORONTO**