

**PAGES
MISSING**

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, OCTOBER 10, 1919

No. 41

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

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

It's Sound Business to put Your Selling Efforts Behind Repeaters

Borden Products have attained the pinnacle of superior quality and purity and have remained there for over 60 years.

Housewives recognize this fact—they have proved it. It takes little selling effort to complete a "Borden" sale because your customers know how good the Borden lines are.



Borden's



Borden's



Borden's
MILK PRODUCTS LEAD IN QUALITY

Are you selling as much of Borden's Milk Products as you should?

Borden quality is backed by a big, strong advertising campaign, and every grocer can cash in on it by using window displays and other Borden advertising matter which is furnished FREE.

WRITE US.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



Don't overlook this fact when ordering

This fall and winter selling of St. Williams Jams and Marmalades will be a record-breaker.

Lack of sugar and its high price during preserving season prohibited thousands of housewives from "putting down fruit" with the inevitable result that grocers will be called upon to fill a demand that will outrival all previous selling.

There's always a big call for these popular preserves. Made only from pure cane sugar and selected, nature-ripened fruit, St. Williams products are both delicious and economical.

Your customers will prefer St. Williams once they've tried them. Repeat orders are the rule.

Stock up now and order adequately.

St. Williams Fruit Preservers

Limited

SIMCOE and ST. WILLIAMS, ONT.

Distributed by

MACLURE & LANGLEY



CLARK'S SPAGHETTI



with Tomato Sauce and Cheese is becoming one of the most popular dishes. This season's pack is particularly good and the moderate price makes it a ready seller.

CLARK'S PORK AND BEANS

with Tomato, Chili or Plain Sauce are still the leaders in quality reputation and demand.



Don't forget the other "Clark" good things.

W. Clark, Limited

MONTREAL

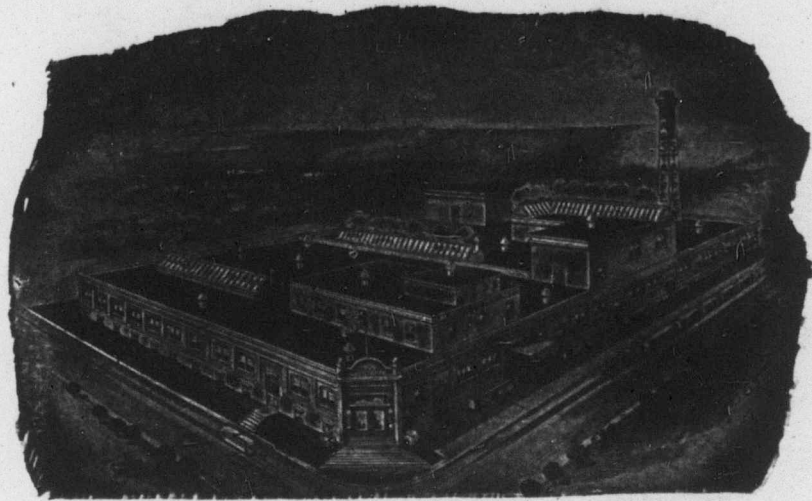


WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

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

A Remarkable Growth

UNBALANCED conditions during the War tested the utility of many lines carried by the merchant. Among these was Baking Powder. EGG-O BAKING POWDER *proved* its absolute utility.

With heavy war flours, a good Baking Powder was essential. For this very reason the women folk investigated and discriminated between Baking Powders, and selected the Combination Baking Powder as the most sure and efficient.

Egg-O Baking Powder is a Combination Powder, and that it stood the test is amply demonstrated by the fact that our sales in Ontario during 1918 were over twenty-one times greater than the sales in 1915. This should convince all merchants of the advantage of stocking up with Egg-O Baking Powder.

Egg-O is carried in stock by all jobbers

EGG-O BAKING POWDER CO., LIMITED

HAMILTON - ONTARIO



Everyone Who Bought Canada's Victory Bonds Made Money : : : : :

EVERY one of the million and a half subscribers to Canada's Victory Bonds knows that he can sell them to-day for more than he paid for them.

Every one who bought Canada's Victory Bonds has received 5½ per cent interest per annum---paid twice a year.

Over half a million Canadians who bought Canada's Victory Bonds on the instalment plan saved money that they would not otherwise have saved.

The guarantee back of Canada's Victory Bonds is the same as the guarantee back of a One Dollar or a Two Dollar bill. There is this difference, however, that you get interest on the Victory Bonds and you don't on the One or Two Dollar bill.

Canada's Victory Bonds will always be accepted as security for a loan.

Banks are ready to loan money on Canada's Victory Bonds.

Canada's Victory Bonds may be turned into cash at any time.

There is no other way in which you can invest your money with such absolute security---paying such a good rate of interest.

Canada will soon give her citizens an opportunity to buy Victory Bonds 1919. It will probably be the last chance to buy Canada's Victory Bonds on such favorable terms.

Prepare to buy as many Victory Bonds this time as you now wish you had been able to buy the last time

Victory Loan 1919

"Every Dollar Spent in Canada"

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



The Coffee Test—By Cups

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

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

J. Aron & Company, Inc.
COFFEE

Importers

Exporters

CHICAGO

NEW YORK

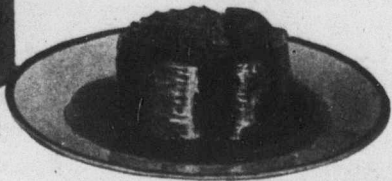
LONDON

SANTOS

NEW ORLEANS



EVERY MORSEL EDIBLE
AND DELICIOUS



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

"ALBATROSS PILCHARDS"

The Best Value Canned Fish on the Market.

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

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

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, 1/2lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.



A NATIONAL
SUCCESS

**RED ARROW
BRAND
BISCUITS**



YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

WALLACE'S HERRINGS



Like Wallace's Salmon and
Pilchards Give Splendid
Satisfaction.

Your Jobbers Can Get Them
For You

WALLACE FISHERIES LIMITED
VANCOUVER

The New Tastes Call for Raisins

More raisins were consumed last year than ever before in the nation's history. That is due to the call for better foods—more delicious and more nourishing. Standards everywhere are raised, and the public has the means to meet these standards. Raisins, because of their nutriment, are one of the most economical of foods.

SUN-MAID RAISINS

The Nationally Advertised Brand

will continue to be the favored kind. Be sure that you display them. Note how quickly people buy.



California Associated Raisin Co.

Membership 9,000 Growers
FRESNO, CALIFORNIA.

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER



"Here Since 1857"

Blackwoods, Limited WINNIPEG

Temperance Drinks
Pickles
Flavoring Extracts
Sauces
Baking Powder
Tea
Fountain Syrups

Use one source of supply—less worry—less trouble—better results. Let Blackwoods be that source.

"Here Since 1857"

Blackwoods, Limited
WINNIPEG, - MAN.

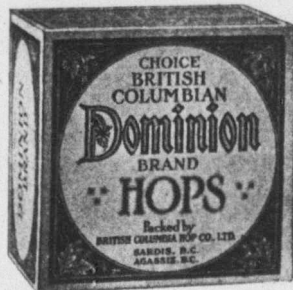


HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

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

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



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

Canada Food Board License No. 4-517.

1919 Season Pack of Canned Salmon Now Ready

Cover your requirements now

*Our
 Reliable Brands*

“Hallbest”
 Red Sockeye

“Hallfancy”
 Red Spring

“Hallred”
 Red Blueback



*Our
 Reliable Brands*

“Hallchoice”
 Red Coho

“Hallpink”
 Northern Pink

“Hallchum”
 Choicest Fresh Chum

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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

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

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS



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

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

**Wholesale Grocery Brokers
Commission Merchants**
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1906.
GEORGE ADAM & CO.

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

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

C. H. GRANT CO.
Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

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

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

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

TRUCKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

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

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

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., East

WINNIPEG

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

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with
SERVICE that
SATISFIES

We have 20 **S**CIENTIFIC
SPECIALTY
SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited.

Write or wire us.

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 & 26 Wellington St. W., Toronto.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

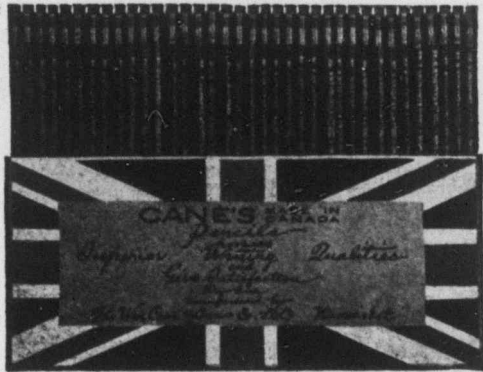
LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

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



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

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

At your wholesalers or direct from

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



Furnivall's

The Quality that
made Furnivall's
the leader in Fine
Fruit Pure Jams
is strictly adher-
ed to season after
season and this
year's pack is, if
possible, better
than ever.

Are You Well
Stocked?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

Crème de Menthe
as sold by us is very good,
so are the other lines.
S. G. Bendon Utility Co.,
Montreal

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

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

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

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

WANTED

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

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

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

MARITIME PROVINCES

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

WANTED

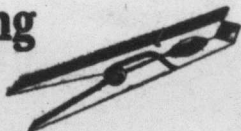
Specialty salesmen for the City of Toronto, and to make occasional calls at outside points, on retail grocers.
A wonderful opportunity for the right young man with prospects according to his ability in getting business. Our lines are world known. Apply stating experience and salary expected.
Care CANADIAN GROCER,
MacLean Pub. Co.
Montreal

You Try This

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

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



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

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

MR. GROCER!

Are you handling—

REX CEDAR OIL
REX FLOOR WAX
REX FURNITURE CREAM
REX WASHING COMPOUND

These are good, staple lines that your customers will need.

Order from your wholesaler or—

McDonald Adams, Winnipeg
S. H. Moore, Toronto
King Southcot, Vancouver

Rex Chemical Company

103 WELLINGTON ST.

MONTREAL

Just introduce this big "Red and Blue" package to your customers



They will be instantly won by its superior quality and "really different" flavor.

This big, attractive carton of delicious "Quality Oats" will add a host of friendly customers to your list and **NET YOU A MIGHTY FINE PROFIT.**

Try a sample order of this new breakfast delight. Every package sold means many repeat orders and a basis for future big business.

READY TO SHIP AT ONCE. WRITE OR 'PHONE TO-DAY.

Canadian Cereal & Flour Mills Co., Limited

TILSONBURG, ONTARIO

Head Office: - - Stratford, Ont.



Its superiority has won for it the approval
of the discerning housewife.

The well-liked sugar that you should sell.

In 2 and 5-lb. cartons; 10, 20 and 100-lb.
bags; half-barrels and barrels.

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

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

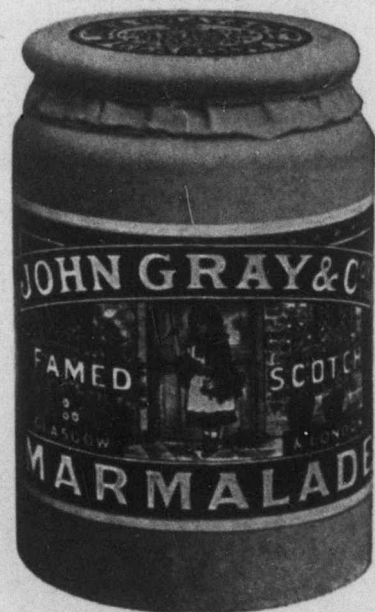
Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



Window Trimmers

Attention!

CLASS TWO
Towns and Cities
Over 10,000
 1st prize . . . \$25
 2nd prize . . . 15
 3rd prize . . . 10

CLASS ONE
Centres Up to
10,000 Pop.
 1st prize . . . \$25
 2nd prize . . . 15
 3rd prize . . . 10

Trim your window with

McLAREN'S INVINCIBLE PRODUCTS

procure a photograph and mail to McLarens Limited, Hamilton so as to reach us not later than November 10th.

RULES:

- 1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.
- 2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.
- 3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.
- 4—Displays to appear during the months of August, September and October and must remain on display for at least one week. Contest closes October 31st.
- 5—Every contestant must procure a photograph and mail to McLaren's Limited, Hamilton, so as to reach us not later than November 10th, 1919.
- 6—"Canadian Grocer" and a leading Toronto Window Trimming expert will act as judges.

Your entry coupon should be mailed at once to

McLARENS LIMITED
 HAMILTON AND WINNIPEG

ENTRY COUPON
 McLarens Limited, Hamilton
 I agree to enter the window trimming contest according to the rules given.

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—Two cents per word for first insertion, one cent 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

"SALADA"

The character of this brand has an international reputation.

Its success has never been equalled in the history of the Tea trade.

IT SELLS EVERLASTINGLY.

Experiments with Bulk Teas and other brands can only prove a profitless occupation.

The foregoing is not simply an advertisement **BUT PLAIN STATEMENTS OF FACT!**

SALADA TEA COMPANY
TORONTO and MONTREAL



UPTON'S JAMS AND MARMALADES

ARE ABSOLUTELY PURE

The T. Upton Company, Limited
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company,
Toronto, Ont.
Rose & Laffamme, Limited,
Montreal, Que.

Gaetz & Co.,
Halifax, N.S.
Schofield & Beer,
St. John, N.B.

P. H. Cowan & Co.,
St. John's, Nfld.
Scott Bathgate Co., Ltd.,
Winnipeg, Man.

Wethey's Mince Meats

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

Bulk Grades
Tubs and Pails

Standard
Extra Standard
Ready to Use
Home Made

Condensed
Grade

Packaged Mince Meat
3 doz. cartons in case

Each a Leader in its own
particular class.

Order from your jobbers and specify Wethey's.

J. H. WETHEY, LIMITED

St. Catharines, Ontario

Low Grade Tea Risky Business

IT is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

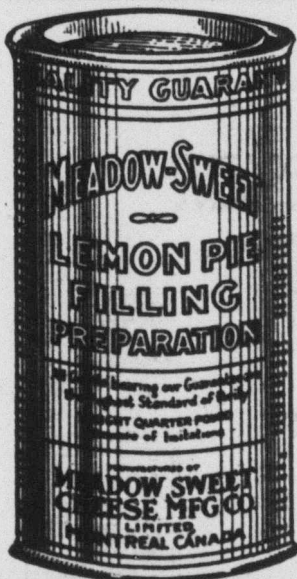
It is well to consider these facts in connection with low-grade teas. **Will they satisfy your customers?**

Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on low grade teas.

You know from past experience that Red Rose Tea has satisfied your customers and that you will **make more permanent** profit by recommending it.

Red Rose Tea "is good tea"



GROCCERS

This is a new line of

**LEMON
PIE
FILLING**

Makes enough filling for
4 Pies

Just what your customers require. Recommend it to them. It's good, and shows you a good profit. Order your supply now from your wholesaler.

Selling Agents:

Dunn-Hortop
Toronto

Angevine & McLaughlin
Eastern Provinces

D. M. Doherty
Vancouver

Meadow Sweet Cheese Mfg. Co.
Montreal



The High Cost of Living

is absorbing the attention of your customers and they depend on you, Mr. Grocer, to supply them with the best products at the least possible price.

Brodies XXX Self-Raising Flour

will satisfy your trade and at the same time give to your customers the best value for the least money.

Brodie's XXX Self-raising Flour makes excellent pastry, pies, biscuits, muffins, etc.

Show this package to your customers. It will help relieve the housewives troubles.

Order your supply to-day from your wholesaler.

Brodie & Harvie, Limited
Bleury St., Montreal



FREE YET VALUABLE

This beautiful lithographed window display card is free for the asking. Just send us your name and address. In your store this silent salesman will prove a splendid addition to your sales force.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

Abbey's EFFERVESCENT SALT

Is a Steady Money-Maker For Every Grocer Who Handles Package Medicines

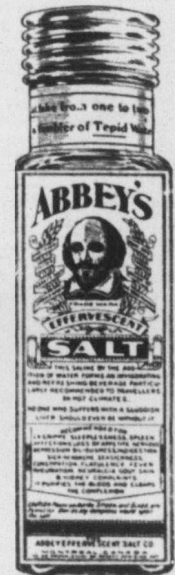
ABBEY'S SALT is popular because its quality has been steadily maintained. It grows more popular every day because it is steadily advertised from coast to coast.

It is a reliable Saline—an effective Tonic Laxative—that thousands of people depend upon to keep them in good health.

Every druggist in Canada handles ABBEY'S SALT. Every grocer and general store can do so and make money on it.

Order a supply. Your wholesaler carries ABBEY'S SALT.

THE ABBEY EFFERVESCENT SALT CO. - MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, OCTOBER 10, 1919

No. 41

Building Business on Friendship Pays

"ALL the stock I had when I started business in Wetaskiwin in the early spring of 1916 you could put in a wheelbarrow," said Thomas Lawson, now one of the leading merchants in that town.

"And what was your turnover last year?" Mr. Lawson was asked.

"About \$96,000."

"How much was your original stock worth?"

"\$1,500."

"And how did you do it?"

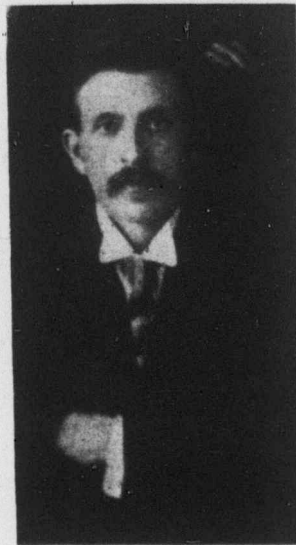
The story of how Mr. Lawson did it constitutes one of the most romantic narratives in Western Canadian business life. It is also the story of how this merchant, having lost a fortune, staged one of those sensational comebacks that are the marvel of the commercial world. During his first year in business his turnover was approximately \$18,000. During the second year the figure jumped to \$56,000. The business done during the third year approached very close to the \$100,000 mark, and this year, basing his estimate on his percentages, the turnover will reach \$135,000. The turnover during the month of June totalled \$11,000, and the big business is yet to come in the fall.

Courtesy and Service the Open Sesame

How did he do it?

By service and courtesy and by winning friends, says Mr. Lawson, but his explanation does not go far enough. It is quite clear that other merchants in that town must have lost a very considerable amount of the business that Mr. Lawson gained. It seems equally true that some weakness in their system of doing business gave this expert merchandiser the opportunity of developing a small business to huge proportions with lightning-like rapidity. There could be no greater lesson in the reward that great personal service and close attention to business brings in this day of keen competition and original methods.

The representative of CANADIAN



THOMAS LAWSON,

Who, starting with a \$1,500 stock at Wetaskiwin in 1916, and as a perfect stranger in the town has developed his business to a turnover of \$100,000 in three years.

GROCER happened into the grocery department of this general store one early morning in July in time to witness a little scene that embodies in its general tone the policy that has won success for the Lawson store. A foreigner in the hands of a genial clerk—a hand-picked clerk—had just concluded the purchase of an exceptionally large bill of goods. He had bought a dress for his wife, a suit for himself, some shoes for the children, and a generous supply of groceries. He was about to leave the store.

"Just a minute," said the clerk, as he darted in behind the counter, reappearing in a second with a nice plump cigar in his hand.

"Have a smoke on the house, old man," he said.

The gift of this cigar, that probably cost the firm about seven cents, was accompanied by that wonderful stimulant, the pleasant smile of friendship, and it was received by the foreigner with as much appreciation as if it had been the gift of a ten dollar gold piece.

Other merchants might have given that foreigner a very substantial discount to purchase a bill of goods over the hundred dollar mark, but without achieving the same effect as the gift of

3-year Record of a Wetaskiwin Store

that one cigar, for the foreigner in a strange country likes to feel once in a while that he is an important personage, and recognized as such by the local merchant. The little incident was the result of observing this trait in his character, and it may be quickly said that the cigar-giving habit is not the general policy of this store.

Getting on Friendly Terms With Customers

Those who are familiar with the personal habits of Mr. Lawson say that he makes a habit of greeting all his customers, whether they are wealthy or poor, in an unassuming, democratic spirit, and with a genuine friendship that wins and holds trade. He has a consuming desire to give service and satisfaction that makes itself felt on every possible occasion.

"Do everything possible to hold the customer," is the motto of this merchant. He would sooner cut off his finger than quarrel with a man or woman on whom he was dependent for future business. "In the case of any kind of dissatisfaction," he said, "I would sooner lose the money any day, and lose it smilingly, than lose the customer."

If there is an article or material that the customer wants and that the store does not carry, this merchant has instructed his clerks to go to elaborate pains to get it for him without delay. Extra telephones are established in the grocery department in order to give instant response to calls, and the matter of prompt delivery is one that is rigorously followed out in this store.

In a word, the Lawson concern in Wetaskiwin has achieved the utmost success, not by any spectacular methods, but by common-sense modern methods of doing business, and this embraces all that pertains to expert merchandising in the way of stocking quality goods, and a wide range of the various lines desired by the community. People will shop where they can get what they

want, get it at the proper price and where service and civility are always in evidence.

The Right Lines at the Right Price

It is Mr. Lawson's long experience in the general store business that enables him to stock the right lines at the right prices. For eight years prior to 1911 he was in business at Kelowna, B.C., his turnover at the time he sold out averaging about a quarter of a million dollars each year. While in this store he employed a staff of eight clerks. After he had sold out Mr. Lawson went to Victoria, B.C., where he proceeded to invest in real estate. Then the war clouds began to gather, knocking the bottom out of the market, and sweeping away the fortune that had been won by many years of strenuous endeavor.

Enters a New Field

It was in the fall of 1915 that Mr. Lawson landed in Wetaskiwin, a complete stranger. In discussing the motive which led him to seek Wetaskiwin as the scene of future operations, he stated that his family was growing up, one daughter going to high school, and he felt it incumbent upon himself to locate in a town with good schools and homes and with modern light and water systems. He first worked with a merchant "across the track," as they say when they refer to the older portion of the town, handling the books and helping to sell fruit. It was in the following February that the opportunity was presented to secure one of the largest stores in the heart of the business district, and the \$1,500 worth of boots and shoes and men's furnishings with which he began business was given to him by the old Kelowna concern in lieu of certain dividends to which he was entitled. When he moved in he occupied only the front portion of one store, then dry goods were added in the spring of 1917, after which the adjoining store in the brick block was rented for a grocery department.

The store now carries a stock of goods to the value of \$30,000, it is finely equipped throughout with fixtures, and is ranked as one of the largest concerns in town. Some time ago a limited company was formed with Mr. Lawson as president and general manager. There have not been any unusual crops in the district to warrant the phenomenal development, but there has always been a very fair crop, and the farmers, who largely engage in mixed farming, derive a very large revenue from the sale of cream. This is all cash business, and the Lawson store reaps the benefit. On an average Saturday cream checks to the value of about \$400 are cashed in the store.

Advertising Helps

As might be expected, the use of display advertisements of liberal size has played an important part in the success of the store. Grocery specials "for one week only," feature these advertisements. At the present time a guessing contest is in full swing, with an automobile valued at \$1,620 as the

prize. Each dollar spent at the store entitles the customer to one estimate as to the number of kernels of wheat in a glass pickle jar.

But whatever methods may be employed in this store there is one element that supersedes them all, and that is the personality of the president. He has the inborn faculty of winning the confidence of the people, notably the members of the farming community. Other merchants told him he would fail in six months, and travellers looked with skepticism on his efforts. Wetaskiwin used to be a good town they told him, but it had gone stale. Inadvertently they hit on the very thing that gave this live wire his opportunity. He proceeded

to freshen things up, and states that he would have been well satisfied if he had worked his business up to the \$100,000 mark within seven years instead of three.

Mr. Lawson exercises the same influence over his clerks as he does over the buying public. He uses great care in the selection of these clerks, and gives them such a square deal that they are working for him every minute of the day, bound with ties of loyalty that means a cheery, optimistic spirit throughout the store, and every effort made to give service, which is the dynamo that is driving all the wheels of this big and constantly growing business.

Charges Re Dominion Canners Denied

Director of Company Claims Charges Are Preposterous and Occasioned by Malice—Seeks Opportunity to Refute Them

OTTAWA, Oct. 8.—(Special).—In connection with the charges made in the House of Commons this week by the leader of the Opposition, D. B. McKenzie, that the Dominion Canners had supplied the soldiers with adulterated feed, CANADIAN GROCER interviewed F. R. Lalor, M.P., who is one of the directors of the Dominion Canners.

The discussion of the canned goods rose on the presentation of a motion by the leader of the Opposition calling for the production of all papers and correspondence having any bearing on contracts between the Government and the Dominion Canners. Mr. McKenzie read a series of letters alleging that there were pebbles in cans supposed to contain pork and beans, and that filth had been put in cans sent to the soldiers. Considering that about sixty million cans had been supplied, he drew the inference that trainloads of pebbles and so forth had been put up by the Dominion Canners and supplied to the Government in place of food. He asked for an investigation and the resolution for the production of papers was carried.

In discussing the matter with the Ottawa representative of CANADIAN GROCER, Mr. Lalor said that the whole story arose as a result of spite on the part of certain individuals who were endeavoring to injure the company, and particularly the Simcoe plant. There was no truth in the charges as made, and he expected to bring the matter up in the House for the purpose of making an explanation if he could secure an opportunity to do so. With regard to the evidence which Mr. McKenzie had presented in support of his allegations, he said that affidavits had already been secured from those who had been quoted as evidence, proving that the stories were untrue. In the case of agricultural products, such as peas and beans, gathered and shipped under urgent con-

ditions, it was impossible to prevent an occasional particle of perfectly clean foreign matter, such as minute pebbles, occasionally getting mixed in with the contents of the can; but that always happened, in spite of every effort to prevent it. But to assert that this occurred in anything excepting small quantities and in rare instances was absolutely untrue. All the goods concerned were inspected by officials appointed by the War Purchasing Commission, who opened cans at random, and if there had been such conditions as were reported, the goods would never have got past them.

As for reports of unclean and insanitary conditions, in any wooden canning plant where the employment of very large quantities of steam are necessary, with the consequent prevalence of moisture, and where debris will accumulate, some untidiness will be found, but this is purely incidental to the day's work, and such conditions were daily made right, as the Government inspectors insisted that they should be.

The impression allowed to get abroad by such irresponsible statements as were quoted in the House is a bad one, and Mr. Lalor declares absolutely baseless.

WILL ENFORCE RULE REQUIRING 14 OZ. LOBSTER TO THE CAN

With the opening of the new lobster year the lobster canners of the Maritime Provinces will be compelled to put 14 ounces of dried lobster meat in a can, as provided by the statute. During the year about to close, departmental regulations provided for 12 ounces of dried meat per can. At a conference on October 3 between members of the Marine and Fisheries Committee and officials of the department, including George Desbarats, Deputy Minister, the department announced its intention of dispensing with the regulations and adhering to the terms of the statute.

Wholesalers and Retailers Confer

Representatives of Toronto Wholesalers Discuss With City Retail Grocers Matters of Vital Interest to Both Factions of the Trade.

REPRESENTATIVES of the wholesale grocers of Toronto met with grocers' section of the retail merchants' association on Monday evening of this week, to consider the six questions that were brought before the meeting of the wholesalers in Ottawa in August last. The questions are as follows:

The Questions

1. Do you consider that wholesale grocers should sell direct to hotels, restaurants, farmers' clubs, co-operative societies, mail order houses, chain stores, and to customers who are not actively engaged in the retail trade?
2. Do you consider that the wholesale and retail trade should carry the stocks of the different staple lines of goods, such as canned vegetables, fruits and fish, jams and jellies, etc., by placing orders in advance?
3. Provided the wholesale trade agrees to eliminate a great many injurious practices that are now carried on in the trade, do you consider that it would be advisable for us to agree to make all our purchases through the wholesale trade of the goods that the wholesale grocers handle, and which we require, instead of buying direct from the manufacturers?
4. Do you consider that wholesale grocers should sell to persons who have no knowledge of the grocery business and supply them with more stock than they have capital?
5. Would you be in favor, through the Grocers' Section of our Association, of giving retail grocers a certificate stating that they are qualified retail grocers?
6. Do you consider it advisable that wholesale grocers should sell to retail grocers who have failed in business, and who have been in the habit of price-cutting, and who have settled their liabilities at a percentage on the dollar more than once?

Wholesalers Present

The wholesalers present were: Hugh Blain, W. P. Eby, D. Blain, H. Hardy, H. H. Paffert, T. H. Kinnear, T. J. Medland, F. M. Sloan, and B. Robinson. The questions as to whether wholesale grocers should sell to boarding houses and consumers generally in the city of Toronto, was left to a committee of retail grocers to confer with a similar committee from the wholesalers. The retail members of the committee are Robt. Dowson, Geo. H. Thornley, W. J. Parks, J. F. Ardell, E. W. Duke, J. L. Casey and D. W. Clark. In regard to question two, Hugh Blain, of the wholesalers, moved, and D. W. Clark of the retailers seconded, that stocks of canned vegetables, fruits and fish should be carried by the packers, in storage, until such time as purchase is desired, and then the cost could be charged to the cost of goods to the wholesaler, at the time of delivery. Questions four and six were considered wholly within the confines of the wholesalers' business, and were matters over which the retailer had no control.

Following a discussion on the above questions, Hugh Blain of Eby-Blain, wholesale grocers, gave an instructive talk on organization, and in the course of his remarks, stated that in the matter of retail grocers being discriminated against, in favor of cut-rate stores, and such like, he believed that if the organization of retail grocers was what it

ought to be, such discrimination would be impossible. T. H. Kinnear also addressed the grocers. He pointed out that he had instructed all his travellers to

talk up the Retail Grocers' Association, urging their customers to enlist in its membership.

Representatives in Council

The grocers of the city of Toronto also intend to have representation in the City Council, and with that idea in mind, have a committee at work now, looking up candidates, and taking preliminary steps towards organization, so that when the time comes, they will be ready for the campaign.

Closing Store Changed Character

Court Case Gives Damages Against Merchant Who Closed Store After Long Operation in One Character

AN interesting and important case was heard in the Montreal Court of Reviews, dealing with the right of a tenant to vacate the store, thus changing its character, when called to the colors. Mr. Justice Monet, in the Superior Court, held that the calling to the colors represented a force majeure which relieved the defendant from liability to his landlord under the lease.

The appeal from this judgment was heard by Mr. Justice de Lorimier in the Court of Reviews, who reversed the judgment on the ground that force majeure had not been pleaded, and that, therefore, the case must be decided upon the merits of the fact as to whether the defendants had the legal right to close the store in the circumstances revealed in the evidence. His Lordship held that he did not, and reversing the judgment of the Superior Court, rendered judgment for the plaintiff.

Closing of Adjoining Store Caused Injury

The store in question was a butcher's stall in premises at 628 Parc Lafontaine, Montreal, immediately adjoining and communicating with a grocery store occupied and conducted by J. O. Deziel, landlord and plaintiff in this action. The said part of the premises was leased to the defendant Champagne specifically as a butcher's stall as from May 1, 1916, at a rental of \$25 month. It had been used as a butcher's stall for a period of twenty-five years previously and defendant occupied it as such until April, 1918, when he was summoned to his military duties under the obligations of the Military Service Act, then in force. He accordingly closed the store, and plaintiff sued him for \$410, being 13 months' rent—the lease was made out to May 1, 1919—\$75 damages, and \$10 cost of protest served on defendant. The plaintiff pleaded that the closing of the butcher's store meant a certain loss of custom to his grocery store, as with one communicating with the other each brought trade to the other in the ordinary course.

The plea of the defence was that no rent was owing at the time the store was closed, and sufficient furnishings were left on the premises to pay for the rent for the balance of the period of the

lease, and that, in any event, the plaintiff's action was premature.

Closing Store Changed Character

The actual issue was whether defendant in closing the store had rendered himself liable to his landlord through changing the designation of the place. It had been established that the establishment had served as a butcher's store for at least twenty-five years, and that it was leased to defendant for that purpose. Article 1626 of the Civil Code provided that the first obligation of the lessee was "to use the thing leased as a prudent administrator for the purposes only for which it is designed and according to the terms and intention of the lease."

Did the closing of a store by the tenant constitute a change of designation? Justice de Lorimier asked.

Plaintiff Had Interest in Maintaining Character of Store

His Lordship quoted different authors in support of an affirmative reply to his question, and to support a ruling to the effect that the proprietor of a store has an interest to demand that the custom of the store and the character under which it is known to the public shall not be changed. This gave him, the Judge said, a right to have the lease quashed if such change was made. Without this right the landlord would suffer damages through the fault of his tenant.

In this instance, the Court found there could be no doubt that in the light of the facts, plaintiff had an interest to have the store in question kept open in order to maintain its custom, either for the benefit of plaintiff's own trade as a grocer or to preserve the commercial value of the location of the store leased to defendant.

The Judgment

"The plaintiff having a serious motive for demanding the quashing of the lease," concluded Justice de Lorimier, "we are unanimously of opinion that the judgment appealed from, which refused his demand and dismissed his action, was in error. It has been established that defendant paid plaintiff \$50 as rent for the months of April and May, 1918. Credit for this must be given, and the Court cannot allow the sum of \$75 demanded

Continued on page 45

How Other Merchants Write Ads.

Some Suggestions From Other Advertisers That May be of Service in Formulating Advertising Ideas

THERE are some merchants who have a gift in the matter of laying out advertisements, and in saying exactly the right thing to catch the public attention. There are others, and undoubtedly this is by far the larger class, who find the make up of an advertisement one of the difficult tasks, a task that for that reason is often relegated to some spare minute that is hoped for, before the actual need for the writing of the advertisement arrives.

As a matter of assistance to those who find it difficult to get anything to say to introduce themselves, or their store or their goods to the public, there is printed herewith a series of opening paragraphs from a number of other merchants that may afford some assistance to the merchant who finds writing advertisements a bugbear. It is not suggested that these beginnings are always the most happy, or that they could not in some instances at least be improved. They do, however, give some hints of how other merchants have successfully introduced their advertisements.

The limitations of space have prevented the reproduction of these headings in facsimile, the display head being merely represented by capitals. The wording however, will itself suggest the layout.

Sutherland & Robinson, Brandon, Man., introduce their advertisement in the following effective manner:

ORDER YOUR GROCERIES IN CASE LOTS

And Get Our Special Cash Prices
We buy in large quantities and nearly always direct from the manufacturers, thus eliminating the jobber's profit and giving you the benefit.

Herbert & McGregor, Brandon, Man., head their advertisement:

CASH BUYERS ARE MONEY SAVERS

The Keyes Co-operative Trading Co., Keyes, Man., uses this method of getting attention:

THE PEOPLE'S STORE

MOTTO: "All for Each; Each for All"

The people of Keyes and surrounding district had the honor of shaking hands and conversing with H. R. H. the Prince of Wales, the Prince leaving his car for the purpose.

Keyes was good enough for the Prince—why not you?

We were pleased to see him, and shall be just as pleased to see YOU.

The W. W. Cooper Company, Swift Current, Sask., feature the store's service as a leader in their advertising. Here is a specimen:

COOPER'S FAMILY GROCERY LIST
Make good use of our splendid service.

We deliver all over the city. Your order will receive careful attention and we carry the best quality groceries only.

Stepney & Company, Dodsland, Sask., introduce their advertising as follows:

STEPNEY & CO.

The Quality and Service Store. The Store of One Price

"THE LURE OF THE ELSEWHERE"

Some people are afflicted with the "Fallacy of the Elsewhere." The fallacy of the elsewhere is the delusion that makes far-away fields look more green. It is the delusion that prevents any man from being a prophet (with honor) in his own country. This week we received a grocery catalogue from the supposedly cheapest mail-order house in Canada; compare their prices with ours, it will only take a few minutes to read this advertisement; read it carefully and slowly, it will pay you.

The Veteran Grocery, Weyburn, Sask., head their advertisement with a stock cut followed by these words.

DON'T FORGET

when you make out your grocery order, that the place to get

THE BEST GROCERIES

is here. We carry all the well-known brands of high class Groceries and pure foods.

Our service is courteous, our delivery prompt, and our prices always reasonable.

McBride's, Ltd., Weyburn, Sask., uses a good-sized illustration with the following matter set around it:

OUR GROCERIES ARE SUPERIOR IN QUALITY

BUY OUR DELICIOUS BAKERY GOODS

Eating good food means good health; eating poor food means poor health. Therefore, you can't afford to use poor groceries.

R. M. Spratt & Co., General Merchants of Castor, Alta., introduce their grocery department in the following way:

SOME HARVEST AND THRESHING SPECIALS IN OUR GROCERY DEPT. COME TO US FOR YOUR GROCERIES

Geo. H. Bishop, Carp, Ont., lays the stress on the freshness of his stock:

For Your

Fresh Fruits
and Vegetables,

Groceries, etc.;

Johnston Bros.
XXX Bread

Parisian Laundry Agent

Try our Gasoline for your Auto. at front door

Live Poultry Wanted

Brown Bros.

This advertisement appeared in a rural paper recently. It shows an effort to cultivate business, but an effort that apparently needs some direction. In another column is a resetting of the advertisement, making exactly the same points.

FRESH GROCERIES

When you buy Groceries and Provisions you want them fresh and clean. Stale goods are dear at any price. Our aim has been to buy in such quantity that we will have fresh goods always on hand.

A. C. Barnett, Tweed, Ont., writes his advertisement in this manner:

GOOD CUPS OF TEA

There is no part of the meal that touches the spot like your cup of tea—provided it is good tea. That's one of the things this store prides itself on.

Griffin Bros., Brampton, Ont., use this introduction:

THE STAR GROCERY
Phone 374

Bring Us Your Next Grocery Order— We guarantee satisfaction in all lines. We have a full line of Fruit and Vegetables, fresh from the gardens every day. Specials for the Week:

W. E. Coats, Brampton, Ont., begins his advertisement in this fashion:

W. E. COATES

Phone No. 13 Grocer Main St. North

OUR AIM—To Please.

OUR MOTTO—Lowest Prices Consistent With Quality.

FARMERS—We have an order for 500 dozen strictly Fresh Eggs, will pay highest prices.

Wm. Hogg, Gravenhurst, Ont., begins as follows:

The Store That Makes the Others Jealous—**SPECIAL**

H. Malcolmson, Chatham, Ont., speaks of market conditions:

CHEAPER PRICES

As we stated some days ago, most prices are on the declining side. We are just as glad of this as you are for we have had to pay such high prices for goods, there was neither profit nor pleasure in business.

A. J. Langley, Welland, Ont., has introduced a new store method to the public:

JUST A FEW WORDS TO THE PEOPLE OF WELLAND:

Just one week ago we opened up our Cash and Carry Self-Serve Grocerteria in the Basement of our store.

Did you ever stop to think what a

Cash and Carry Self-Serve Grocerteria Means?

Do you realize that with no clerks or no delivery it means a big saving?

READ OVER OUR SPECIALS BELOW AND BE CONVINCED.

James Stables, Newcastle, N.B., heads his announcement as follows:

STABLES' GROCERY, PHONE 8
THE PICKING SEASON IS NOW ON

We have Green Tomatoes, Red and Green Peppers, Celery, Cucumbers, Cabbage and Ripe Tomatoes, Whole Pickling Spice, Whole Cloves, Whole Ginger, Turmeric, Celery Seed and Mustard Seed. Proof White Wine and Cider Vinegar.

Acute Shortage of Jams in Britain

Scarcity of Fruit Crop Has Prevented Putting Up Adequate Quantities—Price Double Last Year's Figures

OTTAWA, Oct. 8.—(Special).—The British Trade Commissioner in Manchester advises the Department of Trade and Commerce that there is a great scarcity of jam in Great Britain, which will amount to a serious shortage next spring. The high prices for fruit resulted in small stocks being laid down. Raspberries, currants, gooseberries and strawberries advanced to, in some cases, more than double last year's fruit prices, plums alone being

plentiful. The high cost of sugar, labor and containers also discouraged production of jam. Considerable quantities of Australian jam have recently been offered. The "Government control" prices are now as follows:

	Retail per pound
Strawberry	1s. 2d.
Raspberry	1s. 1½d.
Black Currant	1s. 1½d.
Red Currant	1s. 1½d.
Plum	1s. ½d.
Apple	10½d.
	T.M.F.

Always a Fresh Stock

**Fresh Fruits and Vegetables
Staple and Fancy Groceries**

One of Our Pure Food Specials

Johnston Bros.' XXX Bread

**Parisian Laundry
Agent**

Leave your laundry with us for quick and satisfactory service.

Gasoline

Fill up your auto at the front door. Best quality gasoline and oils.

**Live Poultry
Wanted**

Bring your poultry to us. We pay highest market prices.

BROWN BROS. Chester, Ont.

MOLASSES LIKELY TO COST MORE

It is expected that the price of molasses will continue high, and it has been felt, in some quarters, that there will be higher prices in effect next season. The present market is decidedly strong in "the island," and farmers there are reported to be holding out for well over a dollar per gallon.

The present high prices obtaining for refined sugar are bound to keep the molasses basis high, and the producers will assuredly ask a price for their cane which will net them as much, if not more, than it would if turned into sugar. Some feel that there will be an ample supply to carry the trade over the winter, as far as Canada is concerned, out of 1919 production.

One of the recent developments which will serve to firm the market is that of a recently-emplaced embargo by the Barbadoes Government, forbidding the export of molasses, practically, after orders in hand are filled.

The Ret-Sol Tea Co., have opened a store at 467 College street, under the management of R. McInnes.

The resetting of the advertisement appearing in another column, which CANADIAN GROCER believes presents the ideas of the regular advertisement in a more attractive and effective form.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

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

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

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

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THE WAY TO CONTINUE PROSPERITY

OUT of the fifty-seven cloth factories which helped to make the wealth of Armentieres before the war, one is working now. And yet the people of the city are looking hopefully ahead to a future when the pre-war industry and prosperity of the town shall have been resumed. In the ruins they see a vision of a new city arising—ruins among which workmen still encounter the fumes of mustard gas.

It is only when we think of such cases that we understand how relatively small is the task of reconstruction in Canada. In the ruined cities of France hundreds of workmen and their families have returned to their former homes, or what is left of them, and are now unemployed.

In Canada not a factory has been razed to the ground. Despite the cessation of the manufacture of war material practically every establishment is in operation.

It is a small task to be accomplished. All that is required is a little team-play on the part of the citizens. This can be accomplished by supporting the country in its Victory Loan 1919. The country needs financial assistance that it may continue the projects it has undertaken in order to avoid unemployment; that it may lend money to Great Britain and Allied countries; that they may buy our products and thus maintain the prosperity of our farming, lumbering, fishing and manufacturing industries; to enable us to look after the men and the dependents of the men who have made this prosperity possible.

RECKLESS CHARGES UNDER PRIVILEGE

THE charges made by D. D. McKenzie, Liberal House leader at Ottawa, recently against the Dominion Canners were charges made under the privileges of the House. On the evidence presented to support these charges they seem to have been absolutely untempered by reason. At the present time any large food manufacturing concern is somewhat under public suspicion, absolutely aside from whether there is any justification for such a feeling or no, and therefore if for no other reason charges that are made under privilege and which cannot therefore be challenged by legal action, should be made with a very careful discrimination. If the papers for which Mr. McKenzie applies can prove his case, then they should have been permitted to do so.

On the face of the matter the contention of the company that the British Government, after having carefully investigated somewhat similar charges two years ago, paid the whole bill of the company without deduction or rebate seems to be an evidence of reputable dealing on the part of the company that will be difficult to refute.

Editorials You Should Read

EXALT COMMON SENSE

"IF ever there was a time when the American people should preserve their habits of common-sense and self-control it is just now, when we have the great hue and cry about the high cost of living. Wild excitement, thoughtless charges and counter charges of profiteering and graft and, most dangerous of all, ill-conceived and hasty legislation will not help to restore normal conditions, but in fact, will directly hinder them. The cause of the great increase in the cost of everything must be borne in mind and also the means of finally remedying the trouble."—"The Journal of Commerce,"

BRAINS

IN Bengal and the Philippine Islands it requires the labor of one man for eighty days and the use of a yoke of oxen for twenty days, to produce 1,000 pounds of rice.

In Japan, without the use of any animal, 120 days are required to produce 3,000 pounds.

But in the rice-growing regions of Texas and Louisiana, with the aid of machinery, the maximum of expended time of human effort on one acre is two days, and with the use of a team for a day and a half, the production is 64,800 pounds.

Yet they say that we should not pay for brains.—"The Citrus Courier."

Canadians Will Buy British Foods

High Prices Will Not Debar Better Products—Supplies May be Short for Immediate Present—Work, and More of It, the Great Sedative for Industrial and Other Workers, Says British Manufacturer

THAT there will be little difficulty in selling to the Canadian trade various food products produced in Great Britain, is the opinion of Ivor F. Malcolmson, managing director of Grimble and Co., Limited, malt vinegar brewers, Cumberland Market, London, England.

Interviewed at the Ritz-Carlton in Montreal by CANADIAN GROCER, Mr. Malcolmson expressed his conviction that there is a class of trade in Canada which will buy and use the higher grade products offered them by the British manufacturer, even though, at the present time, there is little surplus of these to export to the Colonies or elsewhere. Colonial trade is desired and will be sought, Mr. Malcolmson states, and it is to acquaint himself of the actual conditions here and of the prospect for the years immediately ahead, that he has paid Canada a visit. The plans of his company will be definitely decided upon when he returns to the home office.

In speaking of the product in which he is directly interested, Mr. Malcolmson stated that, although this was at present almost double the price of competitive vinegars sold to the Canadian trade, there were many high-class institutions which would pay the higher price, and that a considerable number of people would appreciate the value of the well-brewed, quality vinegars, and continue to purchase them.

"It has been stated that the British manufacturer of food products has enough demand at home for all the product he can manufacture," said CANADIAN GROCER.

"That is quite true, and at present there is demand for all the product that can be turned out—in fact more could be sold right at home, now. But we are looking ahead to the time when we shall want the trade farther away, and the only way to anticipate that is to make plans now for the time when we can supply export trade more steadily. It is the latter trade that really pays."

Present Difficulties

Turning to the present conditions that confront the British manufacturer, Mr. Malcolmson made some important observations. It has not been rosy for him of late, and restrictions have been thrown about him that make his business development a thing most difficult.

In the first place, there is the overshadowing labor situation. It is paramount, and until a settlement has been arranged which will satisfy the majority, there is little promise of relief. "It is not the high cost of living that is at the root of the present unrest, but the high cost of loafing," said Mr. Mal-

colmsn. "Until men learn to work and work hard, to really produce efficiently, there will be little or no relief. And they have made demands that are now becoming unreasonable and which cannot be entertained."

There is little desire upon the part of the manufacturer to treat the worker with anything but consideration. In fact the Government of Great Britain, it was



IVOR F. MALCOLMSON,
Managing director of Grimble & Co., Ltd., malt vinegar brewers of London, England., who is visiting Canada to get a survey of conditions here in preparation for later business.

pointed out, has acquiesced so frequently in granting the demands and requests of the wage earner that he has often grown arrogant, and any extremity in which he may engage he does not consider too unreasonable. "The unskilled laborer of to-day," continued Mr. Malcolmson, "is drawing the wages paid to highly skilled labor before the war, and yet he is not satisfied."

The question of hours has been a big one, and yet Mr. Malcolmson stated that the production has fallen out of all proportion to the fewer hours that have been adopted. In a reduction of hours of labor of, say, 25 per cent., the efficiency of the workers would show a falling off of fully 33 1-3 per cent. This places a great burden upon the manufacturer. If he were delivering goods, for instance, and had 100 vans, he would simply have to increase the number of these delivery rigs very greatly to maintain the demand to which he catered. And, incidentally, Mr. Malcolmson pointed out that the drivers would just take their time at meals during the noon-hour. Perhaps they would even not wait until noon, and then they would take as long as they chose, and unhitch their horses at 4.30 or 5 in the afternoon. In many cases very unfair advantage was taken of the employer.

Some Comparisons

In continuing, it was pointed out that the investor or the shareholder had little

encouragement under present conditions, as compared with the worker. Naturally, any enterprise needs capital and cannot exist without it. What has really happened of late was pointed out in this way:

"One of the greatest organizations formed in recent years is that of the Federation of British Industries. This organization has secured a great deal of valuable information and one of the recent facts established by it is that out of 100 units of production, the stockholder or investor gets an average of 2½ per cent, while the balance, or 97½ per cent., goes to the worker. This is a fact established by the investigations conducted, and when the facts are placed before Parliament in the near future there will be a great deal of astonishment—a good many surprised individuals. These investigations cover most industries, excepting that of textiles, and these will report later."

For light and water, the manufacturer has had to pay much higher rates of late. It was pointed out that, as a matter of fact, the manufacturer could, on his own account, produce the amount of electric current that he wanted—even though a lesser amount by far than the publicly-operated utility was producing, for decidedly less money. The multiplicity of inspectors, officers, etc., served to make the overhead cost of operation decidedly high, and often ridiculously excessive.

Adopts Profit-Sharing System

"In my own plant I have had very little difficulty with labor. We pay our men what we consider a fair wage and then they share in any excess profits. For instance, we will say that a week's production is based at 10,000 units. If that is surpassed and 12,000 units produced there is a pro-rata division of the additional profit represented by 2,000 units extra, based on the earning power of the workman. This is the only fair way, to my way of thinking," said Mr. Malcolmson. "And if a man wants to better himself, he has the opportunity of applying himself, working hard, and attaining a better position. It is up to himself whether he remains a laborer or rises to a better-paid position."

The excess profits tax was a great handicap to many manufacturers in the Old Country. There, as Mr. Malcolmson pointed out, the Government took 80 per cent. of the profits, and this made it utterly impossible for the manufacturer to proceed with expansion, even though the prospects were most excellent. Had this expansion not been forestalled, the increased plants and new

Continued on page 45

Present-Day Expenses and Margins

Harvard's Analysis of 1915 Compared With Some 1918 Records

By HENRY JOHNSON, Jr.

IN 1915 Harvard University examined the records of some 500 grocery stores, and, from the correlation of those records, deduced averages to cover margins, expenses and net profits. Taking \$1 worth of goods, that dollar is found to split up into the following constituents:

Expenses for	
Buying	\$0.005
Wages of sales force	.065
Advertising	.001
Wrapping, etc.	.004
Delivery	.03
Management and Office	.015
Office supplies, etc.	.002
Rent	.017
Heat, Light and Power	.002
Insurance	.001
Store Equipment, Repairs, Renewals,	
Depreciation	.003
Taxes	.001
Telephone	.002
Ice, etc.	.001
Miscellaneous	.005
Bad debts	.005
Stock depreciation	.006
Total expense	.165
Profit	.05
Cost of Goods	.785
Sale Price	\$1.00

Now, it is a peculiar thing, but Harvard to-day states, I am informed, that the average expense throughout the country is around 14 per cent. for retailers and 7 per cent. for wholesalers. Where or how the University gathered such data I do not know, but I should hazard a guess that it is not authentic, for I am certain the cost is higher to-day than in 1915—except on one possible basis: that values are so very much higher to-day that the advanced expense had been more than absorbed in the enhancement of prices.

Atlantic and Pacific Expense Increased

Yet against any such reasoning we have the actual report of the Atlantic and Pacific Tea Company which operated in 1916 on 14 per cent. expense, and in 1917 carried an expense burden of 15 per cent., due principally to having to renew a number of leases on a higher rental basis.

When we consider that, the "A & P" runs some 4,000 stores, operates its own very large wholesale organization, buys down to the bone, renders a curtailed service which runs from what might be called limited to none, except a single clerk in some stores, and that the sales in 1917 were some \$112,000,000, it hardly seems possible that anybody can count on operating a retail grocery store to-day for less expense than he could have run it in 1915.

In passing, it may be as well to glance back over those A. & P. figures to get a fair idea of the importance of 1 per cent. in our business. For that 1 per cent. on \$112,000,000 made an aggregate sum of \$1,120,000.

Some Close Figuring

I know another chain of stores, not

nearly so large as the A. & P., which is operated on the limited service plan, and the expense averaged in that chain 12.73 per cent. last year. There was a net profit of 2.63 per cent., and a gross margin of 15.36 per cent. How was it done? Search me—except that I see a gleam of light in the fact that the sales per person engaged in the business, counting the manager, clerks, office help, everybody, were \$1,205 per month. So the "impossible" always has to be revamped to fit new conditions.

Close examination of our business and what we are doing, like the above, is very needful to-day, and the results can be made profitable. I have one friend who has a small business, but it is profitable, and he makes it so by watching and analyzing it. A time ago he found that 50 per cent. of his sales were of merchandise which he did not keep to exceed 48 hours—bread, fruits and vegetables, flour, bacon, eggs, butter, etc. He discovered that he had been carrying 50 cases evaporated milk to "protect" himself and "get inside costs," perhaps, whereas five cases would be ample for his needs. He buys milk now from week to week and has just so much free capital for other uses.

Eliminate Unprofitable Customers

The next step taken by my friend was similar to one I took years ago. He decided to confine his efforts to customers who paid him a profit. If one seemed inclined to drive a bargain he spent little time with her. An example will indicate what I mean.

A woman came in with a list and said she wanted to "see what he could do for her on it." He smiled and told her very courteously that he did not think he could meet her views. He said: "Now, probably you have in mind one of the cut-rate, short-service stores, where the goods—O, the goods are just as good as mine—but the service is hardly as careful and exacting as mine. You see, I handle practically all the goods that go out of here, and not only do I know them to be first-class, but they are handled with care. So if you are looking for odd prices on certain things, there is a store right up street where you can get that kind of service."

He talked a bit more on the same line, and was so pleasant about it, so courteous, so manifested his entire good will, that the customer decided not to go elsewhere, but gave him her order—about \$5 worth—and has traded with him since. He keeps a good store, and keeps it clean and attractive. He waits on people with the personal note of greeting in his salutation—and he is satisfied.

Mixing the Figures

In Philadelphia the Campbell Soup people seem to be charging \$1.12½ per

dozen and advertising the soup to retail at 12c. An accounting editor who analyzed the figures a time since, stated that the net profit on the soup, allowing 17 per cent. expenses, was practically 5 per cent. Being questioned, he set forth his figures as follows:

"Paying \$1.12½ and getting \$1.44 leaves a gross profit of 31½c a dozen. Cost of doing business is 17 per cent. on selling price of \$1.44, or 24½c; 24½c, expense of doing business, from 31½c, gross profit, leaves 6½c net profit . . . and this fraction, according to my calculation, is substantially 5 per cent. Either this is correct, or I am an absolute and unmitigated ignoramus on figuring profits."

It is obviously not correct, yet the editor is not, probably, what he says he is. But he has made a mistake which, in the circumstances, is hardly excusable. For if we take 24½ from 31½ we shall have not 6½, but 7. And this error could have been avoided by the simplest kind of cross-checking. For, let us take the \$1.44, the selling price, and see what 5 per cent. thereon is. Ten per cent., obviously, is 14.4 cents, and 5 per cent. is half thereof, or 7.2 cents. Thus the figure, 6½ is so glaringly out of the way that anybody would naturally check it back to see the mistake. So he is right that the net profit is "substantially" 5 per cent., but his 6½ cents would show a profit much more nearly substantially 4½ than 5 per cent.

What is a Just Profit?

But the principal point about the soup story is, what is a just margin and profit? The 31½ cents on the sale of \$1.44 figures out 21.87 per cent., and if we take 17 per cent. as your actual expense you will have left 4.87 per cent.—"substantially 5 per cent."—and that, to my mind, is an ample margin and profit on an article so staple as Campbell's soup. I speak of this because there has been a lot of complaint in Philadelphia of lack of profit on this article, and the complaint certainly is not justified if the figures quoted reflect current conditions in that market.

I see that one of the food administrators of Illinois has arrived at the conclusion that a cash business does not admit of all the privileges necessary to a successful business—that is, that certain service must be eliminated in a cash business which many people are willing to pay for. He therefore advises a thorough study of the four-square plan of operating. That plan, as it has been discussed rather widely of late, provides an additional charge for credit, or for delivery, and a higher charge for both.

I think that no such remedy will fit all cases. The fact is that there must be stores of various characters to fit

(Continued on page 44)

Grocers' Net Profit 2.3%

Harvard Bureau of Business Research Also Reports Average Overhead Reduced to 14%—These Figures Are for the United States, but Would Closely Parallel Conditions in Canada

THE Bureau of Business Research of the Harvard University has just made public its findings compiled from various sections of the country during 1918, where in grocery stores made an average gross profit of approximately 17 per cent., a net profit of 2.3 per cent., and reduced their overhead to 14 per cent. during the year. This item of overhead, of course, is averaged. There are retail grocers in California who submit regular reports to this Bureau, whose operating expenses have averaged far more than 14 per cent., due to high wages and other expenses in this State.

The items in this expense include a fair salary for the proprietor, rent, wages, interest on borrowed money, depreciation and the proprietor's net investment.

We herewith submit a detailed analysis which is self-explanatory:

No comparison is made between 1914 and 1918, but the Bureau states that the cost of selling, delivery and buying and management have decreased, while most of the fixed charges have increased.

Detailed analysis of operating expense and profit, based in both cases on the selling price, are:

	Low	High	Av.
Wages of salesforce	3.0	8.7	4.7
Wrappings and other selling expense	0.11	2.26	0.55
Total selling expense	3.41	9.94	5.8
Wages of delivery force	0.26	2.84	1.4
Other delivery expense	0.04	2.37	1.0
Total delivery expense	0.66	4.36	2.4
Buying, management and office salaries	0.58	5.97	1.6
Office supplies, postage, other buying and management expense	0.01	1.18	0.1
Total buying and management expense	0.78	6.38	1.7
Total interest	0.15	2.28	0.9
Rent	0.33	3.45	1.1
Heat, light and power	0.07	0.98	0.25
Taxes (except income and building)	0.01	0.49	0.13
Insurance (except on building)	0.02	0.62	0.14
Repairs of store equipment	0.01	0.42	0.08
Depreciation of store equipt.	0.07	2.17	0.25
Total fixed charges and upkeep expense	1.35	6.82	3.0
Miscellaneous expense	0.19	1.97	0.5
Losses from bad debts	0.04	3.31	0.4
Total expense	9.0	22.8	14.0
Gross and Net Profit			
	Low	High	Av.
Gross profits	26.04	10.5	16.9
Net profits	9.29	*6.05	2.3

*Loss.

The report further shows that where grocers were a part of a co-operative delivery system the total delivery expense was reduced to 1.4 per cent. or less, cutting the usual delivery expense in half. The delivery expense for high-class grocery stores was quoted at 3.4 per cent.

A TEMPORARY SHOPKEEPER

It was a small shop in a small side-street, and I don't think I should have looked twice at it had it not been for the fact that I had run short of cigarettes. But when I saw "Tobacconist" over the window I pushed open the door and went in.

I had to wait some time before anyone appeared, and then, to my surprise, an immaculate young man came forward.

"Hullo, hullo, hullo!" he said. "And what can we do for you to-day, old thing?"

As I had never seen him in my life before, I was rather taken aback by his breezy manner.

"I want some cigarettes," I said. "Diplomats' if you have them."

"Diplomats'? Good gracious, no! They've never been heard of in this benighted quarter of the globe. 'Yellow Perils' are our limit. Suppose I can't tempt you with a packet of those, what?"

I smiled and shook my head. "Frightfully sorry, old thing," he went on. "Here, have one of these"—and he took out a silver cigarette-case and offered it to me. "They aren't quite as poisonous as some."

I thanked him and took a cigarette. "Nothing else in your line, I suppose?" he said. "We've got bags of stuff. Chocolates—jolly old oranges and all the usual debris. Frightful old dump of a shop, isn't it?"

I had never met a shopkeeper quite like this one and I was interested. I took a lung shot.

"I suppose you've hardly settled down yet?" I said.

"You're absolutely right, old thing," he replied. "I haven't, and, to be perfectly frank, I don't think I ever shall. I'm quite new to this game, and it's about the mouldiest life I've struck so far. Perhaps you wonder why I'm doing it?"

I made polite noises. "You see," he said, "while I was in the Army I got married, and ever since I was 'demobbed' I've been trying to find a house. But it's a hopeless business. You can't get 'em. If anyone makes a noise like moving furniture a queue forms up outside waiting to snatch the edifice as soon as it's empty.

"I'd very nearly given up hope, when a man I know told me about this. The house part of it is quite good. The only drawback is the shop. I had to take that and the stock or else I couldn't have had the place at all. So I took it and here I am. I don't mind selling the stuff if anyone wants it, but, honestly, I haven't the least interest in it. How-

ever, I've got a house, and that, after all, is the great thing, isn't it?"

I agreed that it was and I congratulated him on his good fortune. Then I took my leave.

It is certainly one way out of the housing difficulty, but I hope it isn't going to become popular. Shopping in its present form is an ordeal. Goodness knows what it would be like if none of our shopkeepers had "the least interest in it."—Desmond Carter in the London "Daily Mail."

WHAT CAUSES RATE OF EXCHANGE

Continued from page 34

needs it, he will be compelled to purchase stocks or bonds of the debtor country and either hold them himself or offer them for sale at a price sufficiently attractive to induce purchases. It is to cover the cost of doing this that he charges a rate of exchange which varies as the excess of imports over exports increases or decreases.

Gold Payments Avoid Rate

One way in which a nation can avoid paying exchange is to pay in gold. Gold is the international medium of payment and has a fixed value in all countries and by sending gold in sufficient quantity to cover its paper money any adverse rate of exchange is at once wiped out. In the same way in the hypothetical case of B and P above. If P can pay B in ordinary money the question of exchange does not arise, but where P and B are issuing their own vouchers instead of money the value of these vouchers depends upon the demand there is for them and that is regulated by the amount of business each is doing. B being a baker, practically everyone could use his vouchers to pay him for the bread they required. If, however, B began spending very heavily and issued vouchers much in excess of the value of the bread he sold, his vouchers, too, would soon become a glut in the market and would be at a discount.

The writer has in the last month or two spoken with several retailers who could not understand why the exchange rate should necessitate their paying more for an article than they previously paid when that same article is selling at the original price in the States. The above explanation will have made this clear. The wholesaler from whom they purchase has paid nominally the same price for the article, but whereas formerly he could purchase the article with the Canadian dollar, he now has to pay with U. S. currency. To obtain this he has to pay practically \$1.05 in Canadian money, and he is obliged to pass this extra cost on to the retailer.

In a short article of this nature it is impossible to go into every circumstance affecting the fluctuation of the exchange rate, but enough has probably been said to enable the average business man to understand clearly why it is he is at present working at a disadvantage when dealing with United States merchandise.

What Causes Rate of Exchange

Simplified Explanation of Reason Why Canadian Money at Present Time is Worth Less Than That of United States—Natural Result of Our Immense Imports—Mistaken Ideas on Subject Prevalent.

By C. J. MORRIS

THE present disadvantage under which the Canadian merchant who has payments to make in U. S. is laboring, has brought to light an extraordinary lack of knowledge regarding the most elementary principles of international exchange, not only on the part of the general public, but also on the part of business men and even of newspapers which attempt to instruct their readers as to the causes governing the premium or discount at which one country's currency may stand in relation to that of another country.

It is by no means infrequently that we find in the daily press statements to the effect that the imposition of an exchange rate upon Canadian money by the United States is by no means a friendly proceeding, and advocating retaliation by the imposition of a similar rate of exchange upon all United States money spent in Canada. Such remarks only show how utterly the writers fail to realize the significance of an exchange rate.

To threaten to impose an exchange rate or discount upon United States money spent in Canada at the present time would be a proceeding equivalent to that of a householder, without a pound of coal in his cellar and with coal almost impossible to obtain, going to his coal dealer in mid-winter and informing him that unless he were willing to supply him with coal at a reduction of five per cent. on the ordinary rates he would refuse to purchase any from him.

U. S. Money Needed in Canada

It is the very fact of our being unable to get sufficient United States money in Canada to pay for all we buy from the States that makes it worth our while to pay a premium for it. It is really we ourselves who, by offering a premium for United States money because we have such urgent need of it, cause our own money to be at a discount in relation to that of the States.

A few days ago a Toronto paper informed a correspondent who enquired the reason for the rate of exchange, that such rate represented the exchange broker's estimate of the holder's chances of payment. Presumably the rate of exchange, in this writer's opinion, was an insurance premium paid to the broker, who in return guaranteed the solvency of Canada and due payment of her obligations. A moment's thought will show that this could not possibly be the meaning of the present exchange rate of 4 per cent. on Canadian money, as that would mean that the chances against Canada going bankrupt were only 25 to 1.

It is doubtful whether one business

man in twenty understands what a rate of exchange really is and how it is caused. It is, therefore, the object of the present article to endeavor to make it clear by a simple illustration which can be understood by everyone.

The various nations of the world with their different paper currencies might be compared to the merchants of a community who agreed to trade together, accepting one another's vouchers in payment for their goods. Let us suppose that in such a community B is a baker and P a piano maker. B purchases a piano from P and also sells him bread. Till the piano is paid for B simply hands P back the latter's own vouchers in payment, and no difficulty arises. B does not require another piano, but P still requires bread, so B still accepts P's vouchers. P is still selling pianos to other members of the community, so B uses P's vouchers to pay them for goods he buys from them and the arrangement still works well. Let us suppose, however, that a time arrives when everyone in the community has bought a piano and P's vouchers become a glut in the market, as no one requires them. B, however, knowing that P is selling pianos to a dealer in a distant city, pays this dealer a visit and asks him to buy P's vouchers from him. The dealer says he would be able to use them at some future time and offers to take them if B will allow him a discount on them. B is obliged to agree to this, and disposes of the vouchers for cash, less the discount. He then informs P that if he accepts any more of his vouchers he will have to charge him a percentage on them.

The Two Cases Parallel

Here we see that P is buying from B more than he is selling to him, with the result that his money (vouchers) is at a discount. It is not in demand and its value consequently falls. In the same way Canada has made immense purchases from the United States and has not made sales to anything like a similar amount, the balance in favor of the States amounts to hundreds of millions of dollars, which we must pay in United States money. United States money is therefore much in demand, and we have to pay a premium to get it. Whether we pay a premium on United States money or sell our own money at a discount is the same thing.

Reverting to the above illustration, it is not B's fault that he has to charge P a discount on the currency with which P pays him. He gains nothing by so doing. On the contrary, he stands to lose, for it is evident that so long as P has to pay extra for his bread he will

not buy from B more than he can possibly help. In fact, he may consider the advisability of getting the bread from the city to which he is sending his pianos and where his vouchers are probably not at a discount. B, therefore, far from benefiting from the exchange he is compelled to charge, stands a very good chance of losing a customer.

Merchant Not Benefited

In the same way the rate of exchange which the Canadian purchaser is compelled to pay to the United States merchant in no way benefits the latter, but has the effect of inducing the Canadian merchant to look elsewhere for his requirements. At the best he can only hope to get orders for as little as his Canadian customers can possibly get on with, and at the most he may lose his customers altogether.

The premium upon United States money has exactly the same effect upon commerce between the two countries as the imposition of a duty of the same amount upon all imports into Canada from the United States would have.

Where the Money Goes

The question will naturally arise: If the merchant gets no benefit from the exchange, who does get it? Where does it eventually go? This brings us to the part the broker plays in the matter. It is manifest that the Canadian merchant who has made a purchase of goods across the border has no time to go running around among his fellow merchants looking for somebody who has made a sale in order that the amount he has to send abroad may be offset by an equivalent amount which some merchant on the other side has to send into Canada. In fact, where the imports greatly exceed exports, it would frequently be impossible for him to find such a person. This is where the broker comes in. He undertakes to act as a clearing house for all parties and will either sell or buy United States drafts, and the broker in the United States will either buy or sell Canadian drafts. So long as the volume of transactions each way is fairly level no difficulty arises, and he makes only a small charge, a fraction of one per cent., to recompense himself for service he renders. But as soon as one country's purchases exceed its sales he is faced with the problem of what to do with the surplus of that country's money which begins to accumulate in his hands. He undertakes to absorb the surplus in one way or another. It is clear it would not pay him to hoard it and receive no interest upon it. If therefore, he cannot transfer it to some country which

Continued on page 33

CURRENT NEWS OF THE WEEK

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

MARITIME

A B. Colborne, who has been manager of the Co-operative store, Sydney, C.B., since its opening, has resigned his position. He is succeeded by W. F. O'Connell. Mr. O'Connell has been in the employ of the society since his return from overseas about three months ago.

The Thos. J. McElroy, general store, Oromocto, N.B., was destroyed by fire recently. The loss is partially covered by insurance.

QUEBEC

J. E. Maltais, general merchant, Murray Bay, is dead.

H. D. Marshall of Ottawa, was a visitor last week to Montreal.

R. E. Boyd & Co., wholesale grocer, Montreal, have suffered damage by fire. The loss is covered by insurance.

Wallace J. Baker, of Toronto, representing the Canadian Feed Mfg. Co., Ltd., Fort William, was in Montreal last week.

O. C. Bissell, sales manager Atlantic Sugar Refineries, Ltd., spent several days this week in Western Ontario points, including London and Hamilton.

F. G. O'Grady, general manager Atlantic Sugar Refineries, Ltd., Montreal, returned on Thursday from the Maritime Provinces.

It is reported that the port of Montreal will soon be bristling with a shipbuilding programme that may result in \$400,000,000 worth of boats being constructed. There is evidently to be great expansion in this respect.

Ivor F. Malcolmson, managing director, Grimble & Co., London, England, was a visitor at the Montreal office of CANADIAN GROCER last week. Mr. Malcolmson is making a business visit to various Canadian points.

The milkmen of Montreal advanced their prices to consumers on Monday morning. The new rates are 15 cents per quart, or when pints are ordered the price charged is eight cents. There may be a further advance of a cent per quart on the first of November.

The De Laval Co., Ltd., which suffered so severely in the conflagration which wiped out its St. Peter Street stock on Saturday morning last, announces temporary removal of their offices to 16 St. Sacramento Street, where they will be able to accept business forthwith.

ONTARIO

H. C. Dancey, formerly of Port Hope, Ont., has opened a business at 752 St. Clair Ave., W. Toronto.

N. H. Smillie, formerly a traveller, has bought out the store of C. S. Harding, 954 St. Clair Ave. W., Toronto. This

will be run on the "cash and carry" basis.

Mullen's have opened a groceteria at 1358 St. Clair Ave. W., Toronto, in charge of Mrs. McIlveen.

W. A. and H. Hodnett, returned soldiers, have bought out the grocery business at 354 Weston Road, Toronto.

Business Changes

Falconer Bros., Port Elgin, have been succeeded by Chas. E. Schwartz.

Z. Edgeworth, butcher, Fingal, Ont., has sold to his brother, Fred Edgeworth.

E. H. Webber, general merchant, Shedden, Ont., was sold to George Travis.

J. H. Wallace, general merchant, Ravenswood, has been succeeded by H. W. Crone.

C. W. Rutherford, general merchant, Roseville, has been succeeded by Milton Cummings.

Geo. F. Bishop, grocer, Toronto, has sold to Giles & Wernick.

Mary E. Hanwell, grocer, Toronto, has sold to R. Anderson.

D. & J. Ryan, general merchants, Cormack, have been succeeded by Kitts and Doyle.

The grocery business of Jos. Brown & Son, Kent Street, Lindsay, Ont., has been purchased by Messrs. Sam J. Fee and H. Hilton Brown; who take possession on Wednesday morning. The new firm will be known as Fee and Brown.

Beard and Bateman, who have carried on the grocery and dry-goods business at the corner of Indian Grove and Dundas street, West Toronto, for many years have sold out to Turner and Ward. Mr. Turner is a returned man, having been overseas for four years with the 9th Battalion (Fort William), in which he held the rank of sergeant throughout the war.

TORONTO WHOLESALE FRUIT MERCHANT DIES

John McMillan, who, for some years past, has conducted a wholesale fruit business on Colborne St., Toronto, died recently at his home, 62 Riverdale Ave., in his 79th year.

He was born at Bushmill, County Antrim, Ireland, and came to Canada with his parents when four years old. His boyhood days were spent in Quebec, where he began business as a baker. He came to Toronto 45 years ago, and he opened a fruit store at Gerrard and Yonge streets, which developed into a wholesale business.

He was prominent for many years in civic affairs.

OTTAWA MERCHANTS TO CAMPAIGN FOR O. T. A.

A number of the Ottawa business men met this week to discuss the Ontario Temperance Act and to decide what part they should take in connection with the ballot. The opinion was expressed at the meeting that not less than seventy-five per cent. of the Ottawa business men favored the Act. The following committee of business men was appointed to arrange for a public meeting to make known the benefits which had resulted to business from the Act: A. H. Jarvis, W. E. Gowling, A. H. Fitzsimmons, J. A. Larocque, E. C. Chamberlain, F. Jarman, W. G. Keddie, H. C. Shipman, L. N. Poulin, D. Johnson, J. Moffat Ross, W. J. Gerald, E. D. Lowe, B. C. Crabtree, W. A. Oliver.

GENERAL STORE ROBBED

George Thompson, Kinnear's Mills, Que., who conducts a general store, as well as town post office, had his store entered recently and money and cheques to the extent of \$2,000 taken. Leaving his store as usual on the night of the robbery, Mr. Thompson left the usual amount of cash and securities in the safe. The thieves apparently entered through the cellar, breaking their way in, and opening the safe, made away with a large haul.

The police forces of the district have been notified, but so far no trace has been found of the robbers.

MAKE WEDNESDAY AN ALL-YEAR HOLIDAY

It was announced recently that the local grocers and butchers of Brantford, Ont., will keep their stores closed on Wednesday afternoon the year round.

Sept. 30 was the last night for 10 o'clock closing of the Brantford fruit stores. According to the civic by-law these stores will now be required to close at 7 o'clock.

YORK TRADING CO., TORONTO, SUFFER FIRE LOSS

The York Trading Co., wholesale grocers, Toronto, sustained a fire and water loss in connection with a fire that started on a floor above their premises on Front St. E., Toronto. Fire and water came down the elevator shaft and did considerable damage, which was covered with insurance. The company was able to resume business the same day in temporary premises at 9 Jarvis St., and at the present time are located at 25 Jarvis St., Toronto, where they have two floors and a basement.

FLEMING W. HAYES, TORONTO TRAVELLER, DIES

Fleming W. Hayes, who has for 29 years past been city traveller for Perkins, Ince & Co., Toronto, passed away recently after a lengthy illness at his home, 88 Asquith Avenue, Toronto. Mr. Hayes had a serious attack of pneumonia about five years ago, and though he was able to return to business, he did not regain his previous good health. It was not until last May, however, that he became confined to the house.

Mr. Hayes was born in the Barbados, British West Indies, and came to Toronto when quite a boy. Shortly after starting to business he entered the employ of Perkins, Ince and Company, and has been with that firm for 39 years. For the past 29 years the late Mr. Hayes was city traveller for that company.

WHOLESALE GROCER SUFFERS THE LOSS—CHEESE FACTORY DAMAGED

Damage of some extent was done the wholesale grocery premises of R. E. Boyd and Co., wholesale grocers, Montreal, last week. This firm conducts business on Ste. Therese St., adjoining the W. L. Thom Oil Co., and which firm suffered a severe loss through the burning of its oil stock. A very thick wall between the two buildings—erected a great many years ago—was responsible, in a measure, for the small loss suffered.

The J. J. Joubert Company, 975 St. Andre St., Montreal, also suffered through a fire last week which visited their cheese-making plant. The fire started in the third storey of their factory, and the loss suffered was that to a cheese stock carried, and which loss is estimated to be about \$2,000.

DE LAVAL CO. SUFFERS FIRE LOSS

Damage estimated at about \$75,000 by R. N. Mitchell, manager of the firm, was caused to the premises of the De Laval Company, dairy supplies dealers, at 21 St. Peter street, Montreal, early on Saturday morning last, when the building was gutted and two firemen were slightly injured. The flames had spread through the entire building and the building with its stock was a total loss. Two adjoining premises suffered severely from smoke and water. The cause of the fire is so far unknown. The De Laval Company made arrangements over the week-end to move to-day into new quarters, and business will be resumed at once.

PEDDLERS OBJECT TO WEIGHING BY-LAW

Three hundred peddlers of fruit and vegetables declared through their spokesman, who appeared before the Montreal City administrative commission, that it was impossible for them to carry on their business if the city insisted on the enforcement of the law that all vege-

tables, fruit and other articles of food must be sold only by weight.

Their chief argument was that in the rigs that were licensed by the city for the use of peddlers, it was impossible for them to carry a pair of scales that would always be correct, owing to the jolting it would receive travelling over the city streets, and that if they sold by a scale that was out of truth they would be liable to heavy fines. They pointed out that they were prepared to sell only by the regular imperial measures of peck, half peck and small measure, and would undertake not to sell by the box or the measure or basket or pail or by any other measure than the standard one.

The chairman said that they could not discuss the matter this morning, and asked the delegation to come back on Thursday afternoon at 2 o'clock.

MERCHANTS TO LOOK AFTER TRAVELLERS

Since the Queen's Hotel, Galt, Ont., was closed some weeks ago, travellers visiting the town have found great difficulty in getting accommodation. Now the merchants are taking the matter in hand and they are going to throw open their homes to travellers. The grocery merchants will accommodate the grocery travellers, while the shoemen will look after the shoe travellers, and the merchant who handles various lines are to look after the travellers who call upon them. They will supply them with meals and if it is found impossible for a traveller to get accommodation for the night at the local hotel, he will be sheltered in the home of the merchant who is his customer.

CHAMBRE DE COMMERCE ACTIVE

New officers were on hand in Montreal last week to take up the work of the coming season as applying to the Chambre de Commerce. This important French-Canadian body, corresponding among the French-Canadian business men to the Montreal Board of Trade, has done considerable in the past to foster and promote important trade and commercial matters. It has gone on record as favoring the adoption and application of the Metric System in Canada. Doubtless there will be many matters of importance to command and engage its attention, and under the leadership of its aggressive president, Joseph Quintal, there is reason to anticipate a season of continued progress in matters of vital and immediate interest.

NEW ENGLAND SHORT OF SUGAR

The available supply of sugar for New England is about 25 per cent. below requirements and consumers in this region will have to limit their use of the product for at least three months to three-quarters of the amount generally consumed, John H. Sherburne, chairman for the State Commission on Necessaries of Life, said recently. He attributed the shortage to increased demand for sugar

for candy, the deficiency in last year's supply and increased general consumption.

TO MANAGE TORONTO BRANCH

Arthur Craig, of the wholesale grocery firm of W. G. Craig & Co., Kingston, Ont., has moved to Toronto, where he will have charge of the company's branch in that city.

ZEPH. HEBERT RETURNS

Zephirin Hebert, president Hudon, Hebert & Co., Ltd., wholesale grocers, Montreal, returned on Saturday from an extended trip of a month to Hot Springs, W. Va. Mr. Hebert states that his health is greatly improved and is enthusiastic over this resort as one of the best on the continent.

30,000 PEOPLE AT DAYTON, OHIO National Cash Register Company Employees Hold Monster Field Day

Dayton, Sept. 22.—30,000 Dayton folk turned Hills and Dales Country Club into one large picnic on Saturday. They were the factory employees, and their relatives, of the National Cash Register Company. Every picnic requisite was there—in fact it was more like a fair. Side shows, bands, clowns, races, ball games, dancing, refreshments, fire works, moving pictures—all were in evidence.

Refreshments were served at noon and at night, cafeteria style, from 85 long tables. The 650 waiters at noon served over 20,000 people in 16 minutes. The waiters hadn't time to accept any tips.

The entire picnic was planned and directed by the men in the N.C.R. factory. All the company did was to foot the bills. The men planned the big parade from the factory to the picnic grounds, hired the entertainers, bought the refreshments, did everything. The executives were guests.

Picnic a Family Affair

President John H. Patterson of the National Cash Register Co., in speaking of the reasons for the picnic, said:

"We want our people to know each other in a social way, as well as in a business way. We want our foremen and superintendents to meet the men's wives. We want the men to meet the wives of their superiors. We want their children to play with one another. We know that the more everybody in our organization knows of everybody else, the happier they will be in their work, the better they will get along together.

"I felt very happy as I walked through the grounds to-day. It seemed just like a big family reunion. It is a big family reunion. So many people came up and shook hands with me and reminded me of the days when our business was small and when they were part of the little organization which worked so hard for the future."

NEWS FROM WESTERN CANADA

B. C. GOSSIP

A new grocery store has been opened in a new building at 479 Broadway East, Vancouver. The business will be conducted under the name: Avenue Grocery; the proprietor is J. Mochar.

PIONEER MERCHANT OF SASKATCHEWAN PASSES

James J. Knowles, of Whitewood, Sask., died recently after a protracted illness. Mr. Knowles was the head of the well-known firm of J. J. Knowles and Co., which has carried on business in Whitewood as general merchants for thirty years. With his brother John he came into the Whitewood district in the early eighties, and took up land south of the town, so that Saskatchewan sustains the loss of one of her oldest pioneers.

REGINA GROCERS IN SUGAR PROBE Five Grocers to be Charged With Infringing Order

The Attorney-General's department is out after five Regina merchants for infringing the order of the Board of Commerce regulating the profit on sugar to 1c per pound.

After hearing the evidence of a number of merchants, Commissioner J. S. Rankin gave as his opinion that in nearly every case a profit greater than allowed by the Commerce Board was being charged.

In almost every case the witnesses examined professed ignorance of the terms of the order regulating sugar prices.

Whether the Attorney-General's department will accept this as a sufficient excuse remains to be seen.

During the course of the hearing it was brought out that the Saskatchewan Co-operative Creameries had on hand the largest stock of sugar in the city, 6,700 pounds in all.

WANT WEDNESDAY HOLIDAY THROUGHOUT THE YEAR

At a mass meeting of the retail clerks, held in the Labor Temple, Lethbridge, Alta., recently, a local organization was formed to affiliate with the Trades and Labor Council.

A resolution was passed for a continuation of the Wednesday half holiday throughout the year. In regard to this a committee will be appointed.

B. C. PIONEER PASSES

A well-known pioneer of British Columbia in the person of William Dick, sr., of William Dick & Co., Limited, died recently in his sixty-fifth year. He had been ill for several weeks and up to the time he was confined to his house had taken an active interest in the affairs of the firm with which he was associated.

Mr. Dick was a native of Ayrshire, Scotland, and came to British Columbia

in 1885, settling first at Port Moody. This was before the C.P.R. was extended to Vancouver. After several years at Port Moody he removed to Nanaimo, where he lived until about twelve years ago, when he removed to Vancouver.

Mr. Dick is survived by three sons, William Dick, jr., who has been the active manager of the William Dick stores here since their establishment.

WHOLESALE FRUIT MEN WILL CONVENE IN VANCOUVER IN JANUARY

VANCOUVER, B.C., Oct. 7.—The wholesale fruit jobbers of Western Canada will hold their annual convention in Vancouver in January, according to a despatch received from the Alberta capital to-day. The jobbers will first attend the B.C. Fruit Growers' convention in Vernon before coming to the coast. It is hoped by the prairie men that many marketing problems affecting the industry will be discussed with the growers and thus further improve facilities for getting B. C. fruit to the prairie consumers.

Mr. French of F. H. French & Co., grocers, Vancouver, goes up to the Okanagan this week to look over a recent purchase of a ranch there. Mr. French was for many years in the grocery business in that part of the province.

PRINCE RUPERT REPORTS SHORT CATCHES OF HALIBUT

Speaking of fishery conditions at Prince Rupert, the Hon. Wm. Sloan, Minister of Fisheries of British Columbia, said: "Mr. Babcock in his detailed report on the fishing conditions at Prince Rupert advises me the halibut landings at that port from May 25 to June 25, the last available, totalled 1,234,000 pounds. Last year at the same time they totalled 1,932,000 pounds. The halibut cargoes landed at Prince Rupert from January 1 to June 25 this year totalled 7,197,000 pounds, as against 7,909,000 pounds for the same period in 1918.

"There is a falling off in the landings of halibut at all Pacific ports. The Pacific Coast catch of halibut in 1918 was 14,000,000 pounds less than it was in 1917. The halibut fishery is declining rapidly and unless measures are immediately taken to conserve the fish, the halibut, like the salmon of the Fraser, will be wiped out.

"This, too, is an international question. Action must be taken by both Canada and the United States. The fish are taken from the banks in the open sea, i.e., outside of territorial jurisdiction. The only way to restrict the fishing is to prevent landings during certain periods in both Canadian and American ports."

Saskatchewan R.M.A. Petition for Protection in Dry Areas

Appeal to Provincial Legislature to Guarantee Farmers' Notes —Asks Also for Uniformity in Half-Holiday—and Other Amendments

THE executive of the Saskatchewan Retail Merchants' Association recently went before the Government of the province petitioning them to amend the legislation at the forthcoming session of the assembly.

One of the proposals advanced was that the Government should afford some measure of protection to merchants in drouth areas by guaranteeing notes made by farmers to the merchants for goods purchased in areas where credit is difficult to secure. It was made clear, however, that this was a request which the Government would not be able to grant.

Want Uniform Half Holiday

The deputation asked for legislation making a uniform half holiday during the summer months. At the present time it is optional with the municipalities to pass a by-law declaring a half

holiday for the closing of stores. It is suggested that the optional feature be retained but that when a bylaw is passed in any municipality, Wednesday be made the half holiday.

Ask Business Assessment on Standard Basis

The Government was also requested to adopt, for villages, a business assessment similar to that in vogue in the cities and towns, in other words, they wish to have assessment in villages made on a floor space basis instead of on stocks of merchandise.

Ask Licensing of Commission Houses

A system of licensing for produce and commission houses was also requested. It is not proposed to impose a heavy license fee, but the request is made to ensure the bona fides of any firm undertaking this class of business.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FROM the various market centres come reports this week of few price changes in general grocery commodities. The markets are for the most part steady and firm. The sugar situation is still stringent, but there is some improvement, and there is hope that supplies will be adequate in the course of another fortnight.

MONTREAL—Fewer price changes have been made in the grocery markets this week and the absence of these is something new. Sugar deliveries are improving right along and the basis is now \$11 all around, and firm at this. Molasses is decidedly firm and it is predicted in some quarters that the basis will be higher. Canned corn is easier in one quarter. The bean markets hold steady and demand is only fair. Rice is a good seller at maintained prices. Tarragona almonds are quoted up 2c in one quarter. Teas and coffees are active and supplies are moving out quite freely. The new orders for wheat flour issued by the Wheat Board will be very acceptable to the mills. Feeds are active and the undertone firm. Grain prices are slightly down, that is for oats, while barley is a trifle higher. The provision markets are resting, somewhat, but lard and shortening have been ruling easier. There is a short delivery, at present, of new-laid eggs.

TORONTO—Changes are few in the markets for general grocery commodities this week. There is considerable activity to trade and quotations are for the most part steady and strong. The arrival of new crop goods is awaited, in the case of a good many lines, that are at present right off the market. The sugar situation is still one of scarcity, but the opinion seems to be that conditions will gradually improve and that in the course of a fortnight or so, supplies will be easier. Prices are strong and unchanged, on the basis of \$11.21, Toronto delivery. Both cereals in packages and in bulk are selling freely and quotations are very firm. Teas continue to show an upward trend and there is very little tea on spot that can now be bought under 45 cents.

New buying is really at higher levels than quotations on spot. A stronger tone prevails in the coffee markets at primary points, but prices on this market are unchanged. Pure cocoa is firm around 30c per pound. Prices are announced on new crop canned tomatoes and corn. They are higher than opening quotations last year, but are under what was being paid at the close of the season. Canned peaches and plums are also very much higher than a year ago. In dried fruits, new prunes and apricots are en route from California and should be available at an early date. California lemon and orange peels are now being quoted at 40 cents per pound. A car of Greek Sultana raisins have been received, but they have been pretty well cleaned up at prices from 25 to 27 cents per pound. Nuts are at strong values and new buying will be at high figures. Little new crop honey has been bought as yet, the price the growers are holding out for being too high.

In the produce markets there is a general easing of values, although the prices of last March on pork and pork products are not yet prevailing. In some instances this week, quotations are two and three cents lower. Hams and bacon are selling freely. Cooked meats are lower. Butter is firm and eggs and cheese are unchanged from last week. There is a good demand for poultry, in anticipation of a brisk inquiry for Thanksgiving.

WINNIPEG—There is still a serious face to the sugar situation, though some improvement has been noticed of late. Some refiners are making no deliveries in Manitoba. Opening prices have been named on tomatoes and corn and the trade was delighted to find that prices were lower than expected. Tea is very firm, indeed, and advances are probable. Beans and rices, too, are very firm and advances are expected. In the produce market there is a generally firm tendency. Pork prices are somewhat firmer. Butter and eggs are both very limited in supply and are being held very firmly. There is a much better delivery of fish noted and the variety offering is also better, while demand is good at firm prices.

QUEBEC MARKETS

MONTREAL, Oct. 8—Grocery markets are featured this week with very few changes and the demand has been quite heavy, though of only seasonable proportions. There will be good sale for new arrivals of imported goods as soon as these are received.

Sugar Troubles Less; Deliveries Improving

Montreal.
SUGAR.—There has been a steady delivery of sugar to the trade, and, if anything, improvement has been manifest. The strike of the employees at the St. John plant of the Atlantic Sugar Refineries Co., Ltd., has been settled, the men returning to work on Tuesday morning, accepting, it is stated, the offer of the company. This firm expects to begin deliveries again within a few days. Prices are held firmly without change.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
Iceing, barrels	11 20
Iceing, 25-lb. boxes	11 60
Iceing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 60
Yellow, No. 2 (Golden)	10 25
Yellow, No. 3	10 15
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 45
Do., 50-lb. boxes	11 55
Do., 25-lb. boxes	11 65
Do., 2-lb. pack	11 85
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.	13 50
Do., (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 60
Crystal diamonds (boxes 100 lbs.)	11 70
Crystal diamonds (50-lb. boxes)	11 80
Crystal diamonds (25-lb. boxes)	12 00
Demarara light, per lb.	0 10

Bean Market Rests Between Season Basis

Montreal.
BEANS.—The market is not an active one and there is just that condition which might be described as "a between season condition." The basis is quite steadily maintained and prices obtaining in this market are nominally firm.

Canadian, hand-picked, bush	5 50	5 75
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese		5 25
Yellow Eyes		5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 50	4 00
Peas, split, new crop (98 lbs.)		7 00
Peas (blue)		4 00
Peas, Japanese, green, lb.	0 10 1/2	0 11

Corn Marked Lower; Movement Limited

Montreal.
CANNED GOODS.—There is an easier undertone on canned corn, one jobber marking prices down on the canned varieties and on corn on the cob. There has not been a great deal of demand of late, and it will probably be some little

time before the trade buy heavily. Of course the booked orders have been filled for canned fish, etc., and shipments have been distributed to quite an extent already.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.		5 75
Asparagus, imported (2 1/2s)	4 85	5 25
Asparagus tips (Canadian)	5 50	6 00
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.		1 00
Corn (2s)	1 80	2 00
Carrots (sliced), 2s	1 4	1 50
Corn (on cob), gallons	7 00	7 50
Spinach, 3s		2 85
Spinach, Can. (2s)		1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2 1/2s		2 10
Tomatoes, 3s		2 16
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2's (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92 1/2	1 97 1/2
Peas, extra fine, 2s		3 00
Do., fancy, 20 oz.		1 57 1/2
Potato—Can. sweet, 2 1/2-lb. tins		2 75
Do., 2-lb. tins		1 35
Olives (in bin, 49 wine gals.), gal.		1 35
Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.		4 65
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.		4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.		4 65
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		3 00
Do., No. 2	2 80	3 00
Do., 2 1/2 (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), Do., 1 lb. flat, doz.		1 90
Do., 2 lb. talls, doz.		2 30
Do., 2 1/2s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s)		2 00
Raspberries, 2s, black or red, heavy syrup		4 70
Do., 2 1/2s		4 65
Strawberry, 2s, heavy syrup		4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls		2 00
Do., 1/2s, flat		1 20
1 lb. talls, cases 4 doz., per doz.	4 60	4 80
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls		2 60
Pale, 1/2-lb., doz.		1 37 1/2
Pale, 1 lb., doz.		2 37 1/2
Pinks, 1/2-lb., doz.		1 60
Cohoos, 1-lb. talls		3 50
Cohoos, 1-lb. flats		2 25
Cohoos, 1/2 lbs., flat		1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1-lb. talls		4 00
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pheards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Herrings, imported, tomato sauce		2 10
Do., kippered		2 85
Do., kippers, doz. (4 doz. case)		2 35
Do., tomato sauce, doz.		2 35
Haddies (lunch) (1/2-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/4s)	24 00	25 00

Oysters (Canned)—		
5 oz., doz.		2 60
10 oz., doz.		4 20
Lobsters, 1/4-lb. doz.	3 00	3 10
Do., 1/2-lb. tins, doz.		5 50
Do., 1-lb. talls		8 25
Do., 3/4-lb., doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, 1/4-lb. tins		3 50
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
scallops, 1-lb., doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1		2 40
Do., 1 1/2s		4 50
Crabs, No. 1 (ca + doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river) (1 lb.), doz.		1 90
Scotch Snack, No. 1, doz., Montreal		2 50

Rice in Demand By Domestic Trade

Montreal.
RICE.—The jobbing trade reports a good demand for rice and tapioca. There has been less difficulty in securing supplies of various grades lately and the movement is likely to continue on a fairly active basis.

RICE—		
Carolina		17 00
Honduras		18 00
Siam No. 2		16 00
Siam (fancy)		16 00
Rangoon "B"		13 00
Rangoon CC		12 90
Mandarin		13 75
Pakling		13 00
Patna	0 14	0 15 1/2
Broken rice, fine		7 00
Do., coarse		8 50
Tapioca, per lb. (seed)	0 13	0 13 1/2
Tapioca (pearl)	0 13	0 13 1/2
Tapioca (flake)	0 12 1/2	0 13
Sago (brown)	0 15	0 16

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

Import Peanuts Less; Tarragona Almonds Up

Montreal.
NUTS.—Latest advices quote Spanish peanuts at around 18 1/2c per lb. This may or may not mean lower prices later on. It will depend much as to whether the oil producers come into the market for supplies and if they do, on an extensive scale, the basis for nuts is likely to advance materially. Spot prices are maintained fairly well. Tarragona almonds are marked higher in one quarter

Almonds, Tarragona, per lb.	0 28	0 32
Almonds (shelled)		0 62
Almonds (Jordan)		0 75
Brazil nuts (new)		0 26
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.		0 28
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo		0 40
Peanuts—		
Do., No. 3 Jumbo		0 38
Fancy	0 15	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large		0 60
Walnuts (Grenoble)	0 39	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)		0 90
Walnuts (Chilean), bags, per lb.		0 33
Walnuts (Spanish)	0 30	0 33

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

A Good Sale Obtains For All Dried Fruits

Montreal.
DRIED FRUITS.—The demand from consumers of dried fruits is a constant one, and were the supplies to be had there would be little difficulty in selling them. Most commodities in the list are steadily firm, with occasional arrivals reported of figs, dates and raisins. Prunes will arrive, it is expected, in the near future.

Apricots, fancy	0 32	
Do., choice	0 28	
Do., slabs	0 26	
Apples (evaporated)	0 25	0 25 1/2
Peaches (fancy)	0 26	
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	0 26	
Drained Peels (old)—		
Citron	0 45	0 44
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	0 16	
Do., 1 Crown	0 14	
Do., 3 crown	0 18	
Cal. seedless, cartons, 16 oz.	0 23	
Choice seeded, 12 oz.	0 14	
Fancy seeded	0 14	
15 oz.	0 16 1/2	0 18
11 oz.	0 18 1/2	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	0 23	
Currants, Greek, 15 oz.	0 24	
Currants (Amarites), loose	0 27 1/2	
Dates, Excelsior, per case (36-10s)	6 25	3 25
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 26	
Packages only, Excelsior	0 20	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	
Figs, Spanish (cooking), 25-lb. boxes	0 14	
Do. (28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	0 30	0 30
50-60s	0 25	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	0 14	0 14
Peels—		
Orange	0 45	
Lemon	0 42	
Citron	0 62	
Mixed, 1/2-lb. cartons, doz.	2 75	

Syrups Go Out Freely; No Low-priced Molasses

Montreal.
SYRUP AND MOLASSES.—There is a continued demand for corn syrups at the prices obtaining, and while there is not a great deal of surplus of cane grades, all lines are meeting with favor. The molasses market is decidedly strong. Delivery has been extensively made of booked orders but it is doubtful if the price basis will be any lower this year. Tendencies point to a very different trend, and it is not improbable that there will be an increase of price if the sugar basis holds as at present.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/4	
Half bbls.	0 08 1/2	
Kegs	0 08 3/4	
2-lb. tins, 2 doz. in case, case	5 45	
6-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, 1/2 doz. in case, case	5 75	
20-lb. tins, 1/4 doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 80	
3-gal. 38 1/2-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz. in case, case	6 55	

10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per cs.	7 50
Barrels, per 100 lbs.	10 00
Half barrels, per 100 lbs.	10 25
Glucose, 5-lb. cans (case)	4 80

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

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

What Syrup Moving Brings High Prices

Montreal.
MAPLE PRODUCTS, HONEY.—The sale of maple syrup and sugar is not heavy, and all that passes to the trade is sold on a firm basis. The tendencies are, if anything, firmer. The honey movement is seasonably active, with prices maintained and a good supply available.

Maple Syrup—	
13 1/2-lb. tins (each) (nominal)	16 70
10-lb. cans, 6 in case, per case	16 70
5 gal. (Imperial), crated	16 60
Maple Sugar (nominal), small lots,	
cases of 25 lbs. gross, case	7 00
In cases of six, 5-lb. blocks, cs.	9 60
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 26
In tins, 60 lbs., per lb.	0 24
30-lb. pails	0 25
10-lb. pails	0 26
5-lb. pails	0 25
Buckwheat, 5-lb. tins, lb.	0 18

Tea Stocks Lower; Prices To Be High

Montreal.
TEAS.—The supplies of teas in Canadian importers' hands are stated to be very materially reduced. In fact one informant reported this week to CANADIAN GROCER that there is little tea in the hands of the trade, business secured being on the basis of "to arrive" stock. There is a satisfactory movement with the prospect of high prices continuing, and even of further advances being made an outstanding possibility.

Japan Teas—	
Choice (to medium)	0 65 0 75
Early picking	0 65 0 70
Finest grades	0 80 1 00
Javas—	
Pekoes	0 39 0 41
Orange Pekoes	0 44 0 47
Broken Orange Pekoes	0 40 0 43

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

While Futures Lower Spot Coffees Hold

Montreal.
COFFEE, COCOA.—There is an easier undertone in some future coffees, but this will have no effect on the spot market now. The present basis is held without change and there is a good demand. It takes many weeks to secure supplies ordered to-day, and this means that the possibility of declines at this time is a remote one. There is an active demand from the trade. Cocoa is firm and might go higher, while the demand is much improved from the local and country trade.

Coffee—	
Bogotas, lb	0 45 0 47
Cut mixed (1-lb. cartons), doz.	4 10 4 80

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

Spice Trade Has Been Active One

Montreal.
SPICES.—The pickling season has served to make demand for spices active, and the importers have had splendid business. For the most part the undertone is firm, and while stocks are adequate, there is no apparent heavy surplus. Import prices are quite high still.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	0 55	
Pure ground	0 35	0 40
Cloves	0 65	
Cream of tartar (French pure)	0 80	
American high test	0 80	0 85
Ginger	0 29	
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins	1 00	
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	
Nutmexs, whole	0 60	0 70
64, lb.	0 45	
80, lb.	0 48	
100, lb.	0 40	
Nutmegs, ground, 1-lb. tins	0 65	
Pepper, black	0 38	0 40
Do., special	0 32	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

Export Orders Will Help Some Millers

Montreal.
FLOUR.—The receipt of orders for some 800,000 barrels of flour for the Canadian Wheat Board's account is welcome news for the milling industry generally. This may be but the beginning of further business, and it augurs well for the immediate future activity of the milling industry. At the price of \$10.65 per barrel in jute bags, it will probably afford the mills a satisfactory profit as handling will be eliminated to a great extent. The domestic demand is quite satisfactory and the undertone firm.

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

Package Goods Sell On Unchanged Basis

Montreal.
PACKAGE GOODS.—There has been little of new interest in the package goods list and with a satisfactory active

demand for most lines the trade is experiencing good business.

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

**Less Range Quoted
On Rolled Oats**

Montreal.
CEREALS.—There is a fairly good sale for various cereals, and as the cold weather approaches this will improve. The market is an unchanged one, excepting that the range of price is narrowed on rolled oats, the quotations being \$5.15 to \$5.30 per sack.

Cornmeal, Gold Dust.....	5 75	6 00
Barley, pearl.....	6 00	6 25
Barley, Pot, 98 lbs.....	5 00	5 50
Barley (roasted).....		7 50
Buckwheat flour, 98 lbs.....	5 50	6 00
Hominy grits, 98 lbs.....	6 00	6 50
Hominy, pearl, 98 lbs.....		6 45
Graham flour.....	5 75	5 90
Oatmeal (standard-granulated and fine).....	5 65	5 85
Peas, Canadian, boiling, bush.....	4 00	5 50
Split peas (per 98 lbs).....	6 00	6 50
Roller oats, 90-lb. bags.....	5 15	5 30
Roller wheat (100-lb. bbls.).....		7 10
Tapioca flour, lb.....	0 15	0 16

**May Be More Supply
Feed; Prices Firm**

Montreal.
FEEDS.—There is prospect of the feed supply being augmented if the export orders for flour should continue to mature. Up to this time the millers state that there has been demand for all the supply they have been able to turn out. Gluten feeds are marked up, but bran and shorts are unchanged.

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

**No Change For Hay;
Grain Slightly Less**

Montreal.
HAY AND GRAIN.—The demand for hay has been fair, though not excessive, and the basis is altogether unchanged. Grain has been moving slowly for the past week and prices are marked down on oats and slightly up for barley.

Hay—		
Good, No. 1, per 2,000-lb. ton.....		23 00
Do., No. 2.....		22 00
Do., No. 3.....		20 00
Straw.....		11 00
Oats—		
No. 2 C.W. (34 lbs.).....		0 96
No. 3 C.W.....		0 95
Extra feed.....		0 95
No. 1 feed.....		0 94
No. 2 feed.....		0 92
Barley—		
No. 3 extra Ontario.....		1 48

No. 3..... 1 45
Note—These prices are at elevator and bags and bagging are not included.

**Local Vegetables Are
In Active Demand**

Montreal.
VEGETABLES.—The demand for local-grown vegetables is quite active and there has been, if anything, a more favorable price basis. The variety is seasonably wide and the marketers speedily pick up large quantities as offered by the farmers. Potatoes are somewhat lower in the range of prices quoted, \$1.50 being the basis here for Montreal variety.

Beans, new string, Montreal, 20-lb. bag.....	1 50	2 00
Beets, new, bag (Montreal).....		1 25
Cucumbers (Montreal), doz.....		0 16
Chickory, doz.....		0 75
Cauliflower (Montreal), doz.....	1 50	2 00
Cabbage (Montreal), doz.....	0 50	0 75
Carrots, bag.....		1 00
Celery, doz.....	1 00	1 25
Corn (per bag), doz.....	0 25	0 35
Garlic, bunch.....		0 40
Lettuce (curly), doz.....		0 25
Lettuce (Montreal), head.....		0 50
Leeks.....		1 50
Mint.....		0 30
Marrows, Vegetable, doz.....		1 00
Mushrooms, lb.....		1 25
Basket (about 3 lbs).....		3 50
Onions, Yellow, 75-lb. sack.....		3 75
Yellow, 75-lb. sack.....		3 75
Do., Red, 75 lbs.....		3 00
Spanish, crate.....		2 75
Do., cases.....		7 25
Parsley (Canada).....		0 20
Peppers, green, doz.....		0 10
Do., red, doz.....		0 10
Farsnips, bog.....		1 50

Potatoes, Montreal (90-lb. bag).....	1 50
Do., sweet, hamper.....	2 75
Radishes, doz.....	0 25
Rhubarb, doz.....	0 25
Spinach, box.....	1 00
Squash, Huber., doz.....	2 00
Turnips, Quebec, bag.....	1 50
Do., Montreal.....	1 25
Tomatoes (Montreal), 30-lb. box.....	0 50
Do., Rose.....	1 00
Do., green.....	0 35

**Apples Hold High;
Cranberries \$13.00**

Montreal.
FRUITS.—There is quite a large variety of fruit available on the local markets and demand is good. Apples are coming to hand in fairly good variety but the basis is held high. Cranberries are quoted less at \$13 per barrel and at 75c per gallon.

Apples—		
Fameuse.....		8 00
Gravenstein.....		6 50
Alexander, No. 1.....	7 00	7 50
Wealthy.....	7 00	8 00
Bananas (as to grade), bunch.....	5 00	6 00
Cranberries, bbl.....		13 00
Do., gal.....		0 75
Egg plant.....	1 50	2 00
Grapes, Tokay (box), 30 lbs.....		2 50
Grapes, basket.....		0 40
Lemons, Messina.....	6 00	7 00
Plums, blue prunes.....		2 75
Pears, California.....		6 50
Keiffer Pears (box).....		3 25
Do., bbl.....		8 50
Peaches (box).....		2 25
Peaches (small basket).....		0 75
Peaches, large basket.....	1 25	1 50
Oranges, Cal., Valencia.....		6 50
288-824.....		4 50
250.....		5 00
176, 200, 216.....		6 00

ONTARIO MARKETS

TORONTO, Oct. 10—There is still quite a scarcity of sugar being felt, but there has been some improvement and refiners and wholesalers believe that from now on it will gradually get better. Teas are steady and strong and no changes are reported in coffees this week. New prices on canned tomatoes and corn are announced.

**Scarcity of Sugar
Still Being Felt**

Toronto.
SUGAR.—The scarcity of sugar is still very pronounced, although not quite as acute as was the case a few weeks ago. There is a gradual improvement in the situation, and wholesalers and refiners express the opinion that conditions should right themselves in the course of a short time, although they do not look for any recessions in values. Prices are steady and firm, on the basis of \$11.21, Toronto delivery. There is a fair distribution, and every effort is being made to prevent any actual want, because of the stringency.

St. Lawrence, extra granulated.....	11 21
Atlantic, extra granulated.....	11 21
Acadia Sugar Refinery, extra granulated.....	11 21
Can. Sugar Refinery, extra granulated.....	11 21
Dom. Sugar Refinery, extra granulated.....	11 21
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

**Molasses and
Syrups Steady**

Toronto.
MOLASSES, SYRUPS.—The market for molasses and syrups is strong and prices are holding steady. There is an active demand for both syrups and molasses.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.....		\$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.....		
Cases, 2-lb. tins, white, 2 doz. in case.....		5 95
Cases, 5-lb. tins, white, 1 doz. in case.....		6 55
Cases, 10-lb. tins, white, ½ doz. in case.....		6 25
Cases, 2-lb. tins, yellow, 2 doz. in case.....		5 45
Cases, 5-lb. tins, yellow, 1 doz. in case.....		6 05
Cases, 10-lb. tins, yellow, ½ doz. in case.....		5 75
Cane Syrups—		
Barrels and half barrels, lb.....	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.....		
Cases, 2-lb. tins, 2 doz. in case.....		7 00
Molasses—		
Fancy, Barbadoes, barrels.....	1 10	1 15
Choice Barbadoes, barrels.....		1 00
West India, bbls., gal.....		0 48
West India, No. 10, kegs.....		6 50
West India, No. 5, kegs.....		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes.....		4 90
Tins, 3-lb. table grade, case 2.....		

doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Bar- badoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60 6 00
West Indies, 1 1/2s, 48s.	4 60 6 95

Package Goods

Holding Firm

Toronto.

PACKAGE GOODS.—There is a good demand for package goods, with prices holding at steady but strong figures. Rolled oats and corn flakes are selling freely. Cornmeal in 24s is quoted at \$3.65, and fine oatmeal in 20s at \$5.60.

PACKAGE GOODS

Rollod Oats, 20s round, case.	25 60
Do., 20s square, case.	5 10 6 60
Do., 36s, case	4 00
Do., 18s, case	2 80
Corn Flakes, 36s, case.	4 00 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 24s, family, case	5 80
Conker Package Peas, 36s, case.	3 60
West Indies, 1 1/2s, 48s.	4 60 6 95
Cornstarch, No. 1, lb. cartons.	0 11 1/2 0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4 0 10 1/4
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., Do., in 6-lb. tin canisters	0 13 1/4
Do., Do., in 6-lb. wood boxes	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	5 60
Cornmeal, 24s	3 65
Farina, 24s	2 35
Barley, 24s	2 85
Wheat flakes, 24s	5 40
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s.	3 50
Buckwheat flour, 24s	3 80

Bulk Cereals

Selling Freely

Toronto.

BARLEY.—Cereals in bulk are selling freely, with prices showing no changes from the preceding week. With the advent of cooler weather there is a brisk inquiry for barley, both pearl and pot. Barley flour in 98s is selling at \$4.50. Golden cornmeal is selling at from \$5.75 to \$6, and fancy yellow in 58s at from \$5 to \$5.50. Rolled oats, too, are in demand, and in 90s are selling at \$5.25.

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

New Prices On

Tomatoes and Corn

Toronto.

CANNED GOODS.—New prices are announced on the 1919 pack of tomatoes and corn, although the pack of the former is not yet completed. Tomatoes, 2 1/2s, are quoted at from \$2 to \$2.05 per case. New Canadian corn, twos, is

selling at \$1.85 per case. Beets, sliced, are quoted at from \$1.40 to \$1.45. A large proportion of the pack of both corn and tomatoes is choice quality. Canned salmon continues to sell freely at steady quotations. The canned fruits show increases in prices are compared with last year. Peaches, twos, are quoted at from \$3.50 to \$3.60 per dozen, and pears at from \$4 to \$4.05 per dozen. Lombard plums are selling at from \$3.10 to \$3.25, and green gages at from \$3.25 to \$3.40 per case of twos.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25
Do., 1/2s	3 00
Chums, 1-lb. talls	2 35 2 60
Do., 1/2s, doz.	1 35 1 45
Pinks, 1-lb. talls	2 35 2 60
Do., 1/2s, doz.	1 35 1 50
Cohoos, 1/2-lb. tins	2 00 2 10
Cohoos, 1-lb. tins	3 75 3 90
Red Springs, 1-lb. talls	3 75 4 25
White Springs, 1s, dozen	2 30 2 35
Lobsters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins .....	.....
Whale Steak, 1s flat doz.	1 75 1 90
Pilehards, 1-lb. talls, doz.	1 75 2 10

Canned Vegetables—

Beets, 2s, dozen	1 45
Tomatoes, 2 1/2s, doz.	2 00 2 05
Peas, standard, doz.	1 97 1/2 2 02 1/2
Peas, early June, doz.	2 12 1/2 2 17 1/2
Do., Sweet Wrinkle, doz.	2 40 2 45
Do., extra sifted, doz.	2 77 1/2 2 82 1/2
Beans, golden wax, doz. ....	.....
Asparagus, tins, doz.	3 85 4 25
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	1 85
Pumpkins, 2 1/2s, doz.	1 25
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2 2 80
Do., 10s, doz	10 00
Pineapples, sliced, 2s, doz. ....	.....
Do., shredded, 2s, doz. ....	.....
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 65 4 52 1/2
Do., standard, 10s, doz.	6 00
Apples, gal. doz. ....	.....
Peaches, 2s, doz.	3 50 3 60
Pears, 2s, doz.	4 00 4 05
Plums, Lombard, 2s, doz.	3 10 3 25
Do., Green Gage	3 25 3 40
Cherries, pitted, H. S.	4 36 4 40
Raspberries, 2s, H.S.	4 66 4 76
Strawberries, 2s, H.S.	5 25
Blueberries, 2s	2 10 2 35
Jams—	
Apricot, 4s, each	0 90
Black currants, 16 oz., doz.	4 00
Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 58
Do., 4s, each	1 10
Strawberries, 16 oz., doz.	4 60
Do., 4s, each	1 15

New Prunes and

Apricots en Route

Toronto.

DRIED FRUITS.—Shipments of new prunes and apricots are on the way, and should be available for this market in the course of the next fortnight. Prices to the trade will be much higher than a year ago. A car of Grecian Sultana raisins were received on the market in the past week, but they have all been pretty well taken. Standards sold at from 26 to 27 cents per pound, and some choice varieties at 25 cents. New California raisins should arrive soon, as word of their shipment from California has been sent to importers here. California peel, both orange and lemon, are selling to the trade at 40 cents. Excelsior dates are easier at \$5.75, and Dromedarys are selling at \$7 per case.

Apricots, unsplit .....	.....
Do., fancy, 26s .....	.....

Do., choice, 26s .....	.....
Do., standard, 26s .....	.....
Candied Peels, American—	
Lemon	0 44
Orange	0 48
Citron	0 47
Currents—	
Grecian, per lb.	0 22 0 23
Australians, 3 Crown, lb.	0 22 0 23
Dates—	
Excelsior, pkgs., 3 doz. in case	5 75
Dromedary, 3 doz. in case.	7 00
Figs—	
Tapa, lb. ....	.....
Malagas, lb. ....	.....
Comadre figs, mats, lb. ....	.....
Smyrna figs, in bags	0 18 0 19
Cal., 4 ea. pkgs., 70s, case.	5 00
Cal., 8 ea., 20s, case.	3 25
Cal., 10 ea., 12s, case	2 26
Prunes—	
30-40s, per lb. ....	.....
40-50s, per lb. ....	.....
50-60s, per lb. ....	.....
60-70s, per lb.	0 26 1/2
70-80s, per lb. ....	.....
80-90s, per lb. ....	.....
90-100s, per lb. ....	.....
100-120s, per lb.	0 15 1/2
Peaches—	
Standard, 25-lb. box, peeled. ....	.....
Choice, 25-lb. box, peeled. ....	.....
Fancy, 25-lb. boxes .....	.....
Practically peeled, 25-lb. boxes	.....
Extra choice, 25-lb. box, peeled	.....
Raisins—	
California bleached, lb. ....	.....
Extra fancy, sulphur, bich., 25s	.....
Seedless, 15-oz. packets	0 23
Seeded, fancy, 1-lb. packets. ....	.....
Seeded, 15-oz. packets	0 18 0 18 1/2
Seedless, Thompson's, bulk.	0 20
Seedless, 16-oz. packets	0 23
Crown Muscatels, 25s	0 15 1/2 0 17
Greek Sultanas	0 25 0 27

Tea Quotations

Steady and Firm

Toronto.

TEAS.—There is no change in tea quotations as compared with last week. The market continues to show a sharp upward trend, and dealers state that they are paying more for tea, than they are selling it to the trade. Java teas are pretty well cleaned up, that is in the importers' hands, at any rate, and it is not likely that they will ever again be shipped to this country as freely as during the years of the war. Javas will now cost 15 cents per pound more to bring in than they are selling on spot. In the past couple of years, the heavy shipments of Javas had a tendency to keep prices down. Otherwise with the position of the market for Indian and Ceylon teas, as strong as it is, and has been, the prices on spot would have been very much higher than they now are.

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

Coffee Prices

Are Unchanged

Toronto.

COFFEES.—The market for coffees is steady as far as the spot quotations are concerned. The tendency in the markets at primary points is easier. There is a very active demand for cof-

fee just now, and the milder coffees are inclined to be scarce. The market for pure cocoa is very strong at 30½ cents, and the sweet cocoa is quoted at 30 cents per pound.

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

Spices Are Still

Very Active

Toronto. SPICES.—There continues a very active demand for all kinds of spices. Prices are for the most part steady and strong. Sales in spices have been very heavy this season. Black pepper is selling at from 40 to 43 cents per pound, and white pepper is bringing from 48 to 51 cents. Mustard seed, whole, is quoted at 35 cents. French pure cream of tartar is selling at 75 cents, and American high test at 80 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 38	0 37
Ginger	0 28	0 35
Herbs—sage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
PanTRY	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmeg, selects, whole, 100s.	0 45	0 50
Do., 80s	0 65	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 35
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
cream of Tartar—		
French, pure	0 75	0 75
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	6 50	6 50

New Buying of

Nuts at High Prices

Toronto. NUTS.—The market in nuts continues to show the same strength as characterized it a week ago. New buying of almost every kind of nuts is at very high levels, and dealers are quoting higher prices on a number of lines this week. Shelled almonds are quoted at from 62 to 65 cents, while shelled walnuts are as high as 88 and 90 cents. Spanish peanuts are selling at from 25 cents, and Chinese peanuts at from 18 to 19 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 29	0 30
Cocoonuts, Jamaica, sack	10 00	10 00
Cocoonut, unsweetened, lb.	0 37	0 37
Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 66

Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	0 22	0 28

Growers Ask 25

Cents For Honey

Toronto. MAPLE SYRUPS, HONEY.—There is not a great deal of honey moving to market, for the reason that the growers are holding out for 25 cents per pound, and the dealers are not disposed to give it. At the present time, five pound tins are selling at 25 cents per pound, the 2½ pound tins at 26 cents, and the ten pound tins at 24 cents. There is a moderate demand for maple syrups at steady prices.

Honey, Clover—		
5-lb. tins	0 25	0 25
2½s, tins	0 26	0 26
10-lb. tins	0 24	0 24
60-lb. tins	0 24	0 24
Buckwheat, 50-lb. tins, lb.	0 18	0 18
Comb, No. 1, fancy, doz.	0 18	0 18
Do., No. 2, doz.	0 18	0 18
Maple Syrup—		
3½-lb. tins, 10 to case, case	17 00	17 00
Wine qt. tins, 24 to case, case	16 00	16 00
Wine ½ gal. tins, 12 to case, case	15 00	15 00
Wine 1 gal. tins, 6 to case, case	14 00	14 00
Imperial 5 gal. cans, 1 to case, case	14 00	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 20	0 20

Southern Rices

Will Help Market

Toronto. RICES.—There are no changes in quotations on rices, although importers and wholesalers are predicting lower levels for future delivery. The receipt of new Southern rices will have a tendency to ease the situation, and prices may be quoted slightly lower. However, the demand is likely to be very strong, and with a very brisk inquiry prevailing, a very marked decline in values is hardly probable. New Southern rices are costing about 14½ cents pound, laid down in Toronto.

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

Lima Beans Are

Quoted at 15 Cents

Toronto. BEANS.—Quotations on Lima beans are likely to be very strong. Just now they are selling to the trade at 15 cents per pound. Reports from California state that the crop this year will not total more than 425,000 bags, as compared with 1,600,000 bags a year ago. Samples of Canadian beans are coming forward now, but it is yet a little early to decide just what the output will be, and the trend of prices. There is a moderate demand with prices unchanged.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 00
Do., hand-picked, bus.	5 50	5 75

Japanese Kotenashi, per bush.	4 50
Rangoona, per bushel	3 00
Limas, per lb.	0 15

Bananas Are Half

a Cent Higher

Toronto. FRUITS.—Bananas are quoted half a cent per pound higher this week, at 8 cents. Grapefruit is arriving more freely, and is selling at from \$5.50 to \$6 per crate. Lemons are selling at from \$8 to \$8.50 per crate. Apples are being shipped to the wholesale trade freely now. Nova Scotia Gravensteins are selling at \$5.25 per barrel. Other Ontario varieties are from \$6 to \$7 per barrel. Canadian grapes are selling at 57 cents per basket. Oregon prunes are from \$1.65 to \$1.75 per box. California Malaga grapes are \$3.25 per crate, and California Tokays are \$3. There are still a few Canadian peaches coming forward, selling around \$1 to \$1.25 per large basket.

Bananas, Port Limons	0 08
Valencia Oranges—	
176s, 200s, 216s	7 00
150s and 126s	6 50
100s, 250s, 288s, 324s	4 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 50
Lemons, Messina Verdellis, box	8 00
300s	8 00
Do., California, 270s, 300s	8 50
Domestic peaches (about finished)—	
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jenetting, Pippin, No. 1	7 00
Do. No. 2	6 00
Do. No. 3	5 50
Nova Scotia Gravensteins, bbl.	5 25
Cal. Bartlett Pears, box	5 00
California Hardy, box	4 75
Oregon Howell, box	5 50
Can. Pears, 11 qts.	1 00
Oregon Prunes, box	1 65
Grapes, Cal., Malaga, crate	3 25
Do., Cal. Tokay	3 00
Can. Grapes, 6 qts, lenos	0 37
Casaba Melons, 6 to 8 in crate	3 50
Cranberry, Cape Cod, bbl.	12 50
Half barrel	6 50
Boxes	4 50
Can. Chestnuts, pk.	3 50

Potatoes Are at

Easier Levels

Toronto. VEGETABLES.—Prices of potatoes are easier this week. Sales of Quebec potatoes were made on the track at from \$1.75 to \$1.85 per bag, and some Ontarios were also sold at the above figures. New Brunswick Delawares are higher around \$2.75 per bag. Beets and carrots are unchanged at \$1.25 per bag, and cabbages are selling at \$2.50 per barrel. Lettuce is selling at \$3.50 per crate. Large crates of Spanish onions are selling at \$6.50, and the half crates at \$3.50. Green peppers are selling at 75 cents per dozen. Jersey sweet potatoes are selling at \$2.25 per hamper.

Beets, bag	1 25
Cabbage, bbl.	2 50
Carrots, per bag	1 25
Lettuce, crate, 2 doz.	3 50
Onions, Yellow Danvers, 100-lb. sacks	4 75
Onions, 25-bag lots	4 50
Spanish Onions, large cases	6 25
Do., medium crates	3 50
Onions, pickling, according to size	1 75
Peppers, green, doz.	0 75
Do., red	0 50
Celery, doz.	0 45
Cauliflower, box, 12	3 00
Cucumbers, 11 qt. basket	0 50
Potatoes—	
Delawares, bag	2 75

Ontario, 90-lb. bags	2 00	2 25
Ontarios, No. 2s	1 75	1 85
Jersey Sweet Potatoes, hamper		2 25
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket		0 40
Egg plant, 11-qt. basket		1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket		3 50

**Better Outlook
in Flour Market**

Toronto.
FLOUR.—There promises to be more activity in the flour trade than there has been for some time. The announcement that there will be an export order for 800,000 barrels to be distributed, will improve the situation. For domestic account, the buying, too, has only been

of a hand-to-mouth sort. Prices to the trade are unchanged.

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

.....	11 15
In jute bags	11 00

**Quotations On
Millfeeds Firm**

Toronto.
MILLFEEDS.—Supplies of millfeeds are still within narrow limits. Quotations to the trade are unchanged and strong.

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

in flour prices of recent date. Prices remain as follows:

Flour, Government Standard—

98-lb. sacks	5 35
49-lb. sacks	5 45
24-lb. sacks	5 55

**Feeds Reported
In Keen Demand**

Winnipeg.
FEEDS.—The situation is unchanged in feeds. Demand is heavy, being in excess of supply.

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

**Hay Prices
Have Been Named**

Winnipeg.
HAY.—The following prices have been named on the various grades of hay:

HAY (prices F.O.B. Winnipeg)—

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

WINNIPEG MARKETS

WINNIPEG, Oct. 7.—The sugar situation is still serious, though there has been some improvement of late. Indications are that there will be sharp advances in beans, while tea also shows a very strong tendency.

**Sugar Situation
Still Critical**

Winnipeg.
Some refineries are not making any deliveries to Manitoba.

The markets of raws are advancing. New crop Cuba raws have been sold at prices much in advance of this year's price on raws fixed by the sugar board.

**Opening Prices
Tomatoes and Corn**

Winnipeg.
CANNED GOODS.—Opening prices on corn and tomatoes are not as high as expected by the trade here.

There is considerable satisfaction felt at the price of corn, particularly as the tentative price was so high it was felt that there would be considerable U. S. corn brought onto this market.

**Tea Prices
Steadily Advance**

Winnipeg.
Rupee exchange last week reached 21%, as against the old fixed rate of ¼. Considerable advance is shown in Ceylon and Indian teas, not only in the finer grades, but in medium and common grades. These were all affected at the last auction sale in Colombo.

**Smyrna Figs
Will Be High**

Winnipeg.
Wire just received shows advance on Smyrna figs to be from one to two cents per lb.

Hills Bros., New York, report a shipment of Camel Brand having left Sept. 17, due to arrive here around Oct. 18.

Prices generally are considered very high.

**Rice Firm;
Advance Likely**

Winnipeg.
RICE.—All kinds of rice are reported

scarce. Present stocks are almost used up. Jobbers are advising retailers to pick up what they require at once.

No. 1 Japanese, 50-lb. bags	15 75
No. 2 Japanese, 100-lb. bags	13 50
Patna Japanese, 50-lb. bags	14 75
Do., 100-lb. bags	14 50

**Jobbers Offering
New Honey**

Winnipeg.
Canadian honey is being offered by the jobbers here at:

HONEY—

10 oz. glass, 2 doz. to case, per case	4 00
2½ oz. tins, 2 doz. to case, each	0 25
4¼ oz. tins, 1 doz. to case, each	1 40
5 oz. tins, 1 doz. to case, each	1 50
10 oz. tins, 6 tins to case, each	2 95

**Beans Expected
To Advance**

Winnipeg.
The bean market is very steady with a tendency to higher prices.

British Columbia beans are estimated to be sixty per cent. below expectations. As beans are practically all grown by the Japs and Chinese in B. C., it is known they will not be threshed until the winter months.

California Limas. Opening prices were made to-day, the price named is 12½c, f.o.b., California.

The crop is estimated at between four hundred thousand and four hundred and fifty thousand bags.

Shippers are not accepting all orders offered and are only allowing ninety tons to be purchased by any one broker.

Baby Limas are reported to be around three hundred thousand bags. The 1918 crop is practically all cleaned up.

BEANS—

Japan, recleaned, per bag	7 75
Lima Beans, 100-lb. baks, lb.	10 75

**No Change
In Flour Prices**

Winnipeg.
FLOUR.—There has been no change

**Apple Market
Very Strong**

Winnipeg.
Winter apples have been in heavy demand. Market has advanced considerably recently. Difficulty is reported in securing sufficient supplies. General market conditions appear very strong.

Apples in boxes—

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

THE WEIGHT OF EGGS

In an article appearing last week in CANADIAN GROCER it was stated, in outlining on page 37, the particulars of the new by-law of the City of Montreal, governing the sale of eggs by weight, that "in general, a dozen and a half of fresh eggs of the average size will weigh one pound, it is said."

Of course this is incorrect, obviously, as many readers would already know, and the facts would be quite the reverse, a dozen of fresh eggs of average size weighing in the neighborhood of 24 ounces, or a pound and a half.

PRESENT DAY EXPENSES

Continued from page 32

the needs of various kinds of customers. I believe that a merchant must determine for himself the kind of people he will seek to serve, and hew close to the line, for it is very dangerous to slop over or mix your recipes.

The expression used by the merchant I quoted last week: "Sellers of service—What kind of service has your store to sell?" appeals to me very strongly. I think he has the right idea. Anybody can sell groceries. A few can render—and therefore sell—acceptable service.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 7.—The strike in the Atlantic Refineries is settled. The plant is working to-day. It did not last long enough for the merchants here to feel the effect. Molasses are firmer at from 91 to 92 cents. Cheese is higher. New Brunswick selling at 29 to 30 cents, Ontario 29½ and 30 cents. Dairy butter is 52 cents; tub 48 to 50 cents. Compound lard is lower at from 29 to 29½ cents. American pork is easier at 65 and 67 cents. New deliveries of corn and tomatoes are on the market. Corn is \$3.75 and tomatoes \$4.20. The fruit market shows few changes. Lemons are higher at from \$11 to \$12; pears, \$6 to \$6.50, and plums, \$3.50 to \$4; peaches are out.

Flour, No. 1 patents, bbls., Man.	12 50	
Cornmeal, green, bags	6 25	6 35
Cornmeal, ordinary	4 16	4 20
Roller oats		12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 91	0 92
Sugar —		
Standard, granulated		11 10
No. 1, yellow		10 60
Cheese, New Brunswick	0 29	0 30
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.		0 60
Eggs, case		0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.		0 52
Butter, dairy, per lb.		0 50

Butter, tub	0 48	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, cored, 1s	4 55	4 90
Tomatoes, 2½s, standard case		4 90
Raspberries, 2s, Ont., case		3 75
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case		3 75
Peas, standard case		4 20
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		5 00
Salmon, Red, spring, cases		11 00
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 25	
Onions, Can., 100-lb bags	5 25	5 50
Lemons, Cal.	11 00	12 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate		3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	5 00	5 50
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 7.—Creamery butter has advanced 3 cents. Dairy butter is quoted at from 43 to 47 cents. Farina and Flour in 7s and 10s, and oatmeal are all 20 cents per bale higher. Sago is quoted at from 11 to 14 cents, and tapioca is from 12 to 14 cents. On-

tario cheese is selling at 29½ and 30 cents. Corn is from \$4.60 to \$4.80. Raspberries 2s are selling at from \$10 to \$10.50. All cuts of hams and bacon are a cent lower. Salada tea, O-Cedar oil and sal soda are slightly higher. New laid eggs are \$17.50 to \$18. Oranges are \$7 and lemons \$9 to \$9.50. New Florida grapefruit is \$8.

Beans, Lima	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	9 25
Flour, 96s, per bbl.		10 70
Roller oats, 80s		4 50
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 12	0 14
Sago, lb.	0 11	0 14
Sugar, pure cane, granulated, cwt		18 00
Honey, 5s, doz.		0 30
Cheese, No. 1, Ontario, large	0 29½	0 30
Butter, creamery, lb.	0 58	0 62
Do., dairy, lb.	0 43	0 47
Lard, pure, 8s, per case	21 30	21 60
Eggs, new-laid, local	17 50	18 00
Do., candled, storage		16 00
Tomatoes, 2½s, standard, case	4 20	4 60
Corn, 2s, case	4 60	4 80
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	10 50
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 2s, lb.		0 23
Apricots, evaporated, 25s		0 40
Peaches, evaporated, lb.		0 30
Do., canned, 2s		7 50
Prunes, 90-100s		0 21½
Do., 70-80s		0 22½
Do., 50-60s		0 23½
Salmon, pink tall, case		10 25
Do., Sockeye, tall, case		17 50
Do., halves	18 00	19 00
Potatoes, per ton		33 00
Oranges		7 00
Lemons	9 00	9 50
Grapefruit		8 00
Cantaloupes, crate		4 75

CANADIANS WILL BUY BRITISH FOODS

Continued from page 31

ones would have afforded work for many thousands of men. As it was, this expansion could not be undertaken, or very rarely.

Not to Build Here

Asked as to whether there would not be encouragement in erecting factories here in Canada, Mr. Malcolmson stated that, as far as vinegars were concerned, he did not favor this. The climatic conditions in England, particularly in the vicinity of London, have a great deal to do with the quality of the product. So has the water used. Even in parts of Great Britain there is difficulty in making vinegar of the quality that can be produced in the London plant, he said. And if the machinery were installed here that is used over there, it would not produce the grade of vinegar desired. For this reason there is unlikely to be any development in this direction.

Mr. Malcolmson believes that the Can-

adian trade can be well supplied by the placing of stocks in central points throughout the country, and from which they can then be readily distributed. This will afford the trade the supplies that they require with little delay.

At the present time, and for many years, a large export trade with Australia and South Africa has been maintained by the British manufacturers. It is a trade which they have highly valued, and while the Canadian demand is perhaps much smaller for some products, the manufacturer sees a future here for the goods he specializes in.

If the present labor troubles cease, Mr. Malcolmson looks forward to an increased and increasing export trade with Canada.

CLOSING STORE CHANGED CHARACTER

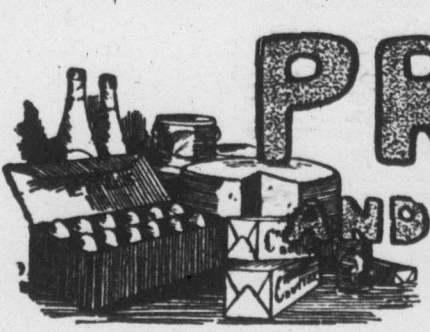
Continued from page 27

by plaintiff as damages. No damage has been proved. What defendant is con-

demned to pay is rent for the store for eleven months, namely, \$275, plus \$10, the cost of the protest served in the first instance, making a total of \$285, but with this obligation on the part of the plaintiff: that he must render an account of the money he has received in rent for the premises in question since it was sub-let. This money must be counted to the credit of defendant and deducted from the amount mentioned against him in this judgment, costs in the two courts being against defendant, Champagne.

BRITISH RESTRICTION RE SALE OF U.S. SALMON LIFTED

The Ministry of Food of Great Britain has finally withdrawn the restrictions against the selling of canned salmon of the 1918 and 1919 pack. These seasons' packs may now be sold following the lines laid down for the distribution of the salmon purchased by the ministry.



PRODUCE AND PROVISIONS

Prices on March 10 and Now

Comparisons of Quotations of Fresh Pork, Hams, Bacon and Lard This Week With What They Were on March 10, to Which Levels Packers Must Return by Oct. 15

IN view of the order of the Board of Commerce to the Canadian packers to inaugurate the prices of pork and pork products of March 10, last, on October 15, some comparisons of quotations given this week, with those of last March are interesting. On fresh pork, also smoked meats and lard, there was a decline this week varying all the way from one to as much as three cents per pound. At the time of writing live hogs on the Toronto market, on the fed and watered basis, are selling at \$17.25 per cwt. This is 25 cents per cwt. lower than on March 10. But at the close of last week the price was at \$17.75 per cwt. The Chicago market is tending to still lower levels, and the trend of Chicago prices largely controls value here. Extremely fine killers at Chicago, at the mid-week, were selling at \$16.50 per cwt. Buffalo prices were 25 cents higher than Chicago.

Values Working Down

In fresh meats, packers are this week quoting fresh legs of pork up to 18 pounds, at from 33 to 35 cents, as compared with 27 to 29 cents in the week of March 10. Loins of pork are now from two to three cents per pound higher than they were at that time, the current price being 37 to 38 cents, as compared with 33½ to 36 cents in March last. The difference in the quotations on tenderloins is not very marked, only amounting to two cents. This week the packers are selling them at 47 cents, as against 45 cents seven months ago. If the present easy feeling in the market continues, by the 15th of the month, values may have gradually worked themselves down to quotations of March 10.

Hams and Bacon More Significant

In hams and bacon the difference between the prices of to-day and March 10 are more significant. But as the packers point out, the smoked meats that are now on the market are from high-priced hogs, and the quotations cannot return to the levels of March 10, until the cheaper hogs are on the market in the shape of hams and bacon.

Hams to-day range from 32 to 42 cents, as compared with 29 to 32 in March. Backs, skinned, ribin, are now 51 to 52 cents, as compared with 45 to 46 cents seven months ago, and boneless backs were then 49 to 50 cents, and this week are selling at from 53 to 54 cents. Ordinary breakfast bacon shows a variance of about five cents per pound, with the

present price ruling at from 40 to 45 cents. Fancy breakfast bacon is now 48 to 52 cents, as compared with 44 to 46 cents in the week of March 10. Rolls are nearer, there being an increase in present values of only two cents, and in the case of Wiltshire sides a difference of three cents. Long clear bacon now selling at from 30 to 31 cents, is three cents per pound higher than in March, and mess pork, 200 pounds to the barrel, at from \$45 to \$46, shows a gain of \$3, as compared with the March quotations. Lard this week is quoted at from 30½ to 31 cents per pound, three cents in advance of March prices.

Margarine Sale Legalized Till 1921

Bill to Enlarge Operation of Present Act to This Date, Probably First Step Toward Permanent Action

OTTAWA, October 8.—The Ministry of Agriculture has introduced a resolution providing for the manufacture and importation of oleomargarine until August 31, 1920, and the sale and having for sale of the same commodity until March 1, 1921. A license for the importation and manufacture of oleomargarine shall be required, and it shall be imported free of duty. All packages offered for sale must be marked and labelled as prescribed. The probability of such legislation being passed was referred to in CANADIAN GRO-

CER last week. While a specific time is mentioned in the resolution for the duration of this permission, there is no doubt that it will be made permanent. The question was brought before the House at a thinly-attended session on Tuesday evening, and met with some opposition from the farmer members. On a vote on the resolution being called, however, the decision stood 22 for and 15 against. The matter will shortly be placed before the House in the form of a Bill.

Wiltshire Bacon a Good Seller

Toronto Merchant Finds That Offering Wiltshire Bacon Has Helped to Build His Bacon Business and Give Him a Better Profit

FRED R. BELL, of 1081 College St., Toronto, has demonstrated that there is a market for Wiltshire bacon in his locality, at least.

"Up until last spring," he says, "I carried only back bacon, for which there was little demand owing to the price. It occurred to me that 'Wiltshire' being a good seller on the English market, ought to be fairly popular in this neighborhood since many of the residents are English.

"I decided to try it out, and had my brother, who is a showcard writer, prepare several cards, 'Wiltshire Bacon,' 'Old English Bacon, 55c a lb.,' which we

posted where they would readily catch the eye.

"From the very first, our venture met with surprising success. During the first week we sold eighty pounds, and our average weekly sales since have been nearly 100 lbs. Not only that, but we have attracted customers by our bacon sales, who ordinarily deal elsewhere. In selling them 'bacon' we usually receive an order for one or more other articles.

"Boning, etc., involves a little more labor, but we are well repaid by our higher margin of profit and bigger turnover."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 7—The changes of the week are as follows: A firming of the undertone for live hogs, due to smaller offerings and a firming basis in outside markets. Barrelled pork is lower, reflecting the declines in pork that were made for several weeks. Cooked meats and jellied varieties are marked down. Lard is selling on the recent reduced basis, actively. Shortening is marked down somewhat and is an active seller in this market. Butter is firmer, but there is no change of price. Demand is improved from the U.S. markets and to which supplies have gone forward recently. Cheese basis is steadily firm. Egg receipts are reduced and the undertone is firm for new-laid, but some uncertainty exists with regard to selects and No. 1's. Poultry is again reduced in price. The fish market is quite active.

Hog Receipts Light; Undertone is Firmer

Montreal.
FRESH MEATS.—There has been a reduction here in the receipts of live hogs, and as a consequence the offerings have been bought at increased prices, \$18 being the quoted basis for select stock on the Montreal markets. It is expected that, unless the offerings increase, prices will hold quite firm. Dressed hogs of the select varieties are selling at \$26.50 to \$27 per cwt. There has been little change in cattle markets, the receipts being fair, but the quality, in many respects, rather inferior. Trade for meat is fairly satisfactory.

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

Lower Ham Prices Have Improved Sales

Montreal.
CURED MEATS.—The tendencies have been downward on hams and cured meats of all kinds. This has tended to improve the demand and sales have been quite active during the past ten days. The range of prices quoted in this market is materially lower than for some time, and bacon, too, has been ruling easier. Further declines are made this week for barrelled pork, and plate beef is down in price to \$32.

Hams—
Medium, smoked, per lb.—

(Weights), 12-14 lbs.	0 40½	
14-20 lbs.	0 39	0 40
20-25 lbs.		0 37
25-35 lbs.		0 29
Over 35 lbs.		0 28
Bacon—		
Breakfast	0 44	0 52
Windsor		0 51
Cottage rolls		0 35
Plenic hams		0 29
Barrel Pork—		
Canadian short cut (bbl.) 30-40		60 00
pieces		
Clear fat backs (bbl.) (40-50		63 00
pieces		
Heavy mess pork (bbl.)		51 00
Plate Beef		32 00
Mess Beef		32 00
Bean Pork		48 00

Cooked and Jellied Meats Tend Downward

Montreal.
COOKED MEATS.—As the influence of lower pork prices reaches the prepared lines the latter incline to lower levels, and reductions are in effect this week for head cheese, ox tongue, boiled and roast shoulders, and a wider range of prices applies for minced meat. The latter is likely to be sold for less money than charged in the past months, and reductions may be made gradually. There is a fair demand.

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

Lard an Active Seller on New Price Basis

Montreal.
LARD.—There has been little change from last week in the price basis and at the present prices the movement is quite heavy. It was stated that sales were made at reduced prices during the week, but the market is ruling quite steady at the basis mentioned below. It is probable that the lower prices for large lots were induced through the holding of rather large quantities in one or two quarters.

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

Shortening Lower and a Big Seller

Montreal.
SHORTENING.—The sale for shortening is larger on the reduced price basis and lower prices still are in effect this week. The receipts have been ample to meet domestic requirements, and it is likely that there will be sufficient supply to meet the early fall needs. Oil used in the manufacture of this commodity will perhaps be freer than it was a year ago.

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

Margarine Holds Its Basis Without Change

Montreal.
MARGARINE.—There is very little to make this commodity a feature, the price basis holding without change and sales to the trade being seasonably satisfactory. Weather conditions will improve the demand if the temperatures are lower.

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

Butter is Firmer; Supplies Sent to U.S.

Montreal.
BUTTER.—It is stated that the demand for butter has been so active from U. S. buyers that substantial shipments have gone across the line. A temporary shortage there, in some districts, is said to have afforded the producers in Canada a better market than exists here and round lots have been shipped there. One large produce man expresses his belief that there will be little probability of prices declining to any extent at least.

BUTTER—		
Creamery, prints, fresh made..	0 58	
Creamery, solids, fresh made..	0 57	
Dairy, in tubs, choice	0 49	0 50
Dairy prints	0 50	0 51
Bakers'	0 45	0 47

At Maintained Price Cheese is a Seller

Montreal.
CHEESE.—The local demand is reasonably active and there is quite a movement to export buyers. It is pointed out that the condenseries have taken so much of the milk and cream supply as to make a shortage of supply for the cheese makers. The capacity of the cheese factories is much greater than the owners can secure product for, and this means, one informant points out, that the cost of producing cheese makes the present prices unprofitable almost. The receipts have been very materially reduced within the past few months.

CHEESE—		
New, large, per lb.....	0 27	0 28
Twins, per lb.....	0 28 1/2	
Triplets, per lb.....	0 29	
Stilton, per lb.....	0 34	
Fancy, old cheese, per lb.....	0 32	

**Egg Receipts Low
and Storage Used**

Montreal.
EGGS.—Supplies from the country of new laid eggs have been much fewer of late and there is little promise of these increasing at the present time. Produce men have been tapping their stocks of storage eggs freely, and while they state that there is no logical reason for it, the prices of No. 1 and of selects have declined 2 cents and 1 cent respectively. Demand for export account has been active, and it will be November before new laids come to hand in large quantities.

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

**Poultry Again Down;
Produce Men Storing**

Montreal.
POULTRY.—Prices have again been reduced for poultry, and while there is a fair demand from the trade, the produce men are now putting a certain amount of supply into cold storage. The receipts from the country are reported to be fair.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.).....	0 37	0 40
Chickens, roast (milk).....	0 43	0 45
Broilers (3-4 lb. pr.).....	0 45	0 47
Ducks—		
Brome Lake (milk fed green).....	0 46	0 48
Young Domestic.....	0 36	0 38
Turkeys (old toms), lb.....	0 48	0 50
Turkeys (young).....	0 62	0 64
Geese.....	0 28	0 30
Old fowls (large).....	0 34	0 36
Old fowls (small).....	0 30	0 32
POULTRY (live)—		
(Buying Prices)		
Chickens, light weights.....	0 17	0 18
Heavy weights.....	0 21	0 23
Ducks, young.....	0 17	0 18
Old.....	0 15	0 16
Geese.....	0 15	0 16
Live—Old fowl.....	0 17	0 18
Roosters.....	0 15	0 16
Turkeys.....	0 35	0 36

**Fish Sales Fair
And Good Supplies**

Montreal.
FISH.—There has been quite an active demand for fish of various kinds, and the supply is now satisfactorily varied to afford the trade the selection they prefer to make. Prices are lower than they were at this time a year ago and this will serve to help the movement. Fresh fish are continuing to sell as popularly as ever. A good season is in prospect.

FRESH FISH		
Carp, per lb.....	0 11	0 12
Dore.....	0 20	0 20
Eels, lb.....	0 12	0 12
Bullheads (dressed).....	0 13	0 13
Gaspereaux, each.....	0 03	0 03
Haddies.....	0 12	0 13
Fillet Haddies.....	0 20	0 20
Haddock.....	0 08	0 09
Halibut, Eastern.....	0 24	0 24
Halibut, Western.....	0 23	0 24
Steak, cod.....	0 10	0 12
Market cod.....	0 07	0 08
Flounders.....	0 08	0 10
Prawns.....	0 35	0 35
Pike, per lb.....	0 13	0 13
Live lobsters.....	0 35	0 35
Boiled lobsters.....		
Salmon (B.C.), per lb., Red.....	0 25	0 26

Salmon Gaspereaux, per lb.....	0 28	0 30
Shad.....	0 20	0 20
Skate.....	0 10	0 10
Lake Trout.....	0 19	0 20
Mackerel.....	0 14	0 15
Shrimps.....	0 35	0 40
Whitefish.....	0 17	0 18
Trout, brook.....	0 38	0 40
Swordfish.....		0 25

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

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.....	21 00	
Codfish, No. 1, medium, bbl., 200 lbs.....	20 00	
Codfish, No. 2, 200 lb. barrel.....	18 00	
Pollock, No. 1, 200 lb. barrel.....	10 00	
Codfish, strip boneless (30-lb. boxes), lb.....	0 20	0 20
Codfish (boneless) (24 1-lb. cartons).....	0 20	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx).....	0 18	0 18
Boneless cod (2-lb.).....	0 23	0 23
Shredded codfish (12-lb. box).....	2 40	2 50
Dried codfish 100-lb. bbl.).....		13 00

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

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

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

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

ONTARIO MARKETS

TORONTO, Oct. 10—The tendency in meats is towards lower levels, but on pork products, while the quotations are easier, the prices of last March are not ruling. The butter market is inclined to be firmer, and eggs and cheese are unchanged. Poultry is selling freely in view of the demand for Thanksgiving.

Trend in Fresh Meats is Down

Toronto.
FRESH MEATS.—There continues to be an easy tendency in fresh meats. Live hogs are selling around \$17.75 per cwt. on the fed and watered basis. Pork cuts are quoted about 2 cents cheaper, legs of pork up to 18 pounds selling at from 33 to 35 cents per pound, and loins of pork at from 37 to 38 cents. Tenderloins are 47 cents. Hind quarters of beef are 25 cents and front quarters 16 cents. Spring lamb is quoted around 20 cents per pound for the best, and calves range from 22 to 27 cents.

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

Above prices subject to daily fluctuations of the market.

Hams and Bacon at Easier Levels

Toronto.
PROVISIONS.—There is a brisk demand for hams and bacons, and quotations are easier as compared with a week ago, but the March prices, as ordered by the Board of Commerce, are not yet ruling. Smoked hams are selling at from 40 to 42 cents for the medium, and at from 32 to 37 for the large hams. Heavy hams are selling at from 30 to 33 cents. There is a brisk demand for bacon. Fancy breakfast bacon is unchanged at from 48 to 52 cents, and ordinary breakfast bacon is selling at from 40 to 45 cents. Ro'lls are from 32 to 33 cents, and Wiltshire sides from 37 to 38 cents.

Hams—		
Medium.....	0 40	0 42
Large, per lb.....	0 32	0 37
Heavy.....	0 30	0 33
Bacon—		
Skinned, rib, lb.....	0 51	0 52
Boneless, per lb.....	0 53	0 54
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.....	0 30	0 31
Do., av. 70-90 lbs.....		0 30
Clear Bellies, 15-30 lb.....	0 30	0 31
Sausages in brine, keg, 35 lbs.....		7 35
Fat backs, 16-20 lbs.....	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.....	45 00	46 00

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

Above prices subject to daily fluctuations of the market.

Cooked Meats
Are Also Lower

Toronto.
COOKED MEATS.—The demand for cooked meats is not quite as brisk as it was in the warmer weather. Prices are easier again, boiled hams selling at 58 cents per pound, and roast hams without dressing at the same figure. Jellied ox tongue is also easier at 58 cents.

Boiled hams, lb.	0 58
Hams, roast, without dressing, lb.	0 58
Shoulders, roast, without dressing, per lb.	0 44
Head Cheese, 6s, lb.	0 12 0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26 0 27
Choice jellied ox tongue, lb.	0 58
Pork and Tongue, lb.	0 36

Above prices subject to daily fluctuations of the market.

Firmer Market
Rules on Butter

Toronto.
BUTTER.—The market in Montreal is firmer on butter, and this is reflected in the market here. Fresh made creamery prints are selling at 58 cents, and the solids at 57 cents. Fresh separator is selling to the trade around 48 cents.

Creamery prints (fresh made)	0 58
Creamery solids (fresh made)	0 57
Dairy prts., fresh separator, lb.	0 47 0 48
Dairy prints, No. 1, lb.	0 46

Cheese Market
Ruling Steady

Toronto.
CHEESE.—There is no change in the market for cheese. Prices are steady, and there is an active demand for the domestic trade.

Large	0 28
Stilton	0 31
Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.	

Egg Quotations
Steady and Firm

Toronto.
EGGS.—The market for eggs is very firm, although prices show no changes as compared with a week ago. No. 1 storage eggs are selling at from 58 to 61 cents, and special new laids in cartons at from 62 to 65 cents.

No. 1 storage, doz.	0 58 0 61
Special new laids, in cartons, dz.	0 62 0 65

Prices shown are subject to daily fluctuations of the market.

Shortening is
Selling Freely

Toronto.
SHORTENING.—Shortening is selling freely at from 27½ to 28 cents, prices being steady with last week.

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

Lard Prices
Again Decline

Toronto.
LARD.—The trend in lard prices is towards lower levels. On the tierce basis

lard is now selling at from 30½ to 31 cents per pound.

Lard, tierces, 400 lbs., lb. 0 30 0 30½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Active Demand
For All Fish

Toronto.
FISH.—There is a very active demand for all kinds of fish. Oysters are selling freely. Prices are for the most part steady and strong. Chicken halibut is selling at from 21 to 22 cents, and had-dock with the heads on are bringing 10 cents, and with heads off, 11 cents. Fresh B. C. salmon is selling at from 27 to 28 cents. Blue point oysters, 800s, are quoted at \$15.75, and 1000s at \$14.

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

FROZEN SEA FISH	
Salmon	0 24 0 24
Herring	0 09 0 10
Mackerel	0 11
Flounders	0 11

FRESH LAKE FISH	
Lake herring, round lb.	0 10
Do., dressed, lb.	0 11 0 12
Trout, lb.	0 14 0 15
Whitefish, lb.	0 13 0 14
White fish, dressed	0 14
Picklerel, dressed	0 14
Mullet, lb.	0 05
Fresh picklerel	0 20
Ciscoes	0 16
Pike	0 09 0 10
Fresh mackerel	0 15 0 20

Poultry Has a
Brisk Inquiry

Toronto.
POULTRY.—Expectations are that there will be a heavy demand for poultry this week, in view of the Thanksgiving trade, and prices are inclined to be firmer. Dressed young turkeys are quoted at 40 cents per pound in the country. Spring chicken is 20 cents per pound liveweight, and from 23 to 28 cents per pound dressed, at points of shipment. Spring chicken is selling to the trade at from 32 to 35 cents.

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

WINNIPEG MARKETS

WINNIPEG, Oct. 7—There is a general firmness noted in most produce lines this week. Pork prices are slightly stronger. Butter and eggs are both scarce and prices are holding very firm, indeed. Fish is arriving in much better volume and variety and are selling at good prices.

Pork Prices
Somewhat Firmer

Winnipeg.
PORK.—Although pork prices have been declining rapidly; at time of writing prices are reported a little firmer.

Butter Prices
Remain Firm

Winnipeg.
BUTTER.—There is a very firm tendency in butter at the present time. Prices are quoted as follows:

BUTTER—	
Creamery, bricks, 1s	0 56 0 57
Creamery, solids, 1s	0 55 0 56
Dairy butter	0 40 0 42
Margarine, 1s	0 36

Eggs Also
Very Steady

Winnipeg.
EGGS.—Eggs are comparatively scarce at the present time and prices are very firm indeed.

EGGS—	
Specials, cartons, per doz.	0 53 0 56
New laid, candled, per doz.	0 50 0 50

Cheese Prices
Remain Unchanged

Winnipeg.
CHEESE.—There is very little new in the cheese situation this week, prices re-

main as follows:	
CHEESE—	
Manitoba, large	0 29 0 29½
Do., twins	0 30 0 30½
Ontario, large	0 30 0 30½
Do., twins	0 30½ 0 30¾

Fish Demand Good;
Price Firm

Winnipeg.
FISH.—Ample supplies of fish are now arriving in the market. The first Holland herring to arrive in over two years has just been received in Winnipeg.

FISH	
In Brine—	
Labrador Herrings, half bbls., each	9 00
Can. Herrings, 25-lb. pails	2 25
Pickled Lake Superior Herrings, 10-lb. pails, each	1 15
FROZEN FRESH FISH	
Halibut, large	0 15
Do., medium	0 16
Jackfish	0 10
Salmon	0 19
Whitefish, case lots	0 10
Do., broken case	0 11
SMOKED FISH	
Blotters, Eastern, per case	2 90
Do., Western, per case	2 20
Haddies, 30-lb. cases, per lb.	0 15
Kippers, Eastern, 20 count, per count	1 85
Do., Western, 20-lb. boxes	2 25
SALT FISH	
Steak Cod, 2s, per lb	0 16
Blue Nose Cod, 20 1s and 2s	0 15½
Acadia Cod, 1s and 2s	0 16
Salt Herring, ½-bbl.	7 00
Do., 20-lb. pails	1 75
Do., 10-lb. pails	0 90
Holland Herring, milkers, per kg.	1 50
Do., mixed, per keg	1 40



Have No Hesitation
in choosing
'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

57

HEINZ

Advertising
Service

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

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57

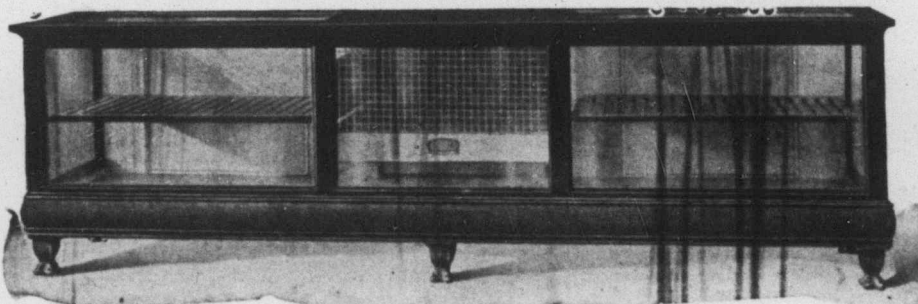
Hams

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

57

57



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write or Free Catalogue and Prices.

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.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Adding Delicious Freshness to Attractive Display

The reason so many grocers and butchers are installing Arctic Counter Refrigerators is because it adds the full power of a refrigerator to attractive store display, and requires no additional space, because it takes the place of ugly, out-of-date counters.

Its ability to please customers and attract new trade are simply added advantages.

Profit Lies in Quick-Selling Quality Lines

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

Make sure that you can always supply “Easifirst.”

It will pay.

Phone Junction 3400

GUNNS LIMITED
TORONTO



Did You Know That Schneider's Hams Are Guaranteed?

If there should happen to be any complaint from any customer—if our hams are not as good as we say—return them.

But we know they never disappoint. That's the conviction back of our guarantee.

Have you tried selling them?

J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations
Satisfaction guaranteed on all mail orders.*



TRADE MARK

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it **MAKES FOR BETTER MERCHANDISE**. There are added responsibility and written-printed claims to substantiate.

It's Profitable Because—



**100%
PURE**

COSGRAVE'S
PURE MALT
Vinegar

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

RETAILS
15c and 25c

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



Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

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

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW

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

Order from your wholesaler or

Cie Canadien Importation

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.



ASSURING

a **SAVING** for your customers
a **PROFIT** for you

The housewife knows that she pays the same price for Cow Brand Baking Soda as she pays for inferior package soda. But she also knows that the superior quality and strength of Cow Brand make it unnecessary for her to use such quantities. Hence her saving.

Her demand means quick turnover. Quick turnover means bigger profit for you.

Church & Dwight, Ltd.
MONTREAL

STOP THAT COUGHING



and build up your system with a dependable tonic and body-builder like

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

For Neuralgia, Headache, Sleeplessness, etc. Mathieu's Nerve Powders are absolutely reliable and effective.

Handle these two well-known remedies. Always a big demand for them. Excellent profits.

J. L. Mathieu Co.

SHERBROOKE Proprietors QUEBEC

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

KEYSTONE BRAND

NUGGET BROOMS

When a customer asks for a "Nugget" Broom there must be a reason for remembering the name.

NUGGET BROOMS

are brooms of good reputation. A "just as good" line will not satisfy women, who know the merits of a "Nugget," and want a light yet sturdy broom.

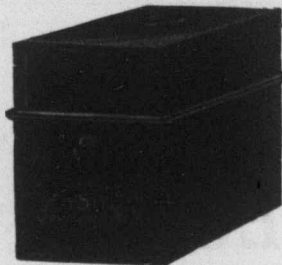
The quick turnovers from "Nugget" Brooms will swell your income.

For prices, etc., write
STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., Limited.
- PORT ELGIN, ONTARIO -



MR. GROCER!

Are Your Accounts Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street STRATFORD, Ont.

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Good for Customers---Good for You

H.P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact.

It is in big and constantly-growing demand and offers you a generous profit—that's why it is certainly the same for you.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
 R. B. Seaton & Co., Halifax, N.S.
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H.P. SAUCE



CHOCOLATTA

"Made in a Minute" is the slogan which explains the great success of CHOCOLATTA. A perfectly balanced food-drink, complete in itself, requiring neither milk nor sugar, and "Made in a Minute" by the addition of boiling water only.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto

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RICE FLOUR

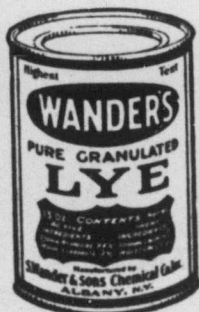
RICE MIDDLINGS

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

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

D. W. ROSS COMPANY
 Agents
 MONTREAL

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDERS Products

NOW IS THE TIME

WANDERS CHLORINATED LIME & **WANDERS** HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

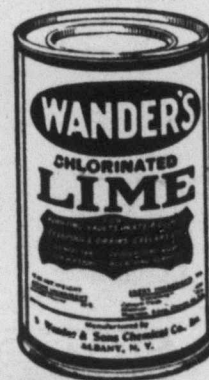
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Manufacturers and Exporters

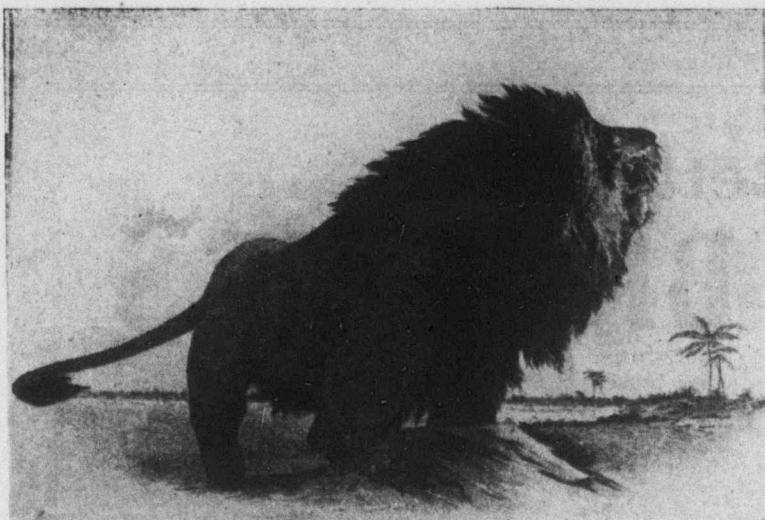
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Kills Germs. Bleaches



We Design Labels That Create Sales

Our business is to help you put a package on the market that will not be a mere dumb container, but that will stand out and actually invite the trade and general public to try its contents.

Some of the most successful cut-outs, display cards and labels to be seen in modern grocery stores are the work of our experienced staff—always at your service to satisfy you with artistic, attention-compelling designs.

What are your requirements? Write us.

The Standard Lithographic Company

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28 Temperance Street

Toronto, Canada

NEW CROP EVAPORATED APPLES

Canada's best flavoured Hard Apples evaporated to Government Standards, packed in 50-pound boxes. Shipment from three points in the Annapolis Valley of Nova Scotia.

We are now manufacturing and will quote for shipment any month to March next. Wire your inquiries to—

J. W. GORHAM & CO.

HALIFAX, N.S.

None Better Than SIMMS BRUSHES

The superiority of SIMMS over other brushes and brooms is the reward of 54 years of conscientious endeavor to produce a line of brushes and brooms that are perfect in material and construction.

A guarantee of quality goes with each of our products.

Brooms
Whisk Brooms
Paint Brushes

Lather Brushes

Shoe Brushes
Stove Brushes
Scrubbing Brushes

Each of the above is a sure and profitable sale for you. Your customer will be satisfied —will receive the best value for his money.

Stock up in our line and get the brush and broom trade of your district.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 Years.

Head Office: ST. JOHN, N.B.

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KING GEORGE'S NAVY

CHEWING
TOBACCO

will satisfy where others fail

The veteran "Chewer" is a mighty hard man to please, but King George's Navy always satisfies the most discriminating.

And the margin of profit on every sale should recommend King George's Navy to every aggressive dealer.

If you are not now selling it get a trial supply to-day.

Rock City Tobacco Co., Ltd.



A Wholesome Dessert

The fame of "Junket Tablets" as a delicious, economical dessert is rapidly spreading to every household.

Its multitudinous uses render it invaluable for making ice cream and dainty desserts that are tasty and nutritious.

Let "Junket" solve your dessert problems—quickly—economically — deliciously. You can't afford to ignore the big demand for "Junket," neither can you

risk your customers going elsewhere for it. Good profits make "Junket" worth your while to handle. Send your order now or ask your jobber.

Junket

MADE with MILK

Sold in 10-Tablet packages that retail at 12c.

Advertised in the Dominion's leading magazines and journals.

Chr. Hansen's Canadian Laboratory, Toronto, Can.

LOGGIE, SONS and COMPANY

Selling Agents for Canada
32 FRONT W. TORONTO



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

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

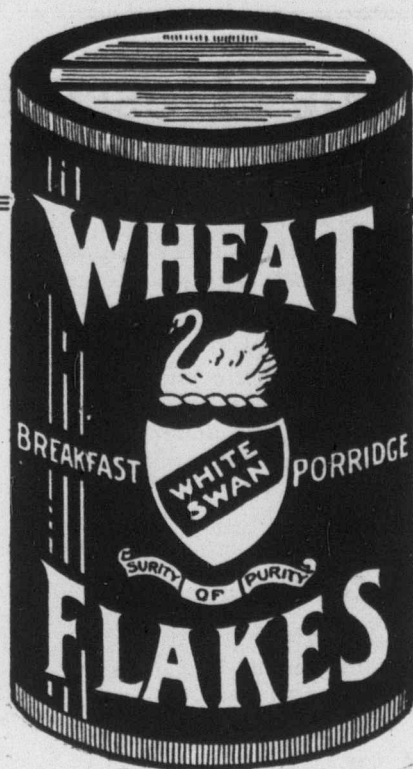
Please bring this to the attention of all your customers.



G. Washington's REFINED Coffee

Went to War

Home Again



White Swan Wheat Flakes

Nutritious Appetizing

Every lover of a wholesome breakfast food will become a "friendly" customer after you have sold her White Swan Wheat Flakes. Made, as they are, from the very finest wheat, and in a way that brings out all its flavor and nutriment, they cannot help but satisfy.

Suggest White Swan Wheat Flakes once and your customers will ask for them afterward by preference.

Try an order and prove this statement.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

What's your salary Mr. Clerk?

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

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

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

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

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CANADIAN GROCER

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


TEA


We have in store some fine quality


CEYLONS

INDIANS

JAPANS

Canadian stocks of fine teas are low at present and import quotations are higher than our selling prices. 

The market for all *quality* teas is firm and much higher prices will prevail during the next few months. 

Quotations and samples will go forward promptly upon receipt of enquiry. 

KEARNEY BROS. LIMITED

TEA AND COFFEE IMPORTERS

ESTABLISHED 1874

33 ST. PETER ST.

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PURITY FLOUR

(Government Standard)

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

Let Purity be your leader, the flour that makes

“More Bread and Better Bread, and Better Pastry”

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT



Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

**DOMINION SALT CO LIMITED
SARNIA ONT**

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent to you.

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

"Excelsior,"

when applied to Brooms

represents the acme of broom production.



Made in Owen Sound since 1898.

"EXCELSIOR" friends are found from Coast to Coast.

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 06
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

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

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

CONDENSED MILK

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

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 00
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 00
Peerless Brand, Tall, each 48 cans	6 00
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 00
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

**W. CLARK, LIMITED,
MONTREAL**

Compressed Corn Beef—1/2s	\$2.00;
1s, \$4.50; 2s, \$6.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$19.95.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn — 1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$3.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$3.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — 1/2s, \$1.00; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.25; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey — 1/2s, \$6.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$3.45; 2s, \$5.45; 6s, \$15.95.	
Mince Meat (bulk)—6s, 28c; 10s, 27c; 25c, 26c; 60s, 26c.	
Chateau Brand Pork and Beans,	



SIMCOE BRAND PORK AND BEANS

(WITH TOMATO SAUCE)

You can order Simcoe Brand Pork and Beans in quantities without fear of having them left on your hands.

They are a staple article of diet in all homes. Rich in nutritive value and an excellent substitute for meat.

It will pay you well to stock, display and push this popular brand.

Ask your Jobber.

DOMINION CANNERS, LIMITED

HAMILTON -- CANADA



'Nobility' 'Peerless' 'Elgin'

Joyously received wherever they are introduced these three brands of delicious chocolates are everywhere earning big profits for merchants who cater to the particular trade.



A trial supply will convince you

Nobility Chocolates, Limited

St. Thomas, Ont.

Selling Agents

MACLURE & LANGLEY, LIMITED
TORONTO, MONTREAL, WINNIPEG

Short of Help? Too Bad!

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

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

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

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

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

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

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

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

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

CANADIAN GROCER

143-153 University Avenue
TORONTO

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

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

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, 2s, \$2.75; 6s, \$8; 12s, \$16. Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (tails), \$2.75; 6s, \$8; 12s, \$15.

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

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

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

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

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

Spaghetti with Tomato Sauce with Cheese—½s, \$1.45; 1s, \$1.95; 3s, \$3.35.

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

Ham and Veal Pates—½s, \$2.35.

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

Pate De Foie—¼s, 80c; ½s, \$1.40.

Plum Pudding—½s, \$2.45; 1s, \$4.35.

Potted Beef Ham—¼s, 80c; ½s, \$1.45.

Potted Beef—¼s, 80c; ½s, \$1.45.

Potted Tongue—¼s, 80c; ½s, \$1.45.

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

Potted Veal—¼s, 80c; ½s, \$1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.

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

Devilled Beef—¼s, 80c; ½s, \$1.45.

Devilled Tongue—¼s, 80c; ½s, \$1.45.

Devilled Veal—¼s, 80c; ½s, \$1.45.

Devilled Meats (Assorted)—¼s, 85c; ½s, \$1.50.

In Glass Goods

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

Ox Tongue—1½s, \$20.00; 2s, \$24.95.

Lunch Tongue (in glass)—1s, \$11.95

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

Mince (in glass)—1s, \$3.95.

Potted Chicken (in glass)—¼s, \$2.90.

Ham (in glass)—¼s, \$2.90.

Tongue (in glass)—¼s, \$2.90.

Venison (in glass)—¼s, \$2.90.

Meats, Assorted (in glass)—\$2.90.

Chicken Breast (in glass)—½s,

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

Chili Sauce—10 oz., \$3.25.

Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound 0.30

Dominion Brand, halves, per short weight pound 0.29

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

Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.F., ¼-lb. \$2.80

D.S.F., ½-lb. 5.30

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

F.D., ¼-lb.

Per jar

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

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

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Total \$20.00

Household size 9.00

Small size 5.75

F.o.b. Ontario jobbing points, east of and including Fort William

Freight allowance not to exceed 50c per 100 lbs., to other points, on b-case lots or more.

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

Boxes	Cents
40 lbs., Canada Laundry ...	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.....	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons....	0.11
100-lb. kegs, No. 1 white ..	0.10½
200-lb. bbls., No. 1 white ..	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case....	3.25
Celluloid, 45 cartons, case..	4.50

Culinary Starch

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

40 lbs. Canada Pure or Challenge Corn

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

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

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1.50

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

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

SYRUP

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

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

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

10-lb. tins, ½ doz. in case... 6.25

20-lb. tins, ¼ doz. in case... 6.20

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

Barrels, about 700 lbs..... \$0.08¼

Half bbls., about 350 lbs.... 0.08¼

¼ bbls., about 175 lbs..... 0.08¼

2-gal. wooden pails, 25 lbs.. 2.60

3-gal. wooden pails, 38½ lbs. 3.85

5-gal. wooden pails, 65 lbs.. 6.25

LILY WHITE CORN SYRUP

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

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

10-lb. tins, ½ doz. in case... 6.95

20-lb. tins, ¼ doz. in case... 6.25

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

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12.00
No. 2, 12 tins	11.50
No. 8, 6 tins, 7½ lbs. each	20.25
No. 5, 2 tins, 37½ lbs. each	30.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

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

¼ lb. 2.00

Robinson's Patent Groats—1 lb. 4.00

¼ lb. 2.00

NUGGET POLISHES

	Dox.
Polish, Black, Tan, Toney Red and Dark Brown	\$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan.....	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1.20

Bobs, 12s

1.00

Currency, 12s

1.00

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

1.00

Pay Roll, thick bars

1.25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies

1.25

Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.

1.00

Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes

1.30

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

1.44

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

1.50

Forest and Stream, 1-lb. glass humidors

1.75

Master Workman, 2 lbs.

1.12

Master Workman, 4 lbs.

1.12

Derby, 9s, 4-lb. boxes

1.08

Old Virginia, 12s

1.50

Ludella

Notwithstanding the very high price to which Teas have climbed we are still selling our well known and popular Ludella at the same price to the consumer as in the past couple of years.

Price for price, quality for quality, this Tea is very much lower than other known brands.

Dealers who are handling Ludella are taking a good business and you can easily do the same by putting it before your customers.

Blue Label	1/2 ^s and 1 ^s	-	50	retails	60
Brown Label	1/2 ^s and 1 ^s	-	57	"	70
Green Label	1/2 ^s and 1 ^s	-	66	"	80
Red Label	1/2 ^s only	-	72	"	90

Send us a Trial Order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO

Owing to the high freights prevailing
CONTINUE TO IMPORT
 supplies of
SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
 Etc.,
 through **SPRATT'S**
 PATENT (AMERICA) LIMITED
 NEWARK, - NEW JERSEY
SPRATT'S PATENT LIMITED
 24-25 Fenchurch St., London, E.C. 3, Eng.



Thirst Quenchers

may come and go but Marsh's delightful "Concord" Grape Juice wins more friends each day.

"Really delightful, exceedingly healthful."

Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar, and Creme de Menthe, are deliciously satisfying.

Do "you" profit from their big demand?

The Marsh Grape Juice Company
 NIAGARA FALLS, ONT

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited
 Toronto, Ont.

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25
 WM. H. DUNN, LTD., Montreal
BABBITTS
 Soap Powder, case 100 pkgs. \$5 65
 Cleanser, case 50 pkgs. 3 10
 Cleanser (Kosher), ca. 50 pkgs 3 10
 Pure Lye, case of 4 doz. 6 95

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

JELL-O ICE CREAM POWDERS
 Made in Canada
 Assorted case, contains 2 doz. \$2 70
 Chocolate, 2 doz. 2 70
 Vanilla, 2 doz. 2 70
 Strawberry, 2 doz. 2 70
 Unflavored, 2 doz. 2 70
 Weight, 11 lbs. to case. Freight rate second class

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

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
 Stirling Road, Toronto, Ont.
Cocoa

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

Soluble Cocoa Mixture
 (Sweetened) 6 and 10-lb. tins, per lb. 0 28
 (Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 41
 Supreme Chocolate, 10c size, 2 doz. in box, per box 1 00
 Perfection Chocolate, 10c size, 2 doz. in box, per box 1 90

SWEET CHOCOLATE—Per lb.
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 32
 Eagle Chocolate, 1/4s, 6-lb. boxes, 25 boxes in case 0 31
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
 Diamond Crown Chocolate, 25 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 6-lb. boxes, 30 boxes in case, per lb. \$0 45
 Milk Medallions, 6-lb. boxes, 30 boxes in case, per lb. 0 46
 Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 Chocolate Tulips, 6-lb. boxes, 30 boxes in case, per lb. 0 45
 Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41
 Chocolate Emblems, 6-lb. boxes, 30 boxes in case, per lb. 0 41
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41
 No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41
 No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36
 No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41
 No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47
 Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to case, 32 boxes to case, lb. 0 43
 Nut Milk Chocolate, 6s squares, 26 squares to case,

packed 3 cakes to box, 24 boxes to case, per box. 2 35
 Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box. 2 50
 Fruit and Nut Milk Chocolate Slabs, per lb. 0 43
 Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
 Plain Milk Chocolate Slabs, per lb. 0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1-lb., 1/2 doz. in box, per doz. \$5 50
 Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
 Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
 Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
 Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
 Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
 Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
 Triumph Chocolate, 1/4's, 4-lb. boxes, 35 boxes in case, per box 0 47
 Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 46
 Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
 120-lc. Milk Chocolate Sticks, 60 boxes in case.. 0 80
 5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
 Almond Nut Bars, 24 in box, 50 boxes in case 0 95
 Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
 Ginger Bars, 24 in box, 50 boxes in case 0 95
 Fruit Bars, 24 in box, 50 boxes in case 0 95
 Active Service Bars, 24 in box, 50 boxes in case 0 95
 Victory Bar, 24 in box, 60 boxes in case 0 95
 Queen's Dessert Bar, 24 in box, 50 boxes in case 0 95
 Regal Milk Chocolate Bar, 24 in box, 50 boxes in case 0 95
 Royal Milk Cakes, 24 in box, 60 boxes in case 0 95
 Cream Bars, 24 in box, 50 boxes in case, per box... 1 00
 Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90
 10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
 Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
 Queen's Dessert, 10c cakes, 24 in box, per box 1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite 4 15
 Kellogg's Toasted Corn Flakes, Ind. 2 00
 Kellogg's Dominion Corn Flakes 4 15
 Kellogg's Dominion Corn Flakes, Indv. 2 00
 Kellogg's Shredded Krumbles 5 50
 Kellogg's Shredded Krumbles, Ind. 3 00
 Kellogg's Krumbled Bran .. 1 85

BRODIE AND HARVIES

XXX self-rising flour, 6 lb. packages, doz. \$5 70
 Do., 3 lb. 2 80
 Superb self-rising flour, 6 lb. Do., 3 lb. 2 80
 Crescent self-rising flour, 6 lb. Do., 3 lb. 5 60
 Do., 3 lb. 2 85
 Perfection rolled oats (55 oz.) 3 00

CALIFORNIA TOKAY GRAPES

Are now coming freely
and quality fine.

Be sure and order some.

ALSO FULL STOCK

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

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.

Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

WHITCO BRAND Solid Meat Oysters

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

May we have your oyster business?

White & Co., Limited

Wholesale Fish and Fruit Distributors

Church and Front Streets, Toronto, Ont.

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

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

The Best \$9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

Red Emperor Grapes

Packed in Sawdust in Drums

(About 33 lbs. net)

Our first car arrived last week. Quality best we have seen for some years. Keeping quality excellent. Don't be afraid to buy some to put away. Ask us for quotations on 25 to 100 drums.

Also

Grape Fruit, Lemons,

Sweet Potatoes, Onions

Canadian Chestnuts, Peanuts

Finnan Haddie and Oysters

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

QUAKER BRAND GOODS WILL PAY

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



We will need the Grocers' co-operation.

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



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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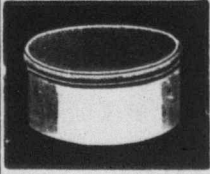
INDEX TO ADVERTISERS

A		McLaren Ltd. 19	
Abbey's Effervescent Salt 24	Mackay & Co., Ltd., John..... 53	Mackenzie, W. L. 12	
Acadia Sugar Co. 18	Macleod & Co., D. J. 11	Maclure & Co., A. M. 12	
Adam & Co., Geo. 12	Maclure & Langley 15	Magor, Son & Co., Ltd. 24	
Armour & Co. 20	Mann & Co., C. A. 67	Marsh Grape Juice Co. 64	
Aron & Co., Inc., J. 7	Marshall, H. D. 15	Meadow Cream Cheese 22	
B		Mickle, George T. 67	
Baker & Co., Ltd., Walter 68	Midland Vinegar Co. 54	Mathieu Co., J. L. 53	
Bain & Co., Donald H. 12	Moore & Co., R. M. 67	Mount Royal Milling Co. 54	
Baird Ltd., Alex. 12	C		
Bendon Utility Co., S. G. 16	California Associated Raisin Co. 9	Nagle Mercantile Agency 68	
Blackwoods Ltd. 9	Campbell Brokerage Co. 11	National Biscuit Co. 8	
Borden Milk Co. 1	Calgary Storage & Cartage..... 11	Northwest Trading Co. 11	
British Columbia Hop Co. 10	Canada Nut Co. 11	Nobility Chocolates Ltd. 61	
British Columbia Packers Assn. 8	Cane & Sons, Wm. 15	Nugget Polish Co. 56	
Brodie & Harvie 22	Canadian Cereal & Flour Mills, Ltd. 17	Nutrient Food Co. 54	
C		D	
Channell Chemical, Inside front cover	Canadian Importations (P. Daoust) 52	Davies Co., Wm., Inside back cover	
Church & Dwight 52	Clark Ltd., W. 3	Des Brisay & Co., M. 11	
Clayoquot Sound Canning Co. 8	Climax Baler Co. 67	Dodwell & Co. 9	
Columbia Macaroni Co. 11	Cockburn Co., F. D. 14	Dominion Cannery 61	
Cosgraves Pure Malt Vinegar.. 52	Connors Bros. Back cover	Dominion Cannery B.C., Ltd. 66	
D		Dominion Salt Co. 60	
E		Dominion Trading Co. 16	
Eckardt & Co., H. P. 63	E		
Egg-O Baking Powder 5	Gaetz & Co. 16	Gauvreau, Paul F. 16	
Estabrooks Co., T. H. 23	Gillard & Co. 67	Grant, C. H. 12	
Escott Co., Ltd., W. H. 14	Gray & Co., John 18	Gorham & Co., J. W. 55	
El Roi-Tan 13	Gunns Limited 51	F	
F		Fearman, F. W. 50	
Freeman & Co., J. L. 16	Furnivall-New Co. 15	G	
G		Gaetz & Co. 16	
Gauvreau, Paul F. 16	Gillard & Co. 67	Grant, C. H. 12	
Gray & Co., John 18	Gorham & Co., J. W. 55	Gunns Limited 51	
H		H	
Harry Hall Co. 10	Hansen's Lab., Chris. 57	Hanson Co., Ltd., J. H. 16	
Hanson Co., Ltd., J. H. 16	Hargraves, Ltd. 14	Henderson Brokerage, B. M. 11	
Heinz Co. 50	Hillock & Co., John 50	Howe, McIntyre & Co. 16	
I		I	
Imperial Rice Milling Co. 10	J		
J		Jeffress & Co., E. W. 52	
Jeffress & Co., E. W. 52	Joyce, H. S. 16	K	
K		Kearney Bros. 59	
L		L	
Lemon Bros. 66	Loggie, Sons & Co. 15	Lund & Co., Peter 11	
M		M	
McLay Brokerage Co. 12	McLaren Ltd. 19	Mackay & Co., Ltd., John..... 53	
Mackenzie, W. L. 12	Macleod & Co., D. J. 11	Maclure & Co., A. M. 12	
Maclure & Langley 15	Magor, Son & Co., Ltd. 24	Mann & Co., C. A. 67	
Marsh Grape Juice Co. 64	Marshall, H. D. 15	Meadow Cream Cheese 22	
Mickle, George T. 67	Midland Vinegar Co. 54	Mathieu Co., J. L. 53	
Moore & Co., R. M. 67	Mount Royal Milling Co. 54	N	
N		Nagle Mercantile Agency 68	
National Biscuit Co. 8	Northwest Trading Co. 11	Nobility Chocolates Ltd. 61	
Nugget Polish Co. 56	Nutrient Food Co. 54	O	
O		Oakeys & Sons, Ltd., John.... 66	
P		P	
Pacific Cartage Co. 11	Patrick & Co., W. G. 15	Pennock & Co., Ltd., H. P. 13	
Perry & Co., H. L. 13	Pullan, E. 68	R	
R		Red Rose Tea 23	
Regina Cold Storage 13	Rex Chemical Co. 16	Richards & Co., E. 15	
Roberts, A. H. 68	Rock City Tobacco Co. 56	Rose & Laflamme 16	
S		S	
Salada Tea Co. 21	Sarnia Paper Box Co. 67	Schneider & Sons, Ltd., J. M. 51	
Security Envelope Co. 53	Scott-Bathgate Co., Ltd. 14	Sibbald & Co. 15	
Simms & Co., T. S. 56	Sillocks & Drew 16	Sloane, J. C. 60	
Smith & Proctor 50	So-Clean, Ltd. 67	Spratts, Ltd. 64	
Standard Export & Import Co. 55	Standard Lithographic Co. 53	Stevens, Hepner Co. 53	
St. Williams Fruit Preservers.. 2	T		
T		Taylor & Son, A. E. 53	
Thompson & Co., J. C. 16	Toronto Pottery Works 67	Toronto Salt Works 67	
Trent Mfg. Co. 67	U		
U		Upton Co., Limited 20	
V		V	
Venables & Merryfield 11	Victory Loan 6	W	
W		Wagstaffe, Limited 4	
Walker & Son, Hugh 65	Wallace Fisheries, Ltd. 8	Wander & Sons Chem. Co., S. 54	
Washington Sales, Geo. 57	Watson & Truesdale 13	Western Canada Flour Mills.. 59	
Wethey Co., Ltd., J. H. 22	White & Co. 65	White Cottell's 67	
White Swan Spices and Cereals, Ltd. 58	Whittall Can Co. Front cover	Woods & Co., Walter 65	



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

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The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

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EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



A Butcher is known by the sausage he sells

HOW much you sell, Mr. Butcher, depends on *what* you sell. Inferior products lose sales; one bad sausage sale means loss of trade and an uphill climb to regain confidence. Feature Davies Products—they're known and trusted. And this is a good time, now, when the mornings are cool, to display, prominently, on your provision counter Davies Pork Sausage. They're good all through.

DAVIES QUALITY PORK SAUSAGE

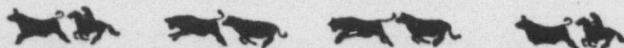
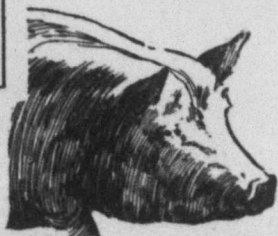
Are made from carefully selected pork cuttings—and made *right*.

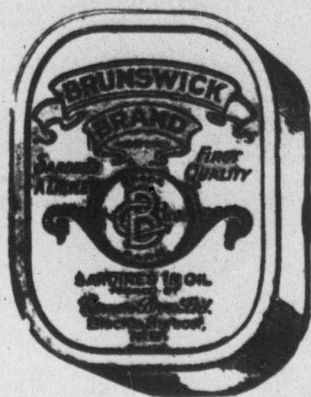
Davies Pork Sausage taste mighty good these cool mornings. Serve piping hot for breakfast, and you'll say it's the best dish you ever sat down to.

Tell your trade about Davies Pork Sausage (and other products, too); they'll like them—and come back for more.

**THE DAVIES COMPANY
WILLIAM DAVIES LIMITED**

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Brunswick Brand

Sea Foods are packed from selected catches, fresh from the clear, cool depths.

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(Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

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BLACK'S HARBOR, N. B.

