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CANADIAN GROCER

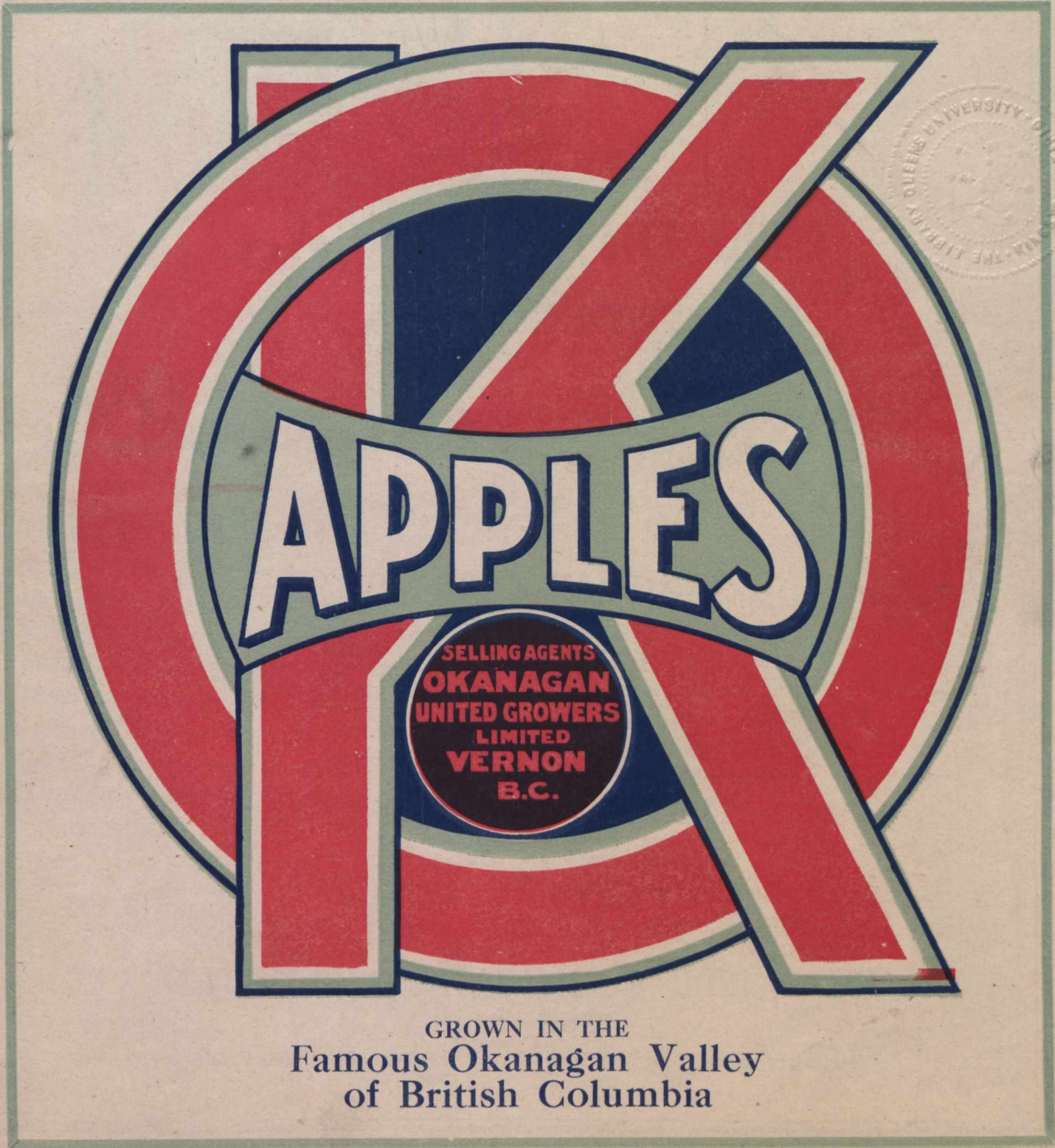
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Members of the Associated Business Papers—Only Weekly Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, OCTOBER 15, 1920

No. 42



GROWN IN THE
Famous Okanagan Valley
of British Columbia

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



“The Disappearing Act”

Every merchant favors merchandise that does “the Disappearing Act” or, in other words, has a quick turnover.

The fast moving line is undoubtedly most profitable from every standpoint. It means large profits, more working capital, and attracts customers to the store.

The rapid disappearance of

Aladdin Dye Soap

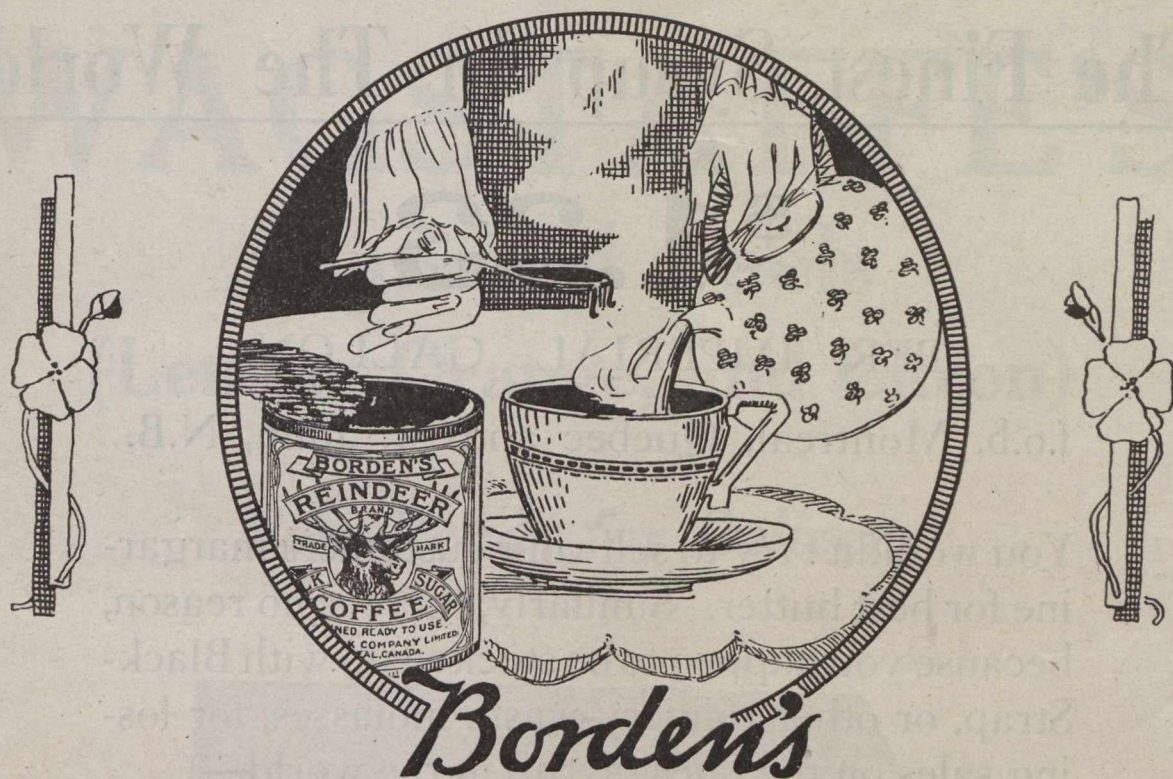
from the dealer's stock is a feature that has made it immensely popular with the Trade. Its **constant disappearance** is assured by large space advertisements appearing in leading publications; combined with Aladdin's outstanding ability to make repeat sales.

Order a gross of Aladdin Dye Soap from your Jobber and ask for the handsome revolving Display Stand—FREE. It's a silent salesman that plays a big part in “the Disappearing Act.”

CHANNELL CHEMICAL CO., LIMITED
TORONTO

Distributors of Aladdin Dye Soap

Makers of O-Cedar Products



Borden's Reindeer Coffee

Here is a popular *Borden* product that will prove a big seller this fall and winter. By simply adding boiling water, a cup of the most delicious coffee can be instantly made—no sugar or milk is required because they're both in the coffee. Does away with the old-fashioned coffee pot and percolator and its great convenience, wholesomeness and

economy have won great favor with housewives everywhere.

Instantly appreciated by the thousands who sampled it at the Canadian National Exhibition.

Now is the time to feature it prominently, and by suggesting its handiness to every customer you will find this big seller will reap you splendid returns. Your jobber sells it.

The Borden Co., Limited
Montreal

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



Reindeer Coffee
Reindeer Cocoa
Malted Milk

The Finest Syrup In The World

\$ 1.33

PER IMPERIAL GALLON

f.o.b. Montreal, Quebec and St. John, N.B.

You wouldn't try to sell your customers margarine for best butter. Similarly, there is no reason, because you happen to be stocked up with Black-Strap, or other refinery-waste molasses, for losing sales on the finest syrup in the world—

WINDMILL BARBADOS SUPER - FANCY

Put in, at the very least, one puncheon of Windmill Brand to meet the demand aroused by our advertising. Then watch your trade grow. You'll never order the old stuff again. And look at the price!

TELEGRAPH YOUR ORDERS TO

PURE CANE MOLASSES CO.

OF CANADA, LIMITED

ST. JOHN, N.B.

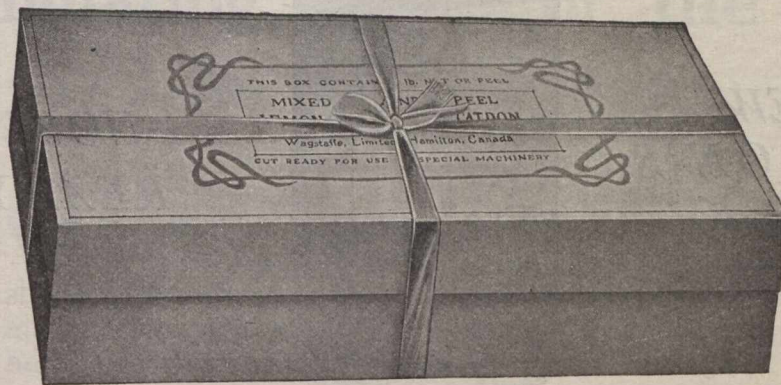
MONTREAL, QUEBEC

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



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

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

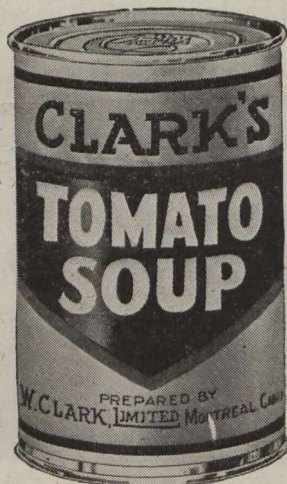
PURE FOOD PRESERVERS
HAMILTON - CANADA

TOMATO SOUP

as you are aware, Mr. Grocer, has the most extensive sale of any prepared Soups.

CLARK'S TOMATO SOUP

*NEW
SEASON'S
PACK*



*NOW
READY*

is made from the very finest red ripe Canadian grown tomatoes, by a purely Canadian company employing Canadian help and keeping its resources in Canada.

But apart from that it is unsurpassed by any other Tomato Soup offering, is a "best seller" and its sale always means repeat orders.

STOCK NOW

DON'T MISS A SALE

W. CLARK, LIMITED
MONTREAL

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



Eliminating Some of the Loss on Bulk Sugar

OVER Seventy-five per cent. of the groceries sold in Canada are sold in package form, and yet there are few that the housewife cannot buy in bulk if she wishes to do so. Her decided preference for trade-marked package goods, in the majority of cases, cannot be due to any indifference to values.

Sugar represents a considerable part of the grocer's business. In handling loose sugar many pounds are wasted through spillage while scooping, and the breaking of paper bags. The employee's time, taken in weighing and wrapping, and the cost of paper, boxes and twine, all come out of the grocer's pocket and add to his cost of doing business.

Lantic Sugar in machine-packed cartons and cotton bags is a positive safeguard against spilled sugar, broken paper bags, and evaporation. Bought by the Refinery in enormous quantities, they actually cost less, both to the retailer and to the consumer, than the retailer's paper bags, twine, and the time it takes to weigh and wrap packages.

Lantic cartons and bags can be delivered to the consumer without wrapping.

To the alert grocer who watches merchandising tendencies, bulk sugar is fast going out of date.

ATLANTIC SUGAR REFINERIES, LIMITED
MONTREAL

MAZOLA

Simply Had to Come!

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

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

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

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

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

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

Not an Experiment

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

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

Canadian-Made MAZOLA

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

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

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

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

THE CANADA STARCH COMPANY, LIMITED
MONTREAL

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,500 Growers

TO THE TRADE:

Now is the time to push lemons. California is practically giving them away. Only a few times in the history of the lemon industry have our prices on California lemons been so low.

Lemons have been selling below the cost of production all summer. Growers' returns are approximately \$2.00 a box below a ten-year average. In view of increased costs, they should have been considerably above the ten-year average to enable the grower to break even.

Yet most retailers have failed to cash-in on this opportunity because of the practically universal habit of fixing retail prices of lemons without regard to wholesale costs.

This practice has resulted in slow sales—retarded turnover—and it must be remembered that no profit is made until goods are sold—hence margins which are too wide defeat profits by slowing up sales.

The way to make money on lemons is to—

Price them *by the dozen* on the basis of a fair margin over current wholesale prices.

Such margin is conceded to be 25% on sales

(equivalent to 33⅓% on cost). Such a margin results in rapid sales, increased turnover, fresh stock, accelerated consumption and consequently much greater net profits.

Display lemons by putting them where the customer can see them—price them *by the dozen*, not by the three or four—put a price card on them—and watch them move out!

Do not be afraid of the season. Lemons are sold freely all winter by merchants who price them consistently in accordance with wholesale costs. Such merchants sell almost as many lemons in the winter as in summer—and you can do the same if you follow these suggestions.

At present prices lemons should be your "leader." Make next week a "Lemon Week" in your store.

To make figuring easy for you, below is printed a *selling chart*. Thereon are prices which yield you 25% on sales (33⅓% on cost) and all the work is done for you. Note it carefully—it will save you all trouble of figuring—and its use will very greatly increase your sales and net earnings on this important all-the-year-round fruit.

Selling Price Chart

To Yield 25% Margin on the Selling Price—California Lemons

The cost per box is shown at the top of each column and the various sizes of Lemons are given in the column at the left.

To find selling price per dozen to yield 25% margin on the selling price (which is equivalent to 33⅓% on the cost), locate the size in left-hand column and follow the line to the right

until it intersects the column corresponding to price paid for box. The figure at intersection is the selling price per dozen.

Example. A box of 300-size Lemons costing you \$5.00 will yield 25% on the sale if sold at 27 cents per dozen. (See Chart.) Remember these figures indicate selling prices, NOT costs.

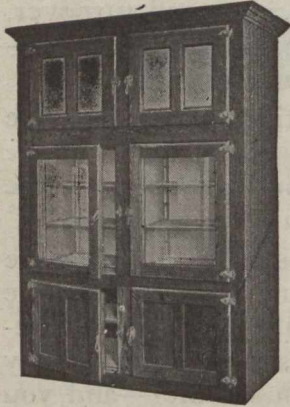
SELLING PRICE TABLE CALIFORNIA LEMONS																					
SIZE	\$3.00	\$3.25	\$3.50	\$3.75	\$4.00	\$4.25	\$4.50	\$4.75	\$5.00	\$5.25	\$5.50	\$5.75	\$6.00	\$6.25	\$6.50	\$6.75	\$7.00	\$7.25	\$7.50	\$7.75	\$8.00
240	.20	.22	.24	.25	.27	.29	.30	.32	.34	.35	.37	.39	.40	.42	.44	.45	.47	.49	.50	.52	.53
270	.18	.20	.21	.23	.24	.26	.28	.29	.30	.32	.33	.35	.36	.38	.39	.40	.42	.43	.45	.46	.48
300	.16	.18	.19	.20	.22	.23	.24	.26	.27	.28	.30	.31	.32	.34	.35	.36	.38	.39	.40	.42	.43
360	.14	.15	.16	.17	.18	.19	.20	.22	.23	.24	.25	.26	.27	.28	.29	.30	.32	.33	.34	.35	.36
420	.12	.13	.14	.15	.16	.17	.18	.19	.20	.20	.21	.22	.23	.24	.25	.27	.28	.28	.29	.30	.31
442	.12	.12	.14	.15	.15	.16	.18	.18	.19	.20	.20	.22	.23	.23	.24	.26	.27	.27	.28	.28	.30
490	.10	.11	.12	.13	.14	.14	.15	.16	.17	.18	.18	.19	.20	.21	.22	.23	.23	.24	.25	.26	.27

Keep this chart handy for reference. Write us for free displays and selling helps.

CALIFORNIA FRUIT GROWERS EXCHANGE, Los Angeles, California

Eureka Refrigerators

Do you realize that you are paying for a good refrigerator by not having one? Loss in sales and deteriorated goods represent a goodly sum that is daily being lost by you.



Instal a *Eureka* Refrigerator. They keep goods in a saleable condition and earn their cost by what they save.

Write to-day for our free illustrated literature.



Eureka Refrigerator Co., Ltd.

Head Offices and Factories : OWEN SOUND, Ont.

Your Customers' Demands

are governed only by your ability to supply.

The Carnation advertising campaign creates the desire for Carnation milk.

Carnation advertising tells your customers that you supply Carnation Milk—that you are the Modern Milkman.

By featuring Carnation in your store you stimulate the rapid turnover of your stock and the increased profits you need to meet to-day's high costs.

Carnation advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS CO., LTD.

Aylmer, Ont.

Remember—your jobber can supply you

Carnation

"From Contented Cows"



Milk

The label is red and white

MINCE MEATS

READY FOR
DELIVERY

WETHEY'S

Standard	Mince Meat
Extra Standard	do.
Ready-to-Use	do.
Home Made	do.

Our **CONDENSED MINCE MEAT** is
procurable at all times.

Order from your jobber.

J. H. WETHEY, LIMITED
ST. CATHARINES, ONT.



Som-Mor Quick Service

WHEN you have a line of customers waiting to be served, time means money. The Biscuit in the Striped Package is a quick seller that saves time in handling. Its sanitary package ensures cleanliness and freshness. Everybody knows Som-Mor, through our extensive advertising to the consumer. **Quick turnover means better profits.**

Sell Som-Mor Biscuit

North-West Biscuit Company

EDMONTON

ALBERTA

Regina

Saskatoon

Calgary

Vancouver



Known and asked for
the world over—

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

FLIES FLEAS MOSQUITOES
ANTS WASPS BEETLES BUGS
COCKROACHES or MOTHS

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London,
England. Established 1788.

Sole Agents for Canada :

Harold F. Ritchie & Co., Limited

10 McCaul Street, Toronto

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

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

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

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

JOHN PRITTY
Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, SASK.
We sell in car lots:
Butter Poultry Oyster Shells
Eggs Rice Cattle Molasses
Potatoes Beans Cattle Cake
Etc., Etc.
A Live Western Organization

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

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



EVERY MORSEL EDIBLE
AND DELICIOUS



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

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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

TELL THE LADY



That for making fish cakes, fish loaf, etc., Wallace's Herrings are splendid.

WALLACE FISHERIES
LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

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

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches
Regina, Saskatoon, Calgary, Edmonton

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

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers
first-class service.

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

MOWAT & McGEACHY

(MANITOBA) LIMITED

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

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE
MENTION THIS PAPER.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

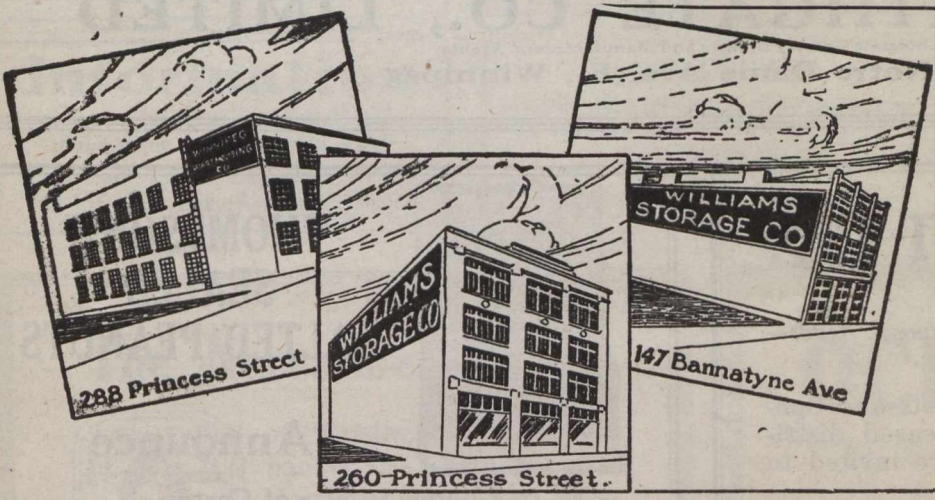
VANCOUVER, B.C.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

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



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

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

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

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

Watson & Truesdale, Winnipeg
 have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
 Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service

Reliability

Integrity

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

Fourteen Salesmen Covering the West

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

SCOTT-BATHGATE CO., LIMITED

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

W. H. ESCOTT CO. LIMITED

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

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

SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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



THOMPSON'S SEALED SALTED PEANUTS

Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:

Whole, Blanched, Jumbos.

The peanut full of rich, creamy flavor.

Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON, Western Distributors, Winnipeg

When Writing Advertisers Please Mention
This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

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

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

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

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

Information
*We can keep you posted with all
daily news and business Tips*
Canadian Press Clipping Service
143-153 University Avenue, Toronto

LOBSTERS
If interested for immediate shipment,
communicate with
T. ASHMORE KIDD
Broker
KINGSTON - ONTARIO

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

The Norcanner Brand



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

Bravo Brand Sild Sardines



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

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

OCEAN BLUE
In Squares and Bags

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

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

Order from your Wholesaler.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

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

AGENCIES WANTED
For all lines of food products for Montreal and Quebec. Best references.
H. WH LL
639 St. Hubert St., Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Pois et Feves Produits Alimentaires
Importers & Exporters
Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.
Import and Export General Distributors
Importers of BELL RICE, Dutch Cocoa and West Indian Products
103 St. Francois Xavier St MONTREAL

If you have anything in food line to sell or want to buy, ask us for prices. We buy and sell outright, also act as buying and selling agents and commission merchants.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

SHEPHERD - MOTT COMPANY
*Manufacturers' Agents
Grocers' and Confectioners' Specialties*
3 St. Nicholas St. - Montreal

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL


GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

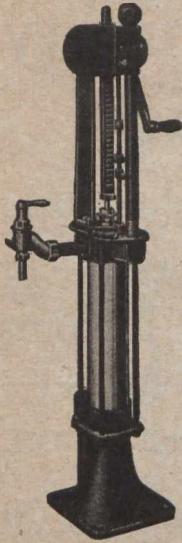
TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - MONTREAL, QUE.

Waste Paper—
VERY HIGH PRICES NOW.
"CLIMAX" Steel BALERS
TURNS WASTE INTO PROFIT.
3,000 satisfied users.
Made in 12 sizes—a size to suit every business.
Write for catalog and prices :
Climax Baler Co., Hamilton, Ont.



A Boy can operate it.

When Writing to Advertisers Kindly Mention this Paper

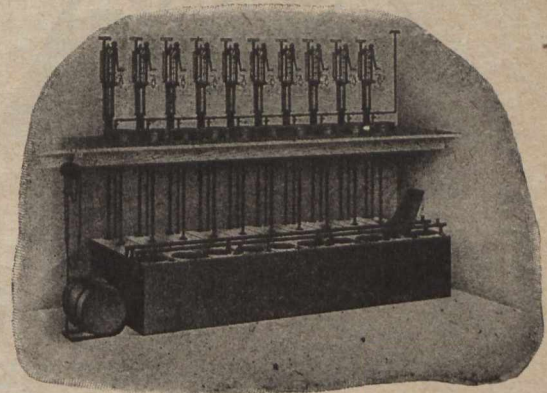


Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business-promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



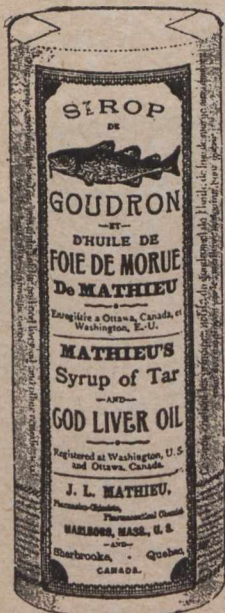
S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices
in all Centres

Representatives
Everywhere

You Can Always Sell Mathieu's Syrup of Tar and Cod Liver Oil



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

—because after having proven its efficiency for relieving sufferers of La Grippe, Influenza and Severe Colds, etc., it has instilled a confidence in customers that will surely bring continued sales.

An order to-day will bring an Early Shipment.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUEBEC



The Good Quality Never Varies

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers—it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refining Co., Ltd.

MONTREAL, QUE.

HALIFAX, N.S.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lambertson, 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



Why You Should Feature

KING GEORGE'S NAVY

is always worth pushing

If you fully realized what real profit-making value there is in King George's Navy Chewing Tobacco you would get a display working for you immediately.

Start right in to-day and become one of those aggressive grocers who are "making good" with King George's Navy.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg

MARSH'S

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

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders direct to

Nap. Morrissette

**18 Cartier Square
MONTREAL**

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

::

MONTREAL P.Q.

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO

G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg
WINNIPEG

Repr.: A. E. Hanna

Canned Vegetables

We have pleasure in announcing our prices for new pack as follows:

Aylmer Corn, 2^s. - - 1.50

Aylmer Tomatoes, 2 $\frac{1}{2}$ ^s. 1.72 $\frac{1}{2}$

Terms: Net 30 days.

Ex Warehouse, Toronto,
Shipments from Factory 5c.
doz. less on Corn and 7 $\frac{1}{2}$ c.
doz. less on Tomatoes.

All orders already booked
will be filled at these prices

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Give Your Customers a Treat

DO YOU not think you could sell home-made Jam to your customers?

You can sell OLD CITY JAM just as easily.

It is made with the same care and in the same way as home-made jam. It tastes just as good.

OLD CITY JAM

is not over-cooked like many jams. That is the secret of its rich, natural flavor.

Of course it is not packed in tins. It is sealed in glass jars. And there is more jam in the jar than in an equal priced 4 oz. tin.

The jars always come in handy when empty.

Old City Jam is made in five flavors.

Order a case or two to-day. Your customers will appreciate it.



E. B. Nettelfield & Company

50 Front Street East
Toronto

General Sales Agents

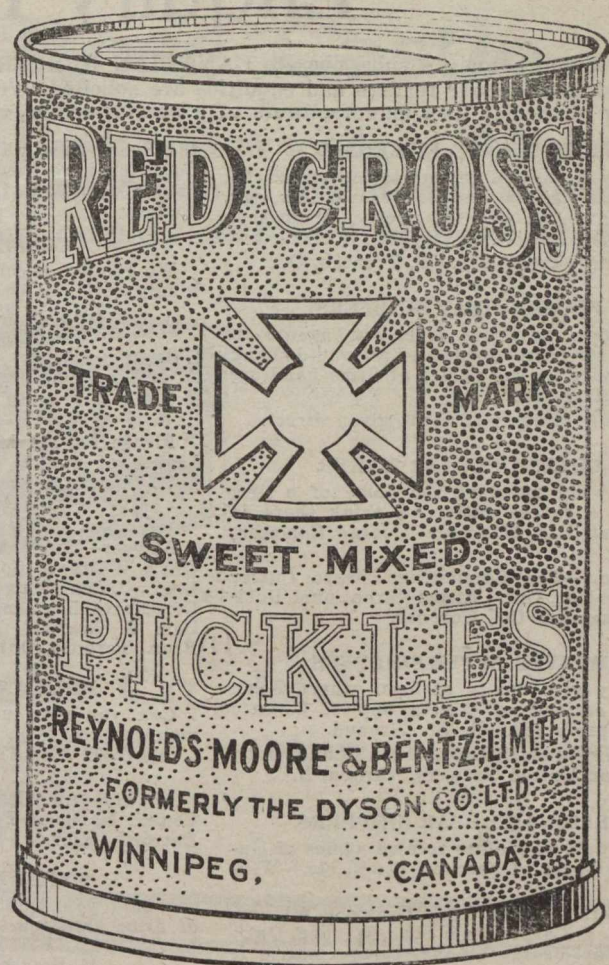
Represented by—Richardson & Green, Ltd., in Winnipeg, Regina, Saskatoon, Calgary, Edmonton; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. H. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

OLD CITY MANUFACTURING COMPANY, Reg'd
QUEBEC

*You will find
a ready demand
for*

Red Cross Pickles

in cans



Red Cross Pickles are made from vegetables grown in the Red River Valley, which is admittedly the finest vegetable ground in Canada.

They are packed in Gold Lacquered lined steel cans—not in glass bottles. The gold lacquered lining prevents any action the vinegar in the pickles might have on the metal of the can. The cans are air tight. Fermentation is impossible.

Not only are the pickles kept better in this way, but by using cans instead of bottles for containers we are enabled to give the purchaser twice as many pickles for his money.

Order a case or two of Red Cross Pickles to-day.

Packed by

Reynolds, Moore & Bentz, Limited
Winnipeg, Man.

E. B. Nettelfield & Company
50 Front Street East, Toronto
Eastern Sales Agents

Represented by:—J. L. Freeman & Co. for Montreal; J. B. Renaud & Co. for Quebec; W. S. Watts, 124 Bruce St., London, for Western Ontario; J. H. Trowbridge, 256 Albert St., for Ottawa; R. M. Wyman, Yarmouth, N.S., for Newfoundland; Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

EGG CASE FILLERS

Will you be kind enough to tell me where I can buy fillers and cardboards for egg cases, and oblige.—N. Getty, Wheatley, Ont., R.R. No. 1.

Answer.—Trent Mfg. Co., Trenton, Ont.

FROZEN MEAT SHIPPERS

We have enquiries from our agents in Europe for frozen meat and we would thank you to give us the names of firms handling same.—Advertiser.

Answer.—Names of firms given direct.

CHEESE CUTTER MAKER

Kindly let me have the name of a firm making a cheese cutter. I think there is one located in Windsor.—George Cameron, Ottawa.

Answer.—The Computing Cheese Cutter Co., Windsor, Ont. Also International Business Machines Co., Toronto.

WINTER APPLE SHIPPERS

Kindly give names of firms where I can buy a carload of winter apples, Ontario apples preferred.—B. St. Arnaud.

Answer.—Lemon Bros., Owen Sound, Ont.; Okanagan United Growers, Vernon, B.C.

PEACH AND PEAR SHIPPERS.

We would be glad to receive names of Ontario shippers of peaches, pears, etc.—Winnipeg.

Answer.—Winona Fruit Growers, Winona, Ont.; C. P. Carpenter & Sons, Winona, Ont.; Wolverton Bros., Winona, Ont.; Ontario & Western Fruit Growers, Grimsby, Ont.; E. L. Jennett, Beamsville, Ont.; S. M. Culp, Beamsville, Ont.; St. Catharines Cold Storage Co., St. Catharines, Ont.; Titterington Bros., St. Catharines, Ont.

ELECTRIC COFFEE GRINDER

We want an electric coffee grinder, not taking up too much room. Would you put us in touch with some one if possible.—Advertiser.

Answer.—Hobart Mfg. Co., Toronto; A. J. Deer Co., Hornell, N.Y.; Coles Mfg. Co., Philadelphia, Pa.

CONFECTIONERY JOBBERS

Would you be good enough to furnish me with a list of local (Montreal) jobbers in the confectionery business.—M. H. Potter, Westmount.

Answer.—Dominion Confectioners Ltd. 229 Notre Dame West; Canadian Coconut Co., Ltd., 80-Lagauchetiere St.; Silcox & Drew, 33 St. Nicholas St., Montreal; R. J. Sharp, 33 St. Nicholas St., Montreal; Joyce & Co., Ltd., Reg.; Montreal Nut and Brokerage, 30 Jurors St., Montreal.

SHOWCASE FIRMS IN MONTREAL AND TRANSPARENT COVERS FOR BARRELS AND BOXES

Please give me the names of showcase firms in Montreal or any other place in the Province of Quebec. Where can I obtain covers for barrels and boxes which are transparent, but not breakable? There is a firm in Ontario, but I do not know their address.—Subscriber.

Answer.—Showcases: Jones Bros. & Co., 71 Bleury St., Montreal; Art Display Co., Ltd., 215 Notre Dame St., Montreal; Montreal Showcase Co., Ltd., 336 Craig St., Montreal.

Transparent Covers: Corning Glass Works, Corning, N.Y., are manufacturers of

the Pyrex ware which is unbreakable glass. Could be purchased from H. S. Howland & Sons, Toronto, Ont., or any large hardware dealer.

COFFEE GRINDER

We require a coffee grinder. Would you kindly advise us where we could secure one?

J. FREEDMAN,

Ottawa, Ont.

Answer.—Hobart Mfg. Co., Toronto, Ont.; A. J. Deer Co., Hornell, N.Y.

APPLE BUYERS

Please let me know the address of any buyers of apples, either boxed or in baskets. I have a good supply to offer.

M. E. HARVEY,

Milton, Ontario.

Answer.—Hugh Walker & Son, Guelph, Ont.; White & Co., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.; Peters Duncan Co., North Bay, and Toronto, Ont.; McWilliam & Everist, Toronto, Ont.; McBride Bros., Toronto, Ont.

PIN MANUFACTURERS

Can you give us the address of a pin manufacturer?

G. T. ARMSTRONG & SONS, LTD.,

Sherbrooke, P.Q.

Answer.—American Pin Co., Waterbury, Conn.; National Pin Co., 20 Stanton Ave., Detroit, Mich.

TYPEWRITER FIRMS

Would you kindly forward list of names of firms handling typewriters?

T. F. EVERSLEY,

45 Frederick St., Port of Spain, Trinidad, B.W.I.

Answer.—Remington Typewriter Co., Toronto, Ont.; Underwood Typewriter Co., Toronto, Ont.; Royal Typewriter Co., Toronto, Ont.; National Typewriter Co., Toronto, Ont.; Dominion Typewriter Co., Toronto, Ont.; Williams Mfg. Co., Ltd., Montreal, Que.

BOOK OR MAGAZINE ON SMOKING AND CURING MEATS

Do you know of a book or magazine devoted to smoking and curing of meats?

J. MONK,

Windsor, Ont.

Answer.—The only one we know of is the "Retail Butcher," by R. S. Matthews, published by the Byxbee Publishing Co., Chicago, Ill.

ADDRESS WANTED

Could you give us the American address of the Sherer-Gillett Company?

THE G. W. NICKERSON CO., LTD.,

Prince Rupert, B.C.

Answer.—The American address of the Sherer-Gillett Company is Chicago, Ill., U.S.

Clipping of one of their advertisements which appear in Canadian Grocer has been sent. You will note by coupon they would be pleased to send catalogue to anyone interested.

CARLOADS OF WINTER APPLES

Would you kindly give us good connections with Ontario apple growers for a few carloads of winter apples? If possible, would you have these people send us quotations at once for the different varieties that they have to offer.

GUITE FRERES, LTD.,

New Richmond Station, Que.

Answer.—We would refer you to Lemon Bros., Owen Sound, Ont.; Hugh Walker & Son, Guelph, Ont., and White & Co., Toronto, Ont., for carloads of winter apples.

BUYERS OF PULPWOOD

Please give me names and addresses of firms buying pulpwood in the rough.

JOSEPH DE VARENNES,
St. Paul's, N.B.

Answer.—Belgo-Canadian Pulp & Paper Co., Shawinigan Falls, Que.; Chicoutimi La Cie de Pulpe, Chicoutimi, Que.; Jonquieres Pulp Co., Jonquieres, Que.; La Have Pulp Co., Bridgewater, N.S.; Laurentide Paper Co., Ltd., Grande Mere, Que.; Riordon Paper Co., Montreal; Harmony Pulp & Paper Co., Harmony Mills, N.S.; Pejepscot Paper Co., St. Martins, N.B.; St. George Pulp & Paper Co., St. George, N.B.

TIGER BRAND RUBBER CEMENT

Kindly let me know from whom I can purchase Tiger Brand Rubber Cement,

DENNIS MYATTE,

Halifax, N.S.

Answer.—Canada Metal Co., Toronto, Ont.; Canadian Rubber Co., Montreal, Que.; Gutta Percha & Rubber Co., Toronto, Ont.; Fisk Limited, Montreal, Que.; Richard & Co., Quebec, Que.

FRUIT AND VEGETABLE DEALERS IN THE WESTERN PROVINCES

Could you furnish me with the names of some wholesale fruit and vegetable dealers in Alberta, Manitoba and Saskatchewan?

L. T. E. LEONARD,

2564 St. Denis Street,
Montreal, Que.

Answer.—American Fruit & Vegetable Co., Edmonton, Alta.; Plunkett & Savage, Edmonton, Alta.; Scott Fruit Co., Edmonton, Alta.; W. V. Moore Co., Calgary, Alta.; Rogers Fruit Co., Winnipeg, Man.; Sterling Fruit Co., 433 Ross Ave., Winnipeg, Man.; Scott Fruit Co., Winnipeg, Man.; John Pritty Co., Ltd., Regina, Sask.; Prince Albert Fruit Co., Prince Albert, Sask.; Scott Fruit Co., Regina, Sask.

WASTE PAPER BALERS AND BUYERS OF WASTE PAPER

I saw a statement in a paper a short time ago that waste paper was worth from \$25 to \$50 per ton. In connection with our store and post office we have at least 100 lbs. per week. Can you, through your paper, inform me where a suitable press could be obtained for pressing paper for shipment, and also where the best market for waste paper convenient to Saskatchewan.

T. UPTON & SON,

Longbank, Sask.

Answer.—Regarding a press for baled waste paper, you could purchase one from Climax Baler Co., Hamilton, Ont.

For buyers of waste paper we would refer you to E. Pullan, Maud St., Toronto, Ont.

SCOOPS

Will you please tell us where we can purchase scoops as used in the retail grocery stores?

READER.

Answer.—Thos. Davidson Co., Montreal; McClary Mfg. Co., London, Ont.; Sorauren Bros., Toronto, Ont.; E. T. Wright, Hamilton, Ont.; Northern Aluminum Co., Toronto, Ont.; Aluminum Ware Mfg. Co., Oakville; Aluminum Specialty Co., Toronto, Ont.

MALT EXTRACTS

Where can we procure Malt Extract?

READER.

Answer.—You would be able to procure Malt Extracts from Malt Products Co. of Canada, Ltd., Guelph, Ont.; Dole Bros. Hops & Malt Co., Montreal; British Col. Hop Co., 235 Pine St., San Francisco, Cal.

Make a Red Rose Castle

Good time now to make a Red Rose Castle in your window. Did you see the Red Rose booth at Toronto Exhibition? Red Rose Cartons are easy blocks to build with, and the display certainly makes added interest for your window. Try it.



T. H. Estabrooks Co., Ltd.

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

Red Rose Tea
"is Good Tea"

What's Wanted

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

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

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

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

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

Xmas Stockings

SPLENDID VALUES AT
50c., 90c., \$1.35, \$2.25, \$4.25, \$9.50
to \$19.00 doz.

Stocking Bags

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

Milk Chocolate

SANTA CLAUS, TURKEYS
AND NOVELTIES

We have the goods—write for prices now.

CHAS. LAUDER CO.

97 Ontario St., TORONTO



There is Real Satisfaction in Selling the Best Products

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

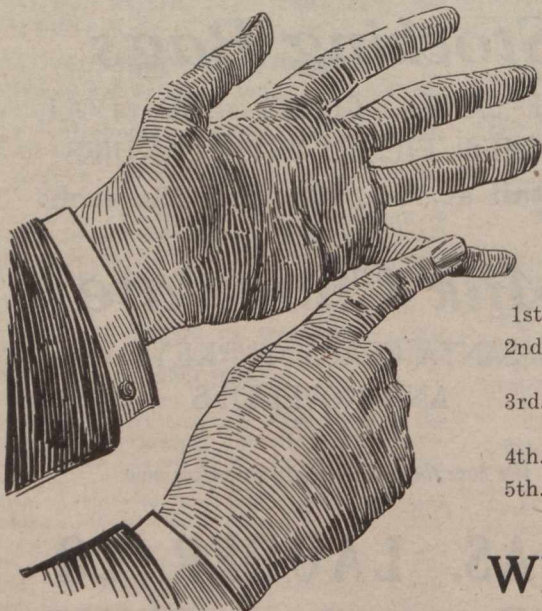


Your customers all want these brands.
See that your wholesaler keeps you well supplied.

Canadian Agents:

Magor, Son & Co., Limited, Montreal and Toronto

Five good reasons for selling.....



White Swan Wheat Flakes



- 1st.—They are sold on a money-back guarantee.
- 2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.
- 3rd.—They are made in the incomparable White Swan Way from the highest grade Canadian Wheat.
- 4th.—They offer a real good profit margin.
- 5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, OCTOBER 15, 1920

No. 42

How the Board of Commerce Bungled the Sugar Situation

Refiners Would Have Had No Excuse to Take to Government If There Had Been No Control of Export Months Ago and If They Had Not Been Compelled to Load Up With Raws—Now Up to Government to Square Up an Ugly Situation.

(Special to Canadian Grocer)

MONTREAL, October 13. — However the Government decides the appeal of the sugar refiners to prevent the dumping of American sugar on the Canadian market at prices that would force them to meet these and lose heavily on the stocks of raws they have on hand at much higher prices, the whole affair constitutes a rather damning indictment of bungling on the part of the Board of Commerce, if indeed it does not provide an irrefutable argument against the practice, if not the principle, of the board itself.

Had they not been subject to the control of the board in the past couple of years the refiners would not have had a shadow of an excuse for an appeal for Government interference to stay the ordinary course of the inexorable law of supply and demand. They would have piled up profits under exceptionally favorable conditions, and by shrewdness in buying that compelled the envy as well as the admiration of many of the leading American refiners. Then when the market slumped they would have had to take their medicine, but they would have been in a position to do so. Now they are not. They were fettered in the selling price of their product; forced to sell in Canada refined sugar for months far below the ruling price across the border, with extra charges of duty, freight rates and exchange that altogether have been running from three to four cents above the costs to the United States refiners. The Board of Commerce, with that gentle request that becomes a royal command, forced them to load up with raws, not at the peak, but far above present prices, and then refused them the privilege of unloading at a profit in the United States market when the "going was good." Refused also to let them sell refined sugar outside of Canada when they could have done so at a good profit. This crude interference with ordinary commercial transactions

has resulted in the refiners being the victims of present conditions; they were shorn of their strength, financially; shorn of their power to fight, and now they find themselves tossed, unarmed, among the "beasts of Ephesus" from across the border.

The Slump in Refined

Outside of leather it is probable that no other commodity as yet has seen the slump that raw sugars have. After selling two years ago around 5½ cents, and many years before around 2 cents, they advanced as high as 17 and 18 cents and gave every promise of going higher, Cuban planters holding several hundred thousand tons for a price of 25 cents—that never came. Now they are selling in New York for around 7 cents, and refined sugar is offered—in small quantities—around 11 cents. For months the Canadian price for refined was below the New York price for raws. Today the official price of Canadian refined is \$19.50 per cwt., Montreal basis, and the lowest priced U. S. sugars can be brought over, pay the duty and exchange, and sell below the Canadian product. The Canadian refiners claim that it is unfair for them to be forced to face this competition at actual loss to themselves when they were "controlled" under regulations that made it impossible for them to prepare to meet the storm.

Hard to Apply "Anti-Dumping" Clause

And yet it is not clear, even to many among the refiners, how the Government can actually interfere through the "anti-dumping" clause of the Customs act. This was designed, primarily, to protect Canadian industries from an attempt on the part of outsiders who might be prepared to sell in Canada far below the prices in their own country, in order to kill off Canadian competitors and then have the field to themselves. Thus the Customs need not accept the lower in-

voiced prices but could fix a fair price corresponding to that in effect in the country of "origin" of the goods. But the present case is hardly one of American refiners trying to "dump" on the Canadian market goods that are selling at a higher price in the United States, for they are not. Indeed it would be the Canadian jobbers and candy manufacturers and confectioners and other large users of sugar who would be expected to bring in the American refined at the lower prices. Thus the difficulty that confronts the Government and the Customs Department.

The Public's Sweet Revenge

The whole sugar situation constitutes a stinging lesson against excessive prices, and the absolute certainty of the revenge the public, the ultimate consumer, has on the extortioner in almost any line. Advantage was taken of the world scarcity by Cuban growers, and prices that finally became exorbitant demanded. Quick as a flash the situation changed, it reversed itself, as it always will do under similar conditions. Overnight the demand dropped below supply, for every outside producer of raws and refined began to unload in the gilded market-place of the U. S. The market began to sag, just a little; then more, and finally it slumped. And no one alive can predict with certainty what the new Cuban raws will sell at when they start coming in.

Sugar Men in Ottawa

Ottawa, October (Special). — The Montreal sugar men who are here interviewing the Government include D. Lorne McGibbon, J. W. McConnell, H. H. Drummond and B. R. Turnbull. They are having conferences with Premier Meighen, Sir George Foster, the Minister of Trade and Commerce, and Hon. C. J. Doherty, the Minister of Justice. The situation is regarded as one of a very serious character and the outcome

is being awaited by the trade with a great deal of interest.

Future Raw Prices Uncertain

Hayden, Stone & Co., of New York, in reviewing the Cuban situation have this to say: "Any prediction of results for the new fiscal year just starting is obviously most hazardous. No one can positively know the price level at which the new Cuban crop will be sold. The sugar market at the minute is demor-

alized and prices here are well below the world's parity. The tremendous speculation in sugar on the part of American consumers has brought the inevitable result. There is a good chance that prices will stabilize before January opens the shop shipment period."

The stabilization price for raws mentioned in this connection was between 8 and 10 cents.

Bulk Cereals Reduced All Along the Line

Substantial Reductions on Practically All Cereals—Declines Vary from 50 Cents to \$2.00 Per Bag—Rolled Oat Market Still Weak.

ALMOST the entire list of bulk cereals have shown reductions during the week. Rolled oats have made several changes during the past few weeks, and this last reduction has brought the price down to \$4.50 for single bags or \$4.35 in twenty-five bag lots. Cash oats have dropped fully 80 cents per bushel since the middle of the summer, which explains the reductions on rolled oats. The market is still weak and the tendency is for even lower levels. Pot and pearl barley have also shown substantial declines. Quotations are

now \$6.25 and \$7.75 respectively, a reduction of \$2 per bag. Gold dust and ordinary corn meal are down \$1 per bag. Rolled wheat, cracked wheat, wheat kernels, whole wheat flour, Graham flour, and white corn flour are all lower by 50 cents to \$1. Split peas are down 35 cents per bag while marrowfat green peas have declined from the high figure of 11½ cents per pound down to 8¼ cents. No. 1 and No. 2 breakfast food are down. These declines are the result of the steadily decreasing prices on grains.

Manitoba Wheat on Upgrade

Sharp Advances on Wheat During the Week—Total Wheat Crop of European Countries 912,800,000 Bushels.

DECIDEDLY strong recovery was made by wheat during the week. The weakness apparent for the past few weeks was not in evidence this last week and decided advances are shown. Advances on Manitoba wheat amounted to 8½ cents on the October option, 7½ on November and 7¼ on December. No. 1 Northern is quoted around \$2.35 and Ontario \$2 to \$2.10 per bushel. There appeared to be no new business in the major markets to account for the step-up turn of values, and it was generally believed among local members of the trade that the strength was due to heavy short covering in Chicago and Winnipeg. Export business at both Chicago and Winnipeg appeared to be at a standstill, and the British Commission showed no change from its attitude of aloofness which has been so marked recently. Moreover, Winnipeg reported a falling off in the demand from American millers which has been so good recently. There is, however, a feeling in some quarters that the decline of the last two weeks has been too drastic and that there may be a shortage of wheat in North America before the Argentine crop comes on, owing to the quantity which may be necessary to supply domestic requirements, as well as to fill sales already made to overseas countries.

The total wheat crop of European

countries is estimated at 912,800,000 bushels in a Broomhall cable. This is against 892,000,000 bushels last year.

CANADA DRINKS MORE TEA THAN COFFEE

The people of the world annually consumed more than 2,500,000,000 pounds of coffee in pre-war days.

This consumption now perhaps is nearer 3,000,000,000 pounds, and in the United States alone 42 per cent. more coffee was drunk during the fiscal year 1919-20 than in the preceding twelve months.

Three-fourths of the world's coffee is grown in Brazil. Europe and North America use nearly four-fifths of all the coffee the world produces.

Holland is the greatest coffee-drinking nation on the globe. It uses 15½ pounds per capita annually, while we use 13 pounds; Germany 5½; Austria-Hungary, 2.2-5 pounds, and the United Kingdom two-thirds of a pound.

On the other hand, Canada consumes less than one pound of tea per capita, where the United Kingdom uses nearly seven pounds. Canada shows a decided preference for tea, but drinks less of it than the mother country, making up the difference with coffee. The Germans and the Austro-Hungarians use only a negligible quantity of tea.

Luxury Taxes Mean Heavy Increase in Dominion Receipts

Ottawa, Oct. 9.—Bounding revenues again mark the monthly statement of the Finance Department. Heavy increases in Inland Revenue are the chief factor, and, under this head are included receipts from the luxury and sales taxes imposed in the last budget. During the seven months of the fiscal year ending on September 30, inland revenue collections totalled \$29,451,813. In the corresponding months of last year inland revenue collections were only \$7,065,238.

During the same period alone, income tax receipts showed a similar heavy increase. During the seven months of this year they were \$6,585,418; during the seven months of last year they were \$1,673,628. Revenue from business profits tax shows a slight decline. For the two seven months' periods, it was: 1919, \$15,884,293; 1920, \$15,189,479.

Total ordinary revenue during the month of September was \$37,170,789 as compared with \$26,698,840, the total ordinary revenue in September, 1919. During the seven months' period ending September 30, total ordinary revenue was: 1919, \$159,085,559; 1920, \$219,905,911.

Total ordinary expenditure was: September, 1919, \$25,143,277; September, 1920, \$16,949,075; seven months' period, 1919, \$122,722,617; do. 1920, \$152,624,397.

Capital expenditure in September of last year was \$66,405,631, as compared with \$6,881,577 last month. The reduction has been almost entirely due to lessened war expenditure.

12 POUNDS OF COFFEE TO EVERY INHABITANT

WASHINGTON.—The Volstead law has apparently increased the number and capacity of the coffee drinkers of the United States, according to the National Coffee Roasters' Association.

The sale of alcoholic liquors legally stopped at midnight of June 30, 1919, and for the year ending June 30, 1920, all United States coffee records were broken. The total consumption was 1,358,000,000 pounds, an increase of 399,000,000 pounds over the preceding twelve months. The per capita consumption was 12.7 pounds.

SMALLER SALMON PACK

Seattle.—The 1920 salmon pack of Alaska, British Columbia, Puget Sound, and the Columbia River section will total 6,055,000 cases, valued at approximately \$60,000,000, according to revised statements made public by the Pacific Canned Fish Brokers' Association. The pack will show a decrease of 1,744,338 cases from the last year's total. The Alaska pack this year aggregates 4,225,000 cases, as compared with 4,592,000 in 1919. Puget Sound's pack is 180,000 cases, as compared with 1,290,883 last year. British Columbia, 1,000,000 cases against 1,336,455.

Window Display of Vegetables Brings New Customers

The Story of How Three Merchants Increased Sales by Window Display—Ten Bags of Onions Sold in One Day—Cauliflowers in Window Bring an Order to the Amount of \$35.00.



Vegetable window display by B. E. McDougal, Ingersoll, Ont.

"It certainly pays to spend a little time on the windows," stated B. E. McDougal, of McDougal & Sons, retail grocers, Ingersoll, Ont., to Canadian Grocer representative. "In the summer months and throughout the fall we show principally fruit and vegetables. We buy the finest vegetables and are very particular in that regard to see that they are of good quality, sound and clean. Recently we put in a window of carrots, beets, potatoes, corn, cabbage, cauliflowers and turnips. The roots were displayed in baskets and tipped a little, showing some of them falling out of the basket on to the floor of the window. The cabbages, cauliflowers and other vegetables were arranged between the baskets. To form the background and also around the sides were arranged large vases containing gladioli blooms. This window was arranged on a Friday afternoon and the window lights left turned on in the evening. There was a constant stream of people around the window, and the effect of this display was amply repaid the next day in greatly increased sales, so much so that stocks provided for the day's business were completely

sold out by four o'clock in the afternoon and the window had to be torn out to fill orders."

The above is what one merchant has been doing to stimulate sales on the modest vegetable, a line that every grocer sells in some quantity. It is also a line that every household uses to greater or less amount. It is also a line that is being peddled by hucksters to a great extent, to the detriment of the grocer's business. We have now arrived at the season of the year when vegetables are in abundance and at their best, the merchant, therefore, who takes this into consideration to make special displays, is not only making extra sales but is leaving an impression upon the public that when they require the best in vegetables in the future they know where to get it.

Recently McCullough & Marshall, Brampton, Ont., trimmed a window with vegetables. The method or style of trimming adopted was in bulk formation. That is, they filled a number of clean sacks with carrots, beets, onions, potatoes, turnips and parsnips. Of course it is needless to say that great care was taken to buy the best and to have the

vegetables clean. These bags filled with the vegetables were placed in the window, with the top carefully rolled back so that the contents showed up nicely from the street. On each sack was placed a neat card stating the variety and the price. The novelty of the display created a great deal of interest, sales the next day were vastly increased, not on vegetables alone, but on other lines as well. To give some idea of the amount sold, Mr. McCullough stated that they sold ten bags of onions in the one day, whereas two bags would have been considered fair selling. While this amount might not seem large to some merchants conducting a business in a large city, it must be remembered that Brampton is a small town where every citizen has his own vegetable garden. It does prove, however, what can be done to stimulate sales when effort is put behind it.

Vegetables Bring New Customer

The actual results of window displays of vegetables cannot be estimated. It is not the actual sale that materializes, it is the fact that it tends to bring people
(Continued on page 30)

"It's Service That Counts" Says Eglinton Merchant

Give the Customer the Benefit of the Doubt
is One Method of Holding Trade—Equipment
Keeps Down Clerk Hire—

"MAKE customers believe they have scored a point, and there will be no trouble in holding their business," stated J. C. McKinley, Eglinton, Ont., to Canadian Grocer's representative. "Only recently a customer phoned and said she did not get the shelled walnuts she ordered, I looked up the order and found there were not walnuts on the order, and as I had taken the order myself I was positive they were not ordered. So instead of arguing the matter, I just told her the nuts were not on the order and possibly they had been overlooked, but I would see that the nuts were delivered by the time she was ready to use them. The next day she was in the store and thanked me for sending them over, and mentioned the fact that some new people were moving next door to her and that she had been speaking to them about my store and that they intended to come here and deal. Those two are now the best customers I have, not that they buy the most goods, because they do not, their families are small and do not require a great deal, but the fact is that they cannot say anything that is too good for this business, many a new customer I can trace to their boosting. This all proves to me that it is a good policy to lead the customer to believe that she is always right whether she is or not."

Equipment Means Less Help

J. C. McKinley's store is equipped with fixtures that assist very materially in permitting a better service to be rendered the customer, and also keeping the goods in better condition, free from dust, insects and vermin. Under the counter are large patented bins. The wall case is also fitted with these bins, these have a glass front which allows the contents to be readily seen, at the same time offering a suggestion or a reminder to the customer. "You see we have everything handy; under the counter are the heavier goods, like sugar, currants, raisins, oatmeal and other cereals. At the back are the teas, rices, tapioca, icing sugar, spices, peels and other lines. A clerk can stand here and put up an order without moving from the place. This bin equipment easily eliminates one clerk, besides we can give a better and more rapid service to the customer."

At one end of the store is built a refrigerator, which is unlike an ordinary one in that it is only about four feet in height. It has a glass front which gives it the appearance of a silent salesman.

One half is used for butter, lard, meats, etc., and the other for soft drinks. The goods in this compartment are kept nicely arranged which assists in making sales on these particular lines.

Bicycle Facilitates Delivery

Besides the regular delivery, boys with bicycles are used to deliver small nearby and rush orders. One boy is kept on the regular staff and another assists on Saturdays and days before holidays. "Service is what counts these days," said Mr. McKinley. "People buy at the store that delivers the order promptly and at the same time supplies quality goods. I have often heard the remark that people expect too much from the grocer, and that it is impossible running to the house a couple of times or more a day. This may be all right for the big uptown stores, where they must have a regular delivery system with deliveries only at a certain time during the day, but for a residential store, it is different, and if a big business and a reputation that cannot be shaken is to be acquired, you must be prepared to give service. By service I mean plenty of help in the store to serve customers promptly, selling the best goods procurable and having goods delivered promptly to the homes."

CALIFORNIA WALNUT CROP IS LIGHTER THAN LAST YEAR

The California crop is estimated at 23,500 tons against 27,900 tons last year. About 65 per cent. of the yield will be from old trees and the balance from new orchards. Quality promises to be fine with a much larger proportion of the large sizes than usual. Not more than 4 per cent. of No. 2's are anticipated, against 25 per cent. in 1919. Shipments will not be as early as last season, but the crop will likely mature in a short period, which will make the actual shipping season a short one. Walnuts will likely begin moving about the first week in October, when prices will be named. It is too early now to predict what prices will be, but they will probably be lower than in 1919.

DISPLAY OF VEGETABLES

(Continued from page 29)

back for other articles and very often is the means of obtaining a permanent customer, such at least is the experience of M. B. Thompson, Toronto Ont., who stated: "A vast amount of extra business is obtained by displaying fresh vegetables. There is nothing that will attract as much attention or is so appetizing as green goods nicely arranged in the window. We have made many customers by that method; the latest comes to my mind. A lady came in recently, said she was going by and noticed the fine cauliflowers in the window, and just had to come in and order some. Before she left we had sold her an order amounting to \$35, and the best of it is she phoned a couple of days later and ordered another list to be sent over."

Will Manufacture Pascall Lines Now in Canada

Rockland Cocoa and Chocolate Co., Toronto,
Join Forces with Old Country Concern—Fac-
tory Now Being Equipped to Manufacture
Hard Boiled Lines—S. V. Kendall, the New
President.

THE Rockland Cocoa and Chocolate Company, with its factory at 22 Duncan Street, Toronto, is now under new management, G. D. Fisk no longer being associated with the company. The Rockland Cocoa and Chocolate Company will in the course of a few weeks be Canadian manufacturers of all lines made by James Pascall, Ltd., England, that is, hard boiled candies, barley sugar, etc.

A new company has just been organized to look after the Canadian and export interests of the James Pascall, Ltd., with Sydney V. Kendall of the Rockland Company as president. Pascall hard

boiled lines will be manufactured in the Rockland plant. Machinery is now being installed and a large number of experts from the Old Country factory are expected to arrive in Toronto about the first of November, and it is hoped that operations will commence about the middle of next month. The new Canadian company will be a branch of James Pascall, Ltd., in England, with representation on the board of both English and Canadian directors, of equal number. A. E. Oakhill, London, England, will be managing director of the Canadian concern. He is expected to arrive from England now at any time.

Satisfied Customers Increase Trade

Coates Bros., Saskatoon, Sask., Declare That a Satisfied Customer is Their Biggest Asset—Strict Attention to Efficient Delivery Service Has Also Meant Much in the Way of Getting New Business

A FIRST hand knowledge of the grocery trade, hard work, careful buying, and making a specialty of delivery, are factors that Coates Bros., 1004 Lorne Avenue, Saskatoon, Sask., declare have meant success in their business. Coates Bros. conduct a grocery, confectionery and butcher trade.

F. J. and H. W. Coates are the proprietors, and they started in for themselves in 1916, after several years' experience as clerks in grocery stores in Saskatoon. They just moved into their present quarters in August, 1920.

"Our business practically all comes over the telephone," remarked F. J. Coates, to a representative of Canadian Grocer recently. "We never canvass for business. A satisfied customer is our biggest asset. One customer tells another. One satisfied woman, alone, secured for us ten new customers, all equally as good accounts as the original."

The confectionery department is on one side, and the groceries on the other. It is the intention to move the confectionery in with the groceries, and to install an up-to-date butcher shop in the department now used for confectionery.

The Truth About Goods

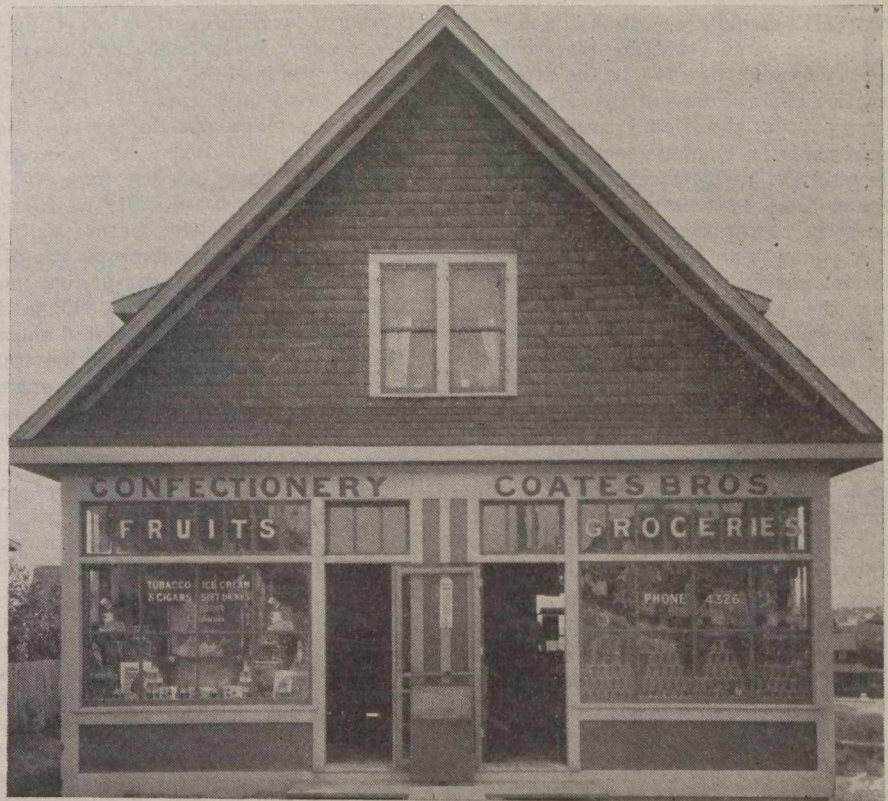
While the Canadian Grocer representative was discussing trade matters with Mr. Coates, a customer called on the telephone, and asked for some oranges. Mr. Coates said that they had some oranges but they were not very good. When asked as to why he told her the quality of the oranges, he replied, "We always do that. We tell the truth about our goods, and then we never have dissatisfied customers."

Discussing the matter of stock carried, Mr. Coates stated they started with goods to the value of \$200 only. They now carry a \$4,000 stock. "It is better," Mr. Coates added, "to carry a small stock. A grocer will make more money if he limits his buying and turns his stock over quickly. It is always advisable to keep it down and always fresh."

GIVE FULL INFORMATION

Last Friday a \$5 bill came to the Subscription Department pinned to a circular, but minus the name and address of the sender. Nothing can be done in this case until the remitter writes in to complain that he is not getting the papers.

An hour later in came a memo from "F. R. Thorn" in regard to his subscription, but with no address given. As the stencils are all filed according to post



Illustrating the store of Coates Bros., in Saskatoon, where service to customers is of first importance.

offices nothing can be done in this case either.

Shortly afterwards a post card arrived from New Glasgow, N.S., with our name and address plainly written on the front, but perfectly blank on the reverse side.

These three instances, which all occurred in one morning, are typical of hundreds which happen in the course of a year on all publications—and they explain why this publication is bound to receive a number of (on our part) unavoidable complaints.

BOARD OF COMMERCE

Ottawa, Oct. 13. — (Special.) — An order, the practical effect of which will be to stop the importation of sugar from the United States is being passed by the Board of Commerce this afternoon. The order stipulates that for a period from the time of its promulgation until the end of the present year, wholesalers shall purchase only from the refiners. The order does not exclude purchase from the American refiners, but apparently will restrict wholesalers importing. Detailed information at the time of going to press is not available.

WALNUT CROP WORTH \$13,000,000

The 1920 walnut crop of California will amount to not less than 46,000,000 pounds, valued at from \$10,000,000 to \$13,000,000, according to W. T. Webber, secretary of the California Walnut Growers' Association. He said it was believed shelled walnuts and by-products of walnut shells would bring the growers from \$1,000,000 to \$2,000,000 more. Complete figures are not available because the crop had not all been harvested.

The association's marketing system is said to give the consumer the walnuts at an advance of 35 per cent. more than the producer receives for them in comparison, according to Carlyle Thorpe, general manager, with the 65 per cent. more than the producer receives that the consumer pays for the average product. Mr. Thorpe stated his belief that the recent drop in sugar prices and possibility for still greater decreases will increase the use of walnuts in candies and confections in general.

A man who has succeeded by his own efforts generally had to overcome unusual difficulties when he started.

The Institute of Certificated Grocers

Amongst the Subjects Taught Are Knowledge of Goods; Judging Tea, Roasting Coffee, Book-Keeping, Store Management, Window Dressing, Etc.

Written for Canadian Grocer by C. L. T. BEECHING, F.G.I., London, England.

THE foundation of a Faculty of Commerce—that is of a whole department devoted to the study and practice of business—in the London University is a significant fact. It is a proof that the business men of to-day in the greatest business centre of the world realize that systematic education is a necessity now-a-days in the preparation of a young man or woman for a commercial career.

In the grocery and provision trade, which deals, of course, with commodities absolutely essential whether in peace or in war, systematic education of the young people in the trade has been carried on for the past 15 years. An early result of efforts in this direction was the foundation of the Institute of Certificated Grocers, a trade educational body which has the following amongst its aims:

- (a) The holding of annual examinations of varying degrees of stiffness;
- (b) The organization of courses of instruction and preparation for these examinations;
- (c) The granting of certificates of proficiency;
- (d) The binding of all members of the trade in a society for promoting these objects;
- (e) Last, but not least, the fostering of apprenticeship, together with instruction in trade matters, and the improvement of the general education of those apprenticed.

At the outset, it may be noted that the Institute of Grocers is unique amongst "learned" bodies of a like nature; that is to say, those who represent the interests of various trades and professions. The Bankers' Institute, the Architects' Societies, the various accountants' organizations, all hold examinations, it is true, but very few of them do a great deal in the way of offering or encouraging the instruction to prepare candidates for their examinations. From the first, the institute has laid as much stress on the teaching part of this work as upon the examining. Some indication of this is afforded by the fact that during the first winter of its existence, some 12 years ago, the number of classes in different parts of the country was only seven; in the winter of 1913-1914, these classes had grown to about 100. There was, of course, a falling off during the war; the young grocers were otherwise engaged, let it be said to their credit; and al-

though a large proportion of young women became students of the classes, the number diminished. After the armistice a great and rapid revival of the work took place and during the winter session of 1919-1920 the number of classes had risen to close upon 70, and many more are expected to be flourishing during the session before us. The examination results show a rapid increase during the pre-war period, namely from 65 candidates to 509 in five years. During the war, as noted above, a falling-off in the numbers was inevitable, but at the first and second year examinations held in April, 1920, the number of students entering themselves almost reached the best pre-war figures.

This brings us to the consideration of what subjects are taught and studied. The institute's committee works wherever possible, with the public education authority, and the classes are held in such places as the polytechnics, evening commercial institutes, technical schools, and a large number of students are also instructed by correspondence, namely those who through being engaged in small and isolated places cannot attend classes. Perhaps what has rightly been called our key subject is knowledge of commodities, that is, of the goods handled—tea, coffee, sugar, cereals, dried fruits, preserved goods of all kinds, and bacon, butter, cheese, margarine and all goods sold in what is called in England the provision department. The need for this needs but little telling. The grocer handles his stock-in-trade in various ways. He buys it, has it transported, or transports it himself, to his premises, stores it away, displays it; all this leading up to exercising upon it his art of salesmanship. All these processes demand, surely, skilled treatment. In fact one may say that there is an immense mass of detail to be learned about the goods sold by the trade under each of the heads mentioned. One perhaps only discovers this by actually attempting an institute examination paper, or by studying the goods themselves in class, by means of a text-book, or otherwise. There are also subsidiary subjects of great importance also, namely, bookkeeping; and the time is rapidly coming when every trader will be bound by law to keep a proper set of books. The income tax surely suggests that a trader should know exactly what profits he is making, otherwise he can never be certain that he is properly assessed. In fact, to carry on business without books is like attempting to sail from the Antipodes to the

Old Country without chart or compass. Thus, the institute lays stress upon the bookkeeping side of its teaching. Then, the younger student, at least, learns commercial arithmetic. Here again the institute's experience has proved the tremendous need there is for improvement in the ordinary and common practice of arithmetic. As the student progresses he does more practical work upon the commodities, such as judging tea, roasting coffee, inspecting starches under the microscope, sampling all kinds of dried fruits, spices and similar goods, and judging them for country of origin, grade, quality and price. He has lessons in methods of business, especially in the right way of handling a customer; in window dressing and shop dressing, and in other features of good management. Law as it affects the grocery trade in particular is also dealt with; and advertising methods receive attention.

There can be no progressive grocer who will not instantly realize both the need for this kind of work and the value of it to the rising generation in our trade.

As for examinations, these are of three degrees of severity; first, comparatively simple for the younger men; a second grade, in passing which the student can obtain the diploma of an Associate of the Grocers' Institute (A. G. I.), and the final, or national, examination, held in London, which consists of a series of severe tests which prove that he who passes them is entitled to the name of grocer indeed. Successful candidates at this examination are entitled to membership of the institute (M.G.I.). To encourage the young men of the trade to study and pass their examinations, very valuable prizes are in existence. The championship is one of £100 in cash, placed at the institute's disposal by the great firm of Cadbury Brothers, Ltd. Other prizes are offered by such firms as J. & J. Colman, Martineau's Sugar Company, J. A. Sharwood & Co., Ltd. (the leading chutney men), and other traders whose names are household words.

In addition to all the above, the institute has a scheme of registration for apprentices and a form of indenture for binding lads for three or four years. The indenture sets out the obligation resting upon both master and apprentice, that the latter should learn his trade thoroughly and should attend classes as mentioned above during the whole term of his apprenticeship. In

view of the fact that so many young people are entering the trade with very limited degrees of education, the institute has also drawn up a preparatory course, which lays stress upon improvement in general knowledge, and ability to make use of it.

It may be asked what amount of support is being accorded to this enterprise. A large proportion of the leading retail grocers — federation men, association men, and others—are now aggregated to the institute as "Fellows," the qualification being that the candidate for election as a Fellow should be a master

grocer of ten years' standing, or hold some equivalent position, and that he should be certified in every way by friends who are already connected with the institute. Financially, the institute is supported by the annual dues of its Fellows, members and associates, whilst the leading wholesale houses generously contribute to its funds, knowing full well that the interests of the retail trade are their interests also.

Some sign of the progress being made is that a larger number of elections to the Fellowship have taken place during the months January to June, 1920, than

during any other corresponding period in the history of the society, but great as the work has been, an immense and fruitful field lies before it. The council, at the head of which stands its chairman, Alderman Sir Harold R. Pink, J.P., F.G.I., three times Mayor of Portsmouth, and head of a fine business with some 25 branches, is keen to extend its educational work in every direction.

Editor's Note. — Examination papers and other interesting features of the Institute of Certificated Grocers will be published in an early issue.

The Law of Partnerships is Discussed

A Discussion of the Responsibilities of Such Relationships—The Liability of Partners, All Are Agents of the Firm, and Their Acts Are Binding Unless It is Otherwise Provided—The Dissolution of Partnerships.

RETAILERS from the Atlantic to the Pacific are all interested in the subject of partnership. Probably 50 per cent. of the retail business in Canada is carried on by partners in business, while perhaps only an insignificant percentage of the remainder have not at one time or another during their business career considered the possibility of entering into such a relationship. Some of the most successful businesses to-day have resulted from connections entered into in years gone by, when such business arrangements in most cases depended mostly on the ability of the partners to get along with each other. But to-day the modern merchant weighs carefully the probable consequence of a disastrous partnership, and he will not enter into such an arrangement unless he has some definite information as to how he can get out of it, or what his liability and responsibility will be in case the business is defrauded by his partner or ends in failure.

The Need for Understanding on This Point

The enterprising merchant of to-day is face to face with the help problem, and in order to hold his clerk has held out the promise of a partnership, and he too is considering just how far he is making himself liable when he takes his clerk in as a partner, and whether there is any way in which he can limit his liability, or change the arrangement if it is found to be unsatisfactory. On the other hand the clerk of to-day, steady and industrious, taking a real interest in the business, boosting sales and learning store management, is looking to his future and turning over in his mind the prospect of a future partnership with the proprietor, or perhaps picturing a snug little business of his own. And so the retailers, and the retailers' clerks across the Dominion of Canada, who have thought about part-

nership, have also considered how the law operates in these matters, for all partnerships are governed by law.

It is the purpose of this article to outline a few fundamental principles of partnership which will give the reader an idea of the important factors in forming such a relationship, and the liabilities that are thereby entailed.

What Partners are Liable

A partnership may consist of one or more persons who shall be called general partners, and of one or more persons who contribute in actual cash payment a specific sum as capital to the common stock, and who are called special partners. General partners are jointly and severally liable for the debts of the partnership, but special partners are not liable for the debts beyond the amount contributed by them to the capital. The special partners cannot bind the partnership, only the general partners can do this.

The Procedure in Framing a Partnership

When a partnership is entered into, a certificate must be drawn up by the person entering into the partnership before a Notary Public and filed in the office of the judicial district in which the principal business of the partnership is situated. This certificate must contain:

1. The name under which the partnership business is to be carried on.
2. The general nature of the business intended to be carried on.
3. The names of all the general and special partners, distinguishing which are general and which are special, and their usual place of residence.
4. The amount of capital which each special partner has contributed.
5. The time when the partnership is to commence and the time when it is to terminate.

6. The principal place of business of the partnership.

The partnership cannot be dissolved before the date specified in the certificate unless a notice of dissolution is filed in the office where the original certificate was filed and notice of same published once a week in the local newspaper and the Provincial Gazette. So much for procedure.

Every Partner an Agent of the Firm

Every partner is an agent of the firm and his other partners for the purpose of the business of the partnership; and the act of every partner in carrying on the usual business of the firm of which he is a member binds the firm and his partners; unless the partner so acting has in fact no authority to act for the firm in a particular matter, and the persons with whom he is dealing either know that he has no authority or do not know or believe him to be a partner. A person who is admitted as a partner into an existing firm does not necessarily become liable to the creditors of the firm for anything done before he became a partner. A partner who retires from a firm may be discharged from any existing liabilities by an agreement to that effect made between himself and the members of the newly constituted firm and the creditors:

The Dissolution of Partnerships

Subject to any special arrangement made between the partners a partnership is dissolved:

1. If entered into for a fixed term, then by the expiration of that term.
2. If entered into for a single transaction, then on the termination of the undertaking.
3. If entered into for an indefinite time, then by any partner giving notice to the other partner.
4. By the death of a partner.

When the partnership is dissolved

each partner becomes the owner of an indefinite share of the property of the partnership (that is where there is no special agreement) and this co-ownership only ends with the final liquidation of the affairs of the partnership.

Partnership Has First Claim on Moneys

Where partnership money is paid through a person who is a creditor both of the firm and of one of the partners individually, the money must be first applied to the liquidation of the indebtedness of the partnership. Where goods are purchased by a partnership and a part of the goods returned, then the returned goods must be credited to the partnership. The assets of the partnership are the common property of the partners, and one partner cannot legally sell a share of the total business

without the consent of his co-partners and without an accounting to the firm.

If it is the intention that a surviving partner should have a right to take over the interest of a deceased partner, and this clearly appears from the terms of the partnership agreement though it is not formally expressed, then this right exists.

In a recent case the partnership article provided that at the end of each partnership year an account should be taken of the stock, liabilities, and assets of the business, and a balance struck for that year; that in case one partner died the co-partners should continue to the end of the current financial year, or at the option of the surviving partners for not more than twelve months from such

death; that for twelve months from the death of his partner a survivor should not be required to pay over any part of the former's capital in the business; and that any dispute between the survivor and the representative of the deceased as to the amount of debits against, or credits to either in the balance sheet or the valuation of the assets should be referred to arbitration. The court held, however, that the value of the interests of the deceased partner was not determined by the account taken and balance sheets struck at the end of the financial year following his death, but that the assets should be valued in the ordinary way, and that goodwill was to be included in the assets though it has never appeared in the annual balance sheet since the co-partnership began.

People Can Best be Served Only Through Medium of Retail Merchant

Provincial Board of Manitoba Retail Merchants' Association Meet in Winnipeg—Matters Dealt with in the Interest of the Retailer—Resolutions Passed.

By Staff Correspondent Canadian Grocer

A. G. BOX, of Pierson, Manitoba, president of the Manitoba branch of the Retail Merchants' Association, in presenting his report at the annual meeting of the provincial board in Winnipeg recently, referred to many questions of importance to the retail trade. The problems of merchandising, he said had multiplied since the war. Present day institutions are the subject of criticism, analysis and examination. The world is searching for better methods in government, education, business, religion, better working and living conditions. As merchants we must do our part in assisting the public in getting at the basic facts in present day social and economic problems. We must be prepared as opportunities present themselves to show how the people can be served more advantageously through retail merchants than by any other method. The retail merchant has been singled out as the cause of the present high cost of living. The Board of Commerce, however, has made the statement that outside of a few rare exceptions, in all their examinations, there was no evidence of unfair profits (or profiteering) among retail merchants.

To-day we must organize as we never organized before. We can admire the progress made by farmers and labor through their organizations and the departments established by the Government. It is our duty to follow their lead and have a department for the retail trade of Canada within the department of Trades and Commerce at Ottawa, which shall be for the information, improvement and benefit, not only of retailers, but in the best interests of the people of Canada. The Government should recognize the importance of the retail

trade of Canada and institute activities, which will improve the service in whatever ways are possible.

Secretary's Remarks

Referring to the action of the advisory committee on commercial education of the University of Manitoba, in conducting evening classes in commercial subjects during the fall and winter months, the secretary of the retail merchants, J. H. Curle, expressed approval, also

drawing attention to the fact that extension work in merchandising has been established at the university in the form of short courses. As a part of the plan for the development of the department of business organization and research at the university, competent men will be placed in the field to analyze business methods, obtain information through interviews with business men and their employees, with a view to organizing classes in these subjects, which the demand suggests. Negotiations have been commenced to have the public schools undertake some instruction in merchandising. A good deal of the present day suspicion and distrust aimed against the retail trade has its foundation in ignorance of the principles of merchandising. The boy and girl do not know the meaning of cost.

The manner in which certain examinations and inquiries were conducted by the Board of Commerce revealed the fact that only qualified, experienced business men should have been called upon to examine, judge or control the affairs or activities of retail merchants. Through the Dominion officers of the association it was recommended to the Government that qualified, experienced business men be appointed on the Board of Commerce, as that body was expected to make decisions which could only be made satisfactorily by men who were capable, qualified, trained and experienced business men.

During the year the Retail Merchants Association was instrumental in securing legislation in regard to a number of resolutions passed at the last annual meeting. Among them was one in regard to half-holidays, also one in regard to the resolution on licenses re-

A GROCER'S APPRECIATION

The following letter has been received from a member of the Grocers' Section of the Winnipeg branch of the Retail Merchants' Association:—

Winnipeg, Sept. 22, 1920

Mr. J. H. Curle,
Sec'y the Retail Merchants'
Ass'n, Winnipeg.

Dear Sir:

As a member of the Grocers' Section of the Retail Merchants' Association, permit me to express my sincere appreciation of the work that has been done by the association. All sections of the retail trade are deriving great benefit through your efforts, and my hope is that merchants who are not already members will recognize the necessity of such an organization to look after their interests.

I feel certain that a large amount of the success has been due to your devoted and untiring labors, you are always on duty, ably assisted by an excellent staff.

The welfare of the association has my best wishes and support.

Yours truly,
(Sgd.) WM. McBEAN.

specting goods manufactured in Manitoba.

Some Resolutions Passed

A resolution asking that instead of placing the collection of the luxury tax on the retail trade that it be collected at the source of supply, namely, from the manufacturer and the importer, and in the same manner as all systems of taxations are absorbed, was unanimously carried.

Other resolutions passed were:

That whereas the Inland Revenue Department, ruling No. 3 B, dated Sept. 8, 1920, is asking retail merchants to wait for refunds until the end of each quarterly accounting period when vouchers would then be passed, it be strongly urged on the Government to change this ruling so as to permit merchants to make refunds to customers at the time of the return or exchange of goods.

That this meeting recommend to the executive that the fees be as follows:

\$15, \$25, \$35 and \$50, and optional above that amount.

That your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the services of the various departments of the Provincial Government.

Whereas the Tax Commission appointed by the City of Winnipeg, and the Tax Commission appointed by the Province of Manitoba both recommend that the present system of collecting the business tax should be changed, in view of the inequalities which exist, it was resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect.

That this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates.

Winnipeg Merchants Elect Executive

Every Business Has One Representative—
Daily Newspapers Advertising Touched Upon
—J. A. McDowell Represents the Grocer
Section.

WINNIPEG (Special) — That the interests of the association would be best served by each trade section having a representative on the executive, was the opinion expressed by various merchants at a meeting of the Retail Merchants' Association. This proposal has already been considered and approved by various trade sections.

W. E. Humphries was appointed president of the Winnipeg branch, and will therefore be chairman of the executive, and representatives of trade sections nominated were: Music dealers, A. E. Grassby; meat dealers, J. H. Sharpe; merchant tailors, J. S. Stephenson; clothiers, Robert McLean; furriers, Horace Chevier; hardware, W. J. Illsey; grocers, J. A. McDowell. In such instances where the nominee had not been named by the trade section, appointment on the executive will be subject to the approval of the relative section. J. H. Curle gave a short resume of the activities of the association in regard to the application of the sales and luxury tax, the respective orders of the Board of Commerce and tariff changes. The fact that, largely owing to representation from the merchants affected, changes were made in almost every line in the application of the luxury tax, was cited by Mr. Curle as evidence that the act had been compiled hurriedly, without consulting those affected. Further amendments may be looked for, Mr. Curle said. Newspaper advertising was also touched upon by Mr. Curle, who expressed the opinion that under the present system it was not satisfactory in

that advertisements received too little "editing." The present policy gave too little protection from the dishonest advertiser.

Work of Association

L. L. Lang, first vice-president, described the value of the association, stating that the merchants were organized for the protection of their own interests, and that among the activities of the association had been the securing of laws that were now a benefit. The merchants were also organized for educational purposes and to this end the association were co-operating with the University of Manitoba and the public schools. The correction of trade abuses was another way in which the value of the organization had been shown.

TRUE TO THE WORD

"Steak and Joints to Suit All Pockets." So said the notice in the butcher's shop.

The hungry tramp passing by looked at it greedily. Then, bracing himself for the coming ordeal, he entered the shop.

"Well, sir," said the salesman, "and what can I do for you?"

The tramp wondered for a moment, then remarked.

"Look 'ere, guvnor you say you've got joints to suit all pockets. Well, what about a chap with an empty pocket, what 'ave you got for 'im?"

The salesman smiled.

"I'm afraid we can only offer him the cold shoulder," he answered.

TAPIOCA—WHAT IT IS AND HOW IT IS MADE

Tapioca is made from the roots of the tapioca plant, which grows about 5 to 6 feet in height. The roots, when dug up, are from 1½ to 3 inches in diameter.

These are cut into lengths of about 1 foot, and the outside skin is taken off by machinery. They are then crushed by machinery into a mealy pulp.

This pulp is placed on a hoop across which a piece of cloth is stretched, and water is played on it, while it is continually stirred.

The tapioca dissolves, and passing in solution through the cloth, is run into stills and allowed to settle. The refuse is used for cattle feed.

When the solution has stood for some time the tapioca falls to the bottom, and the water is run off, leaving a white flour called "tapioca flour"; when this is moderately dry it is ready for manufacturing into either "pearl" or "flake."

Pearl is made by putting the flour into a kind of canvas hammock, which is then swung by hand from side to side and the "pearls" are formed. These are then baked slowly over ovens and are ready for market.

Pearl is made into three sizes, "bullet," "medium," and "small."

The small pearl is commonly known as "seed pearl."

It is generally called "white sago" or "sago" because it is the usual size in which "brown sago" is made, but real sago is not made out of a "root" but from the "pith" of a tree. It is rarely used now-a-days.

Flake tapioca is made by throwing the damp flour on to hot pans over fires. Immediately the flour touches the hot pan it "flakes," and as soon as it is sufficiently hard it is ready for market.

Flake tapioca is hardly known to consumers in Canada.

Sago is the trunk pith of various kinds of low palm trees. It is always brown in color.

RIPE OLIVES ARE SAFE NOW

Apparently there is no longer a danger of death for the general public as a result of eating California ripe olives. As a result of several deaths last year, the California State Board of Health has conducted a scientific inquiry into the whole matter and is now enforcing legislation to provide safety to the olive eaters of North America.

It was found that the only way to avoid danger was to sterilize the olives at 241 degrees F. for 40 minutes under all conditions of cooking olives. So it was made unlawful after August the 7th to market canned ripe olives that had not been raised to a temperature of 240 degrees F. for 40 minutes. The act also provided for seizure and quarantine of ripe olives not produced in conformity with those regulations.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

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KEEP STOCKS MOVING

THE tide of high prices has reached its flood and in many instances has begun to gradually ebb. Flour and other grain products are down, in some instances as much as two and three dollars a bag. These reductions did not occur at one slap but have been gradual for two or three weeks past. The declines on grain products to most merchants were not unlooked for. Many have been expecting them since the middle of the summer, in fact even before a rough guess could be made as to what the growing crops would produce.

Many merchants are prepared to meet these declines and will reduce their retail prices to meet the manufacturers' declines. There are others, however, who on account of having on hand goods bought at the higher prices, will strive to sustain values with the explanation that their goods were bought at the higher price and consequently they cannot afford to sell on a lower basis.

Many lines of commodities will likely follow the downward trend—gradually, it is expected—and the merchant should do likewise, not

only on present purchases but on the goods in stock if he is to retain the good will of his customers. There is little stability to many of the numerous lines of foodstuffs. More than ever should the merchant buy sparingly even if he is required to buy every day. Buy often, follow markets closely. As Henry Johnson, Jr., stated in recent articles replacement values must rule down. Prices should be based on present costs.

Some merchants are turning their stocks over 10, 12 and 18 times a year. This is good business. It means buying must be done carefully and that retail salesmanship must be brought to a highly efficient point. Merchants must select their purchases with care, basing them on what they know they can sell.

RETAILER TO PAY LICENSE FEE

A NEW series of regulations governing the application of the luxury and sales taxes, to be effective on November 1, make necessary the taking out of licenses by retailers and wholesalers for which a fee of \$2 and \$5 respectively is charged.

Retailers have felt keenly the alleged discrimination against them as a class in connection with the taxes and the expression of their grievances through the trade press, among which Canadian Grocer has been particularly active, has brought some amelioration of conditions. There are still some grievances, however. To some dealers it looks like adding insult to injury to ask them to pay a license fee for the protection of the government's tax scheme and for the privilege of being a government tax collector, but it must be borne in mind that a tax measure is never a popular one.

The collection of taxes by the use of stamps makes the system more efficient and more productive from the government's point of view, while the affixing of stamps and their perforation makes added work for the dealer.

Drastic regulations have been made as penalty for non-compliance with any section of the Act on the part of any dealer and it is demanded that dealers keep records for two years and that books be available for inspection at any time.

It is evident that the revised regulations have been decided upon after more thought than was given the original resolution, but where blanket statements made formerly in ignorance were very drastic in nature as result, the carefully planned regulations as now in force are equally drastic in effect though not seeming to be as comprehensive.

WATCH THE MARKETS CLOSELY

NOW is the time, if ever, that the retail trade should watch closely the trend of prices. Daily newspapers have been featuring for some time the prospects of a drop in everything so that the public have got into the habit of thinking that everything is coming down to-morrow or the day after. This naturally curtails their purchases. The daily papers have done a great deal of harm in this respect. They overlook entirely the fundamental principle of business—supply and demand. Supply is increasing in a great many cases compared with demand and naturally this tends to an easing off in prices. On the other hand there are cases where supply has not been increasing and higher prices are to be expected. At any rate no declines can develop for some time.

During the last few years the retail trade have had no difficulty in selling goods. People have come in and bought for future use so that business has always been good. We are entering a period when the retail trade must exercise its selling ability and show the consumer the exact condition on the various articles. This necessitates a careful study of markets so that the proper information can be passed on by the retailer to his customer, when the occasion arises.

FISH AND OYSTER SEASON OPENS

THE season for selling fresh fish and oysters is at hand. Every grocer sells oysters, haddie, ciscoes, salt codfish and bloaters; some more, some less. To what extent these sales amount depends on the merchants' method of handling and how they are displayed.

One of the apparent drawbacks encountered by a number of merchants who have carried a stock of fresh and cured fish, and who have not found it as profitable as they would have liked, is that of carrying this commodity more as a side line than as one of the regular important sellers. It has been felt sometimes that fish was not a nice line to handle along with groceries and that the results to be obtained were not likely to show a fair profit.

There are many merchants who have developed a fish business and are conducting it successfully with good profits.

THE High Cost of Living has nothing on the High Cost of Loafing.

EDITORIALS IN BRIEF

SERVICE is the lubricator, and inefficiency is rust.

* * *

DON'T talk price. Talk quality even though your price is low.

* * *

IT IS of no use to dream great plans unless you are enough a man of action to put them to the test.

* * *

IF YOU can't get the right men to work for you, maybe it's because they're not working for the right man.

* * *

A GOOD grocery journal pays for itself in two ways, it tells you how to make more money and how not to lose what you already have.

* * *

AND the man on the street pays again. Death and taxes had the reputation of being the sure things in life but since H.C.L. entered the arena the scope of "sure shots" has been enlarged.

* * *

THE window display is valuable in a small town as well as in the city, and very often if it is efficiently handled and the location unusually desirable, it can be made to care for the biggest part of the advertising.

* * *

THE store that succeeds is the store that serves—that saves time and steps—that offers what customers want, and makes it simple, easy, pleasant to buy and get away.

* * *

YOUR windows should stand on the street and pleasantly, cheerfully, reasonably ask every person who passes to step in at your door. Think of them in this light.

* * *

CUSTOMERS you now have will not always be with you. Some will move out of the community—some will die, while others will go to your competitors in spite of all you can do to hold them. What are you doing to recruit others to fill their places?

* * *

LET your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollars—and you will win in return that close personal association and active support that builds up business.

"Jim Sweeney" Makes Fine Record

Keeping Close Tab Always Pays—Some Significant Facts and Figures—Cash and Carry Stores Cannot be Successfully Conducted in All Neighborhoods

Written by HENRY JOHNSON, JR.

MY friend, "Jim Sweeney," about whom I wrote last December, has written me again this way:

Dear Sir:

I was much disappointed when you did not call on me. I wanted to show you a real retail business—how nice and fast and quietly it was conducted. Referring to your last story, I plead guilty on the lemons. What you say is right. Let us hope that in the near future I will learn to sell them right.

In our three stores in February we sold approximately 70 boxes oranges, 100, 126 and 216 sizes, and we sold about 20 boxes lemons, all 300 size. Most of the lemons were sold in my store. They cost me \$7.50, and I sold them for 39 cents the dozen. It is a little hard for me to sell a small lemon—just have not yet learned how to put it over.

I enclose a detailed expense slip for February. You will see that the cost of doing business is much higher than my average cost, but that was due to a big bill of paper bags and twine. I want to show you that I have an occasional month when the figures are higher than nine to ten per cent.; but in my store, where I do a fast business, I expect and will do business on a ten per cent. basis.

I notice you say you have known Jim Sweeney for ten years. You called on me first 15 or 16 years ago last July (it actually was 1905). It's a nice thing to look back and think of the many fine changes that have occurred for the betterment of business since that time.

Sincerely yours,

"Jim Sweeney."

Significant Facts and Figures

Jim failed to enclose the slip he mentions, but he gave me some figures last time I saw him which are worth looking over.

He owns three stores. There is the original one, where he has done business for many years. That is run on the spot cash and carry principle to-day. Then he has a second self-serve store, opened somewhat over two years ago, run by one of his sons and located about three blocks from the original. Finally, there is a high-grade service store which he acquired a few months ago from a young man who failed to run it right and had to let it go. His experiences with his several stores are instructive. The following figures are from his main store—the one he calls "his" store.

Sales in that store last year were \$118,000, and the expense account was \$11,000. That shows 9.322 per cent.

Allowing that ten per cent. is not unsuitable for his business, here is a leeway of nearly \$800. Maybe that is not enough to enable Jim to get by with ten per cent., but I think he'll make it.

In the first 18 days of February, his sales were \$400 short of the same days in 1919. That, divided among the 2,000 customers, showed 20 cents per customer loss. How account for that shrinkage? Looking back over records, he noted that during those days he had an egg sale—had "broken the egg market" as he expressed it. He had also fought the chain bakeries, but has given up to them—at least for now—because the game was not worth the effort and cost. Thus his bread sales are now down to 70 loaves daily against 100 daily and 200 on Saturday, which ruled during his "war."

These analyses enable him to put his finger on any important factor in his business.

His Own Stores Compete

I said his original store was run on a cash basis. That is not strictly accurate, as I told in my former story. He takes no new credit business in his main store, but continues accounts with old stand-by customers who have been with him for years. No change occurred while he had only the two stores.

When he took over the last store he had some interesting experiences and learned a few things. It had been a high-grade, service, delivery store. Being "sot" on the cash idea for future development, he cut out all credits, feeling sure he could put over the cash-short-service idea. But trade fell off alarmingly. It did not come back. He studied the location and customers and concluded that he had made a serious mistake. He re-established credit and full service. The business had not fully recovered when I saw him. Many of the former steady customers had left and not come back. But most of them were returning and new ones were coming, so he feels now that he has the right idea.

In this I agree with him thoroughly. There are neighborhoods where cash won't work out. There are plenty of splendid people who prefer to have and pay for service and credit. In certain neighborhoods it is foolish to try to change habits.

Now this credit branch has taken 25 accounts away from his original store, and that makes for decreased business. But Sweeney feels that it is good business for each store to stand alone, strictly on its merits. He wants his boys to make good on their own individual ability. He also stands ready to show 'em that the "old man" has not lost his grip

or his pep. So he feels that he has to make his own showing, despite the loss of those 25 accounts.

"No Sugar" Affects All Alike

Like many grocers, Sweeney feared that sugar shortage would hurt his business. Most grocers fear that. Very many of them have the feeling that they suffer individually more than the run-of-trade. It is human nature to think that a disadvantage militates against our business more than against that of our neighbors. Thus with "no sugar" he felt his sales might equal those of 1918. He sold \$3,000 more than in 1919!

Jim works odd prices strongly. Nearly every item in his store is marked with a nine or seven or three. He is particularly strong for nines. He has coffee at 39 cents the pound; pickles and olives at 39 cents the bottle. By years of consistent work he has built up a big sale of honey. One special item with him when I was there last was honey in ten pound pails at \$2.79, which cost him \$2. That is nearly 28 1-3 per cent. In a cash store, this shows a merchant who knows on what items he can and must get a wide margin.

Jim's town is one in which a great number of workers were engaged during the war. In one locality there were 14,000 workers and their families. Now there are none of those left. The orders from those people ran big—\$30 to \$60 with ten pounds of coffee and other items in proportion. Yet his business grows monthly.

Reminds me of a remark an old-time clerk of mine made to me recently. He said: "It's easy to do business now. In the old days customers used to look cautiously at an article the price of which was 40 cents. They would think long and hesitate. Then they'd say, grudgingly: 'Well, send me one.' Today the price on that article is a dollar and they order two without batting an eyelid!"

Sweeney runs his full service store at 14 per cent. expense.

Good Margin on Fruits

Note his price on lemons. That 39 cents pays him upward of 23 per cent., yet it is a figure which will promote the sale of dozens in place of twos and threes. The even figure of 40 cents would mean sales of three for ten cents—four sales to the dozen. That would pay him 25 per cent. But he makes much more real money and cuts service to the minimum by selling at 39 cents. If you think it is "undignified" to "split nickels" you should get over that idea—unless, indeed, you prefer

(Continued on page 40.)

CURRENT NEWS OF THE WEEK

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

QUEBEC

John Grimm, president of the Maple Tree Producers' Association, Montreal, who has been away for some time in the United States, returned to Montreal the latter part of last week.

Geo. D. Lachaine, manufacturers' agent, Quebec, P.Q., has moved his offices from 40 Dalhousie Street, to 18 Dalhousie Street, City Building, on the wharf of the Quebec and Levis ferry.

ONTARIO

J. H. Sipes, Galt, Ont., is opening a retail grocery.

T. J. Enright, Carleton Place, Ont., has sold to M. J. Boland.

Roy J. Thomas, retail grocer, Hamilton, Ont., has sold to H. Nex.

T. Knight, retail grocer, Hamilton, Ont., has sold to Roy J. Thomas.

G. Therien, retail grocer, Ottawa, Ont., has sold to W. A. Magee & Son.

John Purvis & Son, Parry Sound, Ont., have sold to W. J. Snelgrove.

John H. Gibson, retail grocer, Toronto, has sold to W. J. Kingman.

Sam Rogus, retail grocer, Hamilton, Ont., recently suffered a loss by fire.

W. E. Unger, North Bay, Ont., has opened a grocery and meat business.

J. W. Bingham, Strathroy, Ont., retail grocer, has sold to E. J. Fitzpatrick.

R. J. Jackson, Hamilton, Ont., is closing out his grocery and butcher business.

D. C. Russell, Acton, Ont., has sold his business to Norman H. Brown, formerly of Milton, Ont.

SALES STAFF HAVE LUNCHEON

Toronto. — (Special.) — The Ontario sales staff of the Canada Starch Co. were tendered a luncheon by Vice-President Joseph Ruddy on Thursday last. When all had done justice to the spread provided, various sales topics were discussed, among them were the plans for the Mazola campaign in this city. Those present besides the vice-president were Ontario sales manager D. T. Williamson, Toronto, also L. A. Farley, J. E. Coleman, R. S. Williamson, Brantford, and J. T. Paul, Toronto.

BOOKLET ON THE TEA PLANT

"A Story of the Tea Plant" is the title of an interesting booklet recently issued by the Salada Tea Co., Toronto, Ont. How tea was first discovered, its cultivation and manufacture from its earliest days up until the present time, are some of the features concisely treated within its covers.

Wm. B. Mathewson Montreal Wholesale Grocer Passes Away

Montreal. — (Special.) — The many friends of William Black Mathewson, one of the senior members of the Mathewson's Sons, wholesale grocers, 202 McGill Street, Montreal, will be sorry to hear of his death, which occurred at his home on Sherbrooke Street, Montreal, Wednesday, Oct. 6. Mr. Mathewson, although in poor health, has been in his place at his office up till four days before his death, and, in fact, was able to be out up to two days before his death. Heart failure, resulting from acute indigestion, was the cause of Mr. Mathewson's death.

W. B. Mathewson had been actively connected with this business, which was established in 1834, for over 50 years. He was born in Montreal 71 years ago and was educated in this city, later going to Sheffield to complete his education. On returning he entered into the family firm with his father and brothers.

A Fenian Raid Veteran

Mr. Mathewson was always interested in military work, and as a young man was one of the first to enlist for service during the Fenian Raids in 1866 and 1870, serving with the Victoria Rifles. He was well known as a splendid shot, and had many trophies for his marksmanship. He was a member of the masonic order in this city and had won a reputation for his collection of rare coins, which is said to be the finest in the city.

He is survived by his wife, a daughter, Mrs. Thomas Thurloway, and one son, Mr. Laurie Mathewson, of Lancaster, Ont. He is also survived by four brothers, one of whom, S. J. Mathewson, is with the firm in Montreal. His two sisters, Misses A. S. and E. H. Mathewson, both reside in Montreal.

New Company Will Be Manufacturers of Chocolates

The Lorraine Chocolate Corporation have purchased the seven story building at 296 Richmond Street West, Toronto, for \$90,000. The lot has 45 feet frontage and 100 feet depth. The building

was formerly occupied by the Luxfer Prism Company.

Harold F. Ritchie of the Harold F. Ritchie Co., manufacturers' agents, McCaul Street, Toronto, is president of the new concern.

New machinery is now being installed in the building just taken over, and it is expected manufacturing will commence at the first of the year. Chocolate bars as well as high grade chocolates put up in boxes will be manufactured.

Smyrna Fig Crop Estimated To Be 16,000 Tons

The fig crop of the Smyrna district is reported to be good, both in quality and quantity, and is estimated at 16,000 tons as against 12,000 tons last year. Considerable uncertainty is felt as to prices, and few packers are as yet making any very active preparations for their season's business. Some advance quotations are being made, but they are not considered reliable on account of the mixed political situation, the uncertainty of railway transport, and the fluctuating rates of foreign exchange.

THIEVES BREAK INTO STORES

Whitby. — (Special.) — W. B. Pringle's grocery store was entered by a window leading to the basement, from which easy access was gained to the store. The cash register was rifled of about \$10, and many things turned topsy-turvy, but whether much or any packaged goods had been taken, Mr. Pringle was unable to say. A similar visit was made to E. M. Deverell's grocery store, entrance also being effected through a rear window and the cellar. Here, too, the till was emptied of change, amounting to about \$10, but nothing else has been missed.

TO MAKE ITS OWN CANS

The Laing Produce & Storage Co., Ltd., Brockville, Ont., operating a milk condensary, is now installing machinery whereby it will make its own cans for its products.

The many friends of Arthur H. Sainsbury, of the California Prune and Apricot Association, will extend their heartiest congratulations, the occasion being his recent marriage at St. Paul's church, Bloor Street, Toronto, to Miss Agnes Jean Van Normand, daughter of Mr. and Mrs. V. R. Van Normand, Wingham, Ont.

NEWS FROM WESTERN CANADA

WESTERN

Gus Mickleit, Rosetown, Sask., has purchased the meat and grocery business of M. Urban.

A. E. Taylor Company have opened a general store in the Martin Thompson block, Craik, Sask. H. C. Ruggles has been appointed manager.

Tassie Bros., New Westminster, B.C., retail grocers, have dissolved. Chas. Tassie is continuing the business.

Walter S. Bayley, manufacturers' agent, Toronto, is on an extended business trip in Winnipeg this week.

H. J. Watson, manager of the Swift Current Grocery Co., has returned from a survey of conditions throughout the district. Mr. Watson reports that on the whole the outlook is quite promising.

R. V. Wilson, former secretary of the Edmonton branch of the G.W.V.A., has opened an establishment under the trade name of Wilson's Grocery, Limited. Mr. Wilson has associated with him his brothers, Fred and S. Wilson.

Middleton and Ramsay, Killarney, Saskatchewan, who have been doing business as grocers and bakers for the past year, are dissolving partnership. Mr. Middleton retains the business and Mr. Ramsay expects to re-enter the employ of the Bank of Hamilton.

H. L. Perry Co., Ltd., of Winnipeg, have been appointed agents for the Provinces of Manitoba, Saskatchewan and Alberta, for the London Soap Company, Limited, London, Ontario, manufacturers of Le Parfait Castile and Toilet soap.

A. F. Higgins Co., Ltd., of Winnipeg, have been appointed representatives for the four Western provinces, Manitoba, Saskatchewan, Alberta and British Columbia, for the McNeil Liquid Wax Co., Ltd., of Halifax, N.S.

Capt. J. D. Monaghan, of Moir's, Ltd., Halifax, chocolate manufacturers, while en route to Victoria, where he is going to attend the Dominion Conference of the Army and Navy Veterans, stopped off at Winnipeg for a short while to renew his acquaintance with their Western representatives, Mowatt & McGeachy. Capt. Monaghan is accompanied by Col. C. H. MacKinley and Col. A. W. Duffis, also of Halifax.

Frank K. Keough, of Hills Bros., New York, stated to the Winnipeg Canadian Grocer representative that the first shipment of new dates is on their way, and that dried fruits are more reasonable than in previous years, and they are coming into consumption on a much larger scale than previously. Camel brand figs are expected on the market shortly. Mr. Keough stated that the consumer is recognizing the value of dried fruits more and more each year.

Object to Order Demanding Labels on Imported Lines

Vancouver, Oct.—Importers are up in arms over advices just received from Ottawa instructing the customs officials that all canned goods brought into the province must be labelled.

Large quantities of Singapore pineapple and other canned goods have been brought in by various importers for distribution all over the country. Labels for these were being printed in Vancouver, and the work of labelling them done here. In one case a little company of returned soldiers had bought a labelling machine and were taking contracts for this work, which in the past has been done largely by Orientals.

Though the regulations call for all imported canned goods to be labelled, there is no reason for the regulation, because a sworn affidavit attached to a certificate of quality must accompany all imported canned goods, and further, the Dominion has inspectors who compare the goods with the certificates, which is a very simple matter.

The advantage of having the labelling done here is that various firms prefer to have their own name on the label and as the work of lithographing and printing, also the labelling itself, has developed into quite an industry for Vancouver, it is annoying to have the department come along and upset the whole business.

The Printers' Board of Trade are calling a meeting to go into the matter, also the Hon. Dr. Tolmie has been communicated with, as the matter comes under his department.

Moose Jaw Council Do Not Favor Grocers' Request

Moose Jaw, Oct.—When 75 per cent. of the grocers of the city signed a petition requesting that the council pass a by-law closing their stores from noon on Wednesday until Thursday morning, members of the city council expressed criticism of the request of the petitioners. Some members of the council appeared to think that the council should act as guardians of the grocers and of the welfare of the business interests of the city. Ald.

Jackson was opposed to the proposed by-law and declared that every man who had enough money to start a business should be trusted to run it. The city had no right, he contended, to interfere in the business affairs of any individual.

The upshot of the discussion was that the council in committee of the whole reported progress on the by-law and it was placed on the shelf for another two weeks.

JIM SWEENEY MAKES RECORD

(Continued from page 38.)

"dignity" to profits. Up-to-date, smart-stepping grocers usually prefer the profits. In fact, they think profits in themselves are rather substantial "dignity."

Slant on High Living

In former years, prior to 1913, that is, 40 per cent. of the average family budget went for food. In 1920 the proportion is 30 per cent. That means that a greater proportion is now going for clothing, personal adornment, pleasures, furniture and less to feed the body.

During the past seven years food has advanced 234 per cent. Against that, all farm products have advanced 244 per cent. Clothing has gone up 335 per cent. Lumber has enhanced 253 per cent. Miscellaneous, as classified by a Government Bureau's investigation, has gone up 220 per cent. All commodities together have enhanced 238 per cent.

Illustrating in another way—clothing that cost \$1 in 1913 now costs \$3.35, and lumber which cost 98 cents in 1913 now costs \$2.53, while food, which cost \$1 now costs \$2.34.

In view of these facts, why is the grocer the butt of so much complaint? Because, I think, food is bought continually. If I pay \$100 for a suit which cost me \$30 four or five years ago, I think it is terrible, but there are many factors which enter into my thoughts. One is that there may be a difference in the quality. In fact, there is a difference—the suit is not as good a one as that I bought four years ago! But I am not definite about my ideas of value as I am when I buy granulated sugar. Mainly, the point is that I buy a suit only once a year—or less frequently—whereas I have to buy sugar daily, and the enhancing prices come home to me with most irritating recurrence.

But the facts I have set forth above may as well be remembered and set before your customers in plain figures. Suppose you copy them on a bit of paste-board box lining and hang them up for all to see. Then when the consumer asks about them, you can tell her by plain explanation as I have done.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY lines of grocery commodities tend easier, especially such lines as are sold in bulk. On the other hand some lines packed in glass, tins and cartons have shown advances. Retail merchants report business very satisfactory but continue to buy on the hand to mouth basis.

MONTREAL—The feature of the produce market this week is a decline in the price of butter amounting to one cent per pound. Prices on beef are slightly lower as better supplies of beef cattle are arriving. The hog market too is a little easier. The prices on lard and eggs hold very firm. Exportation is crippled to a great extent by the exchange situation. The cheese market shows signs of weakness. The sugar market is in a very unsettled condition and a change in quotations to a lower figure may be announced. Prices announced on the new pack of canned goods show that corn and tomatoes will be slightly cheaper but California fruits will be dearer. Coffee is due for another decline in price. The better line of teas have a firmer market. There is considerable cutting at the present time on rolled oats. Nuts may be cheaper for the Christmas trade but almonds show considerable strength. The cost of packing has increased and as a result there are a number of advances in prices on some branded lines. Vegetables with the autumn season are dearer and some are off the market, being now out of season. Oranges are firmer in price but the good supply of peaches continues with prices still very low. Apples are in very good supply.

TORONTO—The markets generally continue to show easy trend although some lines have advanced particularly bottled goods such as catsup, furniture polish, cooking oil and sauces. There is no change in the refiners' list for sugars but little business is being transacted direct from the refineries. Second-hand sugars still dominate the market. A feature has been the offering of a lot of refined sugar that was held in warehouse at Halifax by American interests and which has since been freely offered in Canada and found ready buyers. Raw sugars are still in a depressed condition and quotations are lower. In wholesale and manufacturing circles the opinion is expressed that lower prices for Canadian refined must prevail even if American sugar is barred in view of the beet sugar crop

now coming on the market. Corn syrups are ruling steady to easy under the recent decline. There is nothing of interest to report in molasses, the market is nominally unchanged under little business.

Reductions are shown throughout almost the entire list of bulk cereals. With the exception of rolled oats and corn products the decline in bulk cereals has not as yet affected package cereals, it has been intimated, however, that reductions will materialize on some lines. The primary markets for white and black peppers show a slightly firmer undertone, outside of this the spice market is holding fairly steady under the downward revision of prices noted last week. New crop apricots are on the market and quotations are slightly higher than last year. Quotations on spot stocks of rice have been reduced. The primary markets for coffees are ruling fairly steady under the decline of several weeks ago: spot stocks are unchanged as to quotations but supplies are moving with satisfaction to holders and it is felt in most quarters that this market will be about cleaned up by the time new crop arrives. Some importers are booking new shipments of coffee at a reduction of five cents per pound under present quotations for spot stocks. Shelled Brazils are scarce and shelled pecans have a tendency to be higher in view of the reported short crop. Vegetables and fruits are arriving in heavy shipments and quotations are practically unchanged. Reductions have been manifest on one brand of peanut butter, chocolate confections, cotton twine and one brand of maple syrup.

Live stock market has shown recessions in quotations during the week with slight shadings on some cuts of fresh meats. The butter market is easier. Shortening is marked higher but it is stated in some quarters that this is only temporarily. Cheese is easy. Receipts of poultry are moderate and prices are all reduced.

WINNIPEG—Business conditions have shown remarkable improvement during the week. An order has been received from the Dominion Government at Ottawa stating that all sugar arriving from all points in Canada and the United States is subject to inspection. Corn syrup declined 45 cents and 60 cents a case on the various sizes during the week. All lines of starches decline one cent a pound. Glucose is also lower.

QUEBEC MARKETS

MONTREAL, Oct. 15.—The sugar market is in a very dubious position at the present time. Low prices in United States are influencing this market. A change may come at any time. New prices are quoted on the new pack of canned goods. California pack are dearer but corn and tomatoes are lower. Coffee is due for a further decline. The tea market is unchanged but the better grades have a stronger market. The nut market in some cases is very weak. Dried fruits will be very firm in price. Vegetables, with the late season, are a little dearer. Some vegetables are off the market. Fruit is still in good supply. Peaches are still cheap and the orange market is stronger. There are a number of small advances this week in prices due to the higher cost of packing.

Sugar Expected to Break

Montreal.—There is nothing sure about the sugar market. The market across the border is much lower than it is here. Every effort is being put forward at the present time by Canadian refiners to protect themselves but a break may occur at any time.

Atlantic Sugar Co., extra granulated, cwt.	19 50
Acadia Sugar Refinery, extra granulated..	19 50
Canada Sugar Refinery	19 50
Dominion Sugar Co., Ltd., crystal granu.	19 50
St. Lawrence Sugar Refineries	19 50
Icing, barrels	19 70
Do., 25-lb. boxes	20 10
Do., 50-lb. boxes	19 90
Do., 50 1-lb. boxes	21 20
Yellow, No. 1, bags	18 50
Do., No. 2	18 40
Dark Brown	18 80

Molasses Prices Are Steady

Montreal.—There is no change in either molasses or corn syrup this week. There was a reduction last week in the prices of corn syrups. The molasses prices are unchanged since the supplies for the next two months are at hand and in many cases have been bought by the trade. This steadies the market but what future prices will be it is hard to say since the new crop will be harvested by the time the next supplies of molasses are required.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs....	0 09 1/4
Quarter barrels, about 175 lbs.	0 09 3/4
2 gal., 25-lb. pails, each.....	2 85
3 gal., 38 1/2-lb. pails, each.....	4 25
5 gal., 65-lb. pails, each.....	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, 1/2 doz. in case, case	7 15
Prices for	
Island of Montreal	
Barbaoues Molasses—	
Puncheons	1 50
Barrels	1 53
Half barrels	1 55
Puncheons, outside city	1 45
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Cereal Prices Easier

Montreal.—The cereal market has not been very strong of late and there is a good deal of competition in order to obtain business. Some jobbers are quoting with reductions on rolled oats this week as low as \$5 per bag. This is a reduction

of 25 cents on last week's prices. Standard granulated refined oatmeal has also been reduced owing to competition of the market and quotations are now given at \$5.75 per bag.

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

No Change in Package Goods

Montreal.—There is no change this week in the prices quoted on package goods. It is expected that at any time some firms manufacturing rolled oats will reduce their prices in company with declines that have occurred in some brands.

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

Nut Prices Vary

Montreal.—There is rather an uneasy feeling about the prices on nuts in some quarters. In some instances higher prices are expected but in other cases a drop in prices seems to be expected. Almonds are holding very firm in price and

are being offered by some firms at prices below the cost of replacement. The prices on walnuts however have been very weak lately and quotations vary considerably.

Almonds, Tarragona, per lb.	0 25	0 30
Do., shelled	0 60	0 68
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 40	0 40
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 18	0 20
Do., Barcelona	0 17	0 19
Hickory nuts (large and small),		
lb.	0 10	0 15
Neanuts, Jumbo	0 19	0 22
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish....	0 18	0 20
Do., Java No. 1	0 17	0 17
Do., salted, Java, per lb.....	0 29	0 30
Do., shelled, No. 1 Virginite..	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	0 45
Fancy splits, per lb.	0 40	0 40
Pecans, new Jumbo, per lb.....	0 29	0 30
Do., large, No. 2, polished....	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenable in shell	0 29	0 33
Do., new Naples	0 26	0 26
Do., shelled, Manchurian	0 50	0 50
Do., Bordeaux	0 60	0 60
Do., Chilean, bags, per lb.....	0 33	0 33

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

No Change in Tea Market

Montreal.—There is no change in the tea market this week. Lower grades of tea still continue very weak and the demand seems to be very fair for the better grades which are holding firm in price. The Japan teas are very firm at prices which were originally quoted, which have remained steady.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
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.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

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

New Canned Corn Lower

Montreal.—The new opening prices for canned vegetables quoted corn in 2 lb. tins varying in price from \$1.57 1/2 to \$1.62 1/2. This price is slightly lower than quotations on last year's pack. Tomatoes in 2 1/2-lb. tins are also quoted with slightly lower prices on the best grade. These are the only two new prices quoted this week. The opening prices on California canned fruits are given, which in many cases are much higher than quotation of last year. The prices on canned apricots are, however, slightly lower than last year's prices. This also holds in the case of cherries, although the prices on 2 1/2-lb. tins are a little higher than last year's prices. Pineapples, both grated and sliced, are

quoted higher than last year's pack. California fruits in general will be dearer than last year but it is expected that later prices given on our own pack of fruits will be lower than last year's prices. There is no doubt that there is a large supply of canned goods to be offered on the market this year as a result of the splendid crop. Just what these prices will be it is hard to determine, but it is intimated that prices may be a little lower than last year although initial prices are rather high.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	6 35
Asparagus, imported (2 1/2s)	6 65
Beans, golden wax	2 15
Beans, Refugee	2 15
Corn, 2s	1 57 1/2
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 00
Spinach, 3s	2 85
Squash, 2 1/2-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2 1/2-lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 50
Do., 2 1/2s	1 82 1/2
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2 1/2s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92 1/2
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 57 1/2
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82 1/2
Choice, 2-lb.	1 87 1/2
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

CANNED FRUITS

Appricots, 2 1/2-lb. tins	6 10
Apples, 2 1/2s, doz.	1 40
Do., new pack, doz.	2 20
Do., 3s, doz.	1 80
Do., new pack	6 75
Do., gallons, doz.	5 25
Currants, black, 2s, doz.	4 00
Do., gals., doz.	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00
Do., 2 1/2-lb.	7 00
Do., 2-lb.	5 25
Do., white, pitted	4 50
Gooseberries, 2s, heavy syrup, doz.	2 75
Peaches, heavy syrup—	
2-lb.	5 00
2 1/2-lb.	6 50
1-lb.	3 75
Pears, 2s	4 25
Pears, 1s	4 25
Do., 2 1/2s	7 20
Do., 2-lb.	5 40
Pineapples (grated and sliced), 2 1/2-lb.	5 75
2-lb.	4 75
1-lb.	2 50
New Pack Strawberries—	
Standard No. 2, per doz.	4 60
Choice grade	4 70
Fancy Preserved	5 50
New Pack Cherries, choice	4 00
Rhubarb, preserved	2 80
Canadian Pineapple (sliced)	4 80
New Blueberries, 2 lbs.	2 25

Spice Market Firm

Montreal.

SPICES.—The spice market continues in very good shape and dealers quote a very good business. The demand has been excellent since the beginning of September. Prices hold firm and are unchanged.

Allspice	0 20
Cassia (pure)	0 30
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Belgian chicory	0 25

Cinnamon—	
Rolls	0 35
Pure, ground	0 35
Cloves	0 75
Cream of tartar (French, pure)	0 75
Do., American high test	0 80
Ginger (Jamaica)	0 42
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 90
Mixed spice	0 28
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 40
Do., 80, lb.	0 38
Do., 100, lb.	0 35
Do., ground, 1-lb. tins	0 65
Pepper, black	0 35
Do., white	0 45
Pepper (Cayenne)	0 35
Pickling spice	0 25
Do., package, 2 oz., doz.	0 35
Do., package, 4 oz., doz.	0 65
Paprika	0 70
Tumeric	0 28
Tartaric acid, per lb. (crystals or powdered)	0 95
Cardamon seed, per lb., bulk, nominal	2 00
Carraway (nominal)	0 25
Mustard seed, bulk	0 35
Celery seed, bulk (nominal)	0 75
Pimento, whole	0 15

Rice Market Quiet

Montreal.

RICE.—The rice market continues very quiet with no changes in prices. The quotations are only nominal since there are great variations in prices on account of competition for what business there is.

RICE—

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

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

Dried Fruit Prices Steady

Montreal.

DRIED FRUITS.—The new crop of Valencia raisins are being offered on the market here at 23 cents per pound in some cases. There is nothing new in prices on evaporated apples as yet. The dried fruit market is remaining firm. As stated last week, Canada's main supply of raisins and currants is expected to arrive here early in November.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 19
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
Peels—	
Choice	0 26
Ex. fancy	0 30
Lemon new pack	0 46
New pack—	
Orange	0 48
Citron	0 75
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Valencias	0 23
Muscatsels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2
Turkish Sultana, 5 crown	0 27
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15 1/2
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	4 19

Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/4s, lb.	0 45
Do., 2 1/2s, lb.	0 48
Do., 2 3/4s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 2 1/2-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 16

Coffee to Be Lower

Montreal.

COFFEE.—It is expected that coffee will be slightly lower within the next week or ten days. Coffee is due for a general decline as the market for raw coffee is much easier, but the decline here will be gradual.

Some Small Advances

Montreal.

MISCELLANEOUS.—Among the miscellaneous lines this week that are changed in price there are many that are advanced in cost due almost entirely to the higher cost of packing. Many of these advances are so small that they hardly warrant higher prices to the consumer yet the retailer is obliged to take the difference out of his own profits. Bon Ami is advanced 13 cents a dozen, making the price \$1.38. O-Cedar polish is advanced 60 cents a case on the large bottles and 30 cents a case on the small bottles. Gem lye is advanced 10 cents per case. Axle grease is advanced 20 cents a case of four dozen and the same advance on the large size tins.

Some Vegetables Scarce

Montreal.

VEGETABLES.—With the fall season comes the falling off in the fresh vegetables. Prices are considerably higher on tomatoes, \$2.50 per box being asked. Cucumbers are almost off the market and prices vary considerably depending on the grade of the vegetable. Sweet potatoes are slightly lower, being offered at \$3.25 per hamper. The season being over for many of the vegetables in some cases where small supplies are forthcoming much higher prices are asked.

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

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

Peach Supply Continues

Montreal.

FRUIT.—More apples are offered on the market this week. Fameuse are selling at \$10 per barrel for No. 1. Wealthy apples are little dearer, being offered at \$7.50 per barrel. Peaches continue to arrive in big supplies and lower prices are again current this week. Eleven-quart baskets may be bought for 90 cents some days, depending almost entirely upon the supply and demand. Blue grapes are plentiful, being offered at 55 cents per basket. Oranges show more

strength this week at prices advanced 50 cents to \$9.50 per case.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	
Do., No. 2, per bbl.	7 00	
Do., Alexander, per bbl.	6 00	6 50
Bananas (as to grade), bunch... ..	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	5 00	
Do., Florida, 54, 64, 80, 96.	6 00	
Lemons, Messina	4 25	
Oranges, Cal., Valencias	10 00	
Do., 100s and 150s	10 00	
Do., 176s and 200s	10 00	
Cal. Navels—		
80s, 100s	9 50	
126s	9 50	
150s	5 50	
176s, 250s	9 50	
Florida, case	9 75	
Pineapples, crate	8 50	
Canadian Peaches, 11 qts.	0 90	
Plums, 11 qts.	0 50	0 60
Pears, 11-qt. basket	1 25	
Cantaloupes, crate (45)	9 00	
Tokay Grapes, per box	5 00	
Blue Grapes, 6 qts.	0 55	

ONTARIO MARKETS

TORONTO, Oct. 15.—The sugar market is unsettled. Second-hand sugars are still available. A reduction is shown on practically all bulk cereals amounting to 50 cents to \$1.00 per bag. White and black peppers are slightly firmer. New crop apricots are on the market. Rice quotations are lower. Canned goods are quiet. Opening prices have been named on new pack tomatoes and corn which are below last season's prices. Vegetables and fruits are steady with few price changes.

Sugar Unsettled

Toronto.

SUGAR.—There is no change in quotations from refiners, but very little business is being transacted direct from the refineries. Second hand sugars still dominate the market. A feature has been the offering of a big lot of refined sugar that was held in warehouse at Halifax and owned by American interests pending a permit for export, this permit from the Canadian Government did not materialize and the sugar has been offered in Canada and has found ready buyers. American sugar is not arriving as freely as expected, and outside of the two or three cars reported last week no other shipments have arrived in Toronto for distribution to the trade. Refined sugar in the U.S. is still on the decline, quotations are around 11 cents, a reduction of 1½ to 2 cents per pound from last week's report. Raw sugars are still in a depressed condition, little buying interest is noted with some sales as low as 7.75 cents duty paid for October shipment. In wholesale and manufacturing circles the feeling is that lower prices must prevail even if importation of refined sugar from the U.S. is prohibited in view of the beet sugar crop now coming on the market and which at present is quoted \$1 less than Montreal refineries.

St. Lawrence, extra granulated, cwt.	\$19 71
Atlantic, extra granulated	19 71
Acadia Sugar Refinery, extra granulated ..	19 71
Dom. Sugar Refinery, extra granulated ..	18 71
Canada Sugar Refinery, granulated	19 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.	

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Unchanged

Toronto.

SYRUPS.—This market is unchanged. Corn syrups are ruling steady to easy under the recent declines. There is nothing of interest to report in molasses, the market is nominally unchanged under little business.

Corn Syrups—		
Barrels about 700 lbs., yellow.	0 99	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	6 60	
Cases, 5-lb. tins, white, 1 doz. in case	7 45	
Cases, 10-lb. tins, white, ½ doz. in case	7 15	
Cases, 2-lb. tins, yellow, 2 doz. in case	6 00	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 85	
Cases, 10-lb. tins, yellow, ½ doz. in case	6 55	
Cane Syrups—		
Barrels and half barrels, lb.		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 55	
Choice Barbadoes, barrels		
New Orleans, bbls., gal.	0 56	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	
Tins, 10-lb., ½ doz. to case, Barbadoes	8 60	
Tins, No. 2, baking grade, case 2 doz.	4 20	
Tins, No. 3, baking grade, case of 2 doz.	5 60	
Tins, No. 5, baking grade, case of 1 doz.	4 60	
Tins, No. 10, baking grade, case of 1½ doz.	4 25	6 95
West Indies, 1½s, 48s	4 60	

Many Cereals Decline

Toronto.

CEREALS.—Practically all bulk cereals show material declines. This is due to the slump in the grain market. It has been intimated in some quarters that the reduction registered during the week is not the lowest, and further shading can be expected. Pot and pearl barley, gold-dust cornmeal, rolled oats, Graham flour, wholewheat flour, rolled wheat, cracked wheat, white corn flour, wheat kernels, split peas, marrowfat green peas and granulated oatmeal show declines of from 50 cents to \$1 per bag.

		Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 75	
Barley, pot, 98s	6 25	
Barley Flour, 98s	6 25	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 75	
Do., fancy yellow, 98s	5 75	
Oatmeal, 98s	5 00	
Oat Flour		
Corn Flour, 98s	6 25	
Rye Flour, 98s	6 25	
Roller Oats, 90s	4 50	
Roller Wheat, 100-lb. bbl.	7 75	
Cracked wheat, bag	6 75	
Breakfast food, No. 1	6 25	
Do., No. 2	6 25	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	8 40	
Blue peas, lb.	0 10	
Marrowfat green peas	0 08½	
Graham Flour, 98s	5 75	
Whole wheat flour	5 85	
Wheat kernels, 98s	7 35	
Farina, 98s	6 20	

Package Cereals Weak

Toronto.

PACKAGE GOODS.—With the exception of rolled oats and cornmeal the decline in the price of bulk cereals has not as yet affected package cereals to any large extent. This is explained by the fact that the cost of cartons and the labor of filling is such an important factor that prices cannot yet be revised. It is a fact, however, that some lines will be reduced probably within this next week. One manufacturer stated that business was so small that they would be compelled to lower prices in order to stimulate business and encourage the public to buy.

PACKAGE GOODS

Roller Oats, 20s, round, case.	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case		2 10
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case ..		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case ..		3 60
Cornstarch, No. 1, lb. cartons ..		0 13½
Do., No. 2, lb. cartons		0 12
Laundry Starch		0 10¾
Do., in 1-lb. cartons		0 11¼
Do., in 6-lb. tin canisters		0 15
Do., in 6-lb. wood boxes		0 14¼
Celluloid Starch, case		5 00
Potato Flour, in 1-lb. pkgs.		0 14
Fine oatmeal, 20s		6 80
Cornmeal, 24s		3 80
Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 50
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s ..		4 10
Buckwheat flour, 24s		4 10
Two-minute Oat Food, 24s		3 75
Puffed Wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case		3 80
Do., pearl, case		3 80
Scotch Pearl Barley, case		2 90
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case ..		4 20

Self-rising Pancake Flour, 36 to to case	7 15
Do., Buckwheat Flour, 18 to case	4 10

Peppers Slightly Stiffer

Toronto.

SPICES.—The primary markets for both white and black peppers show a slightly firmer undertone, outside of this the spice market is holding fairly steady under the downward revision of prices noted last week. Manufacturers report business in this line to be fairly active.

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

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

New Apricots Arrive

Toronto.

DRIED FRUITS.—New crop apricots are on the market and are quoted, fancy, 46 cents; choice, 42 cents, and standard, 34 cents per pound. New crop Thompson's seedless raisins in bulk are quoted at 30 cents per pound to arrive. Wagstaffe's cut mixed peels are being offered in 1-pound boxes at \$5.40 per dozen. Wholesalers are now anxious to clear up stocks of old crop figs and prunes; reductions are being made on these lines in many quarters. Wagstaffe's cut peels in 12-pound boxes are quoted: lemon, 48 cents; orange, 50 cents, and citron, 80 cents per pound.

Evaporated apples	0 21
Candied Peels, American—	
Lemon	0 48
Orange	0 50
Citron	0 80
Currants—	
Greek Filiatras, cases	0 16 3/4
Do., Amalias	0 19 1/2
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 70
Dromedary, 9 doz. in case.	7 25
Fard, per box, 12 to 13 lbs.	3 50
Hallowee dates, per lb.	0 18
Prunes—	
30-40s, 25s	0 31
40-50s, 25s	0 25
50-60s, 25s	0 23 1/2
60-70s, 25s	0 21 1/2
70-80s, 25s	0 18 1/2
80-90s, 25s	0 16 1/2
90-100s, 25s	0 15 1/2
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled ...	0 26 1/2

Choice, 25-lb. box, peeled.	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	0 46	0 46
Choice	0 42	0 42
Standard	0 34	0 34
Raisins—		
California bleached, lb.	0 27 1/2	0 27 1/2
Seedless, 15-oz. packets	0 29	0 30
Seeded, 15-oz. packets	0 29	0 29
Crown Muscatels, No. 1, 25s.	0 26	0 26
Turkish Sultanas	0 26	0 26
Thompsons, Seedless	0 30	0 30

Rice Quotations Lower

Toronto.

RICE.—The primary markets for rice continue with an easy tone. Spot stocks have also been reduced during the week. Blue Rose fancy Texas is quoted at 17 cents in bag lots, a reduction of 3 cents per pound. Broken Honduras is quoted at 9 1/2 cents and China in 50-pound mats at 14 1/2 cents per pound.

Honduras, fancy, per 100 lbs.	0 09 1/2	0 09 1/2
Do., broken	0 17	0 17 1/2
Blue Rose, lb.	15 00	15 00
Siam, fancy, per 100 lbs.	11 00	11 00
Siam, second, per 100 lbs.	0 18 1/2	0 18 1/2
Do., broken, 100 lbs.	17 00	17 00
Japans, fancy, per 100 lbs.	0 14 1/2	0 14 1/2
Fancy Patna	0 10	0 10 1/2
Chinese, Mats 50 lbs.	0 10	0 10 1/2
Tapioca, pearl, per lb.	0 10	0 10 1/2
White Sago		

Coffee Futures Lower

Toronto.

COFFEES.—The primary markets for coffees are ruling fairly steady under the declines of several weeks ago. Spot stocks are unchanged as to quotations but supplies are moving with satisfaction to holders and it is felt in most quarters that this market will be about cleaned up by the time the new supplies bought at lower prices arrive on this market. Some importers are booking new shipments at a reduction of 5 cents per pound under present quotations for spot stocks.

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

Low Grade Teas Weak

Toronto.

TEAS.—Low grade teas continue to be weak, the spread between high grades and low grades is even greater. High grades are holding at high figures and are difficult to procure according to some importers.

Ceylons and Indians—		
Pekoe Souchongs	\$0 40	\$0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 50	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods Quiet

Toronto.

CANNED GOODS.—The opening prices on canned tomatoes and corn have

been named: Tomatoes are quoted at the factory, \$1.72 1/2, and corn \$1.52 1/2. In some quarters a discount is offered on these prices. One wholesaler is offering 4-pound jams at \$1.15 each. Business in canned goods is not heavy at present, which probably accounts for more or less cutting amongst jobbers.

Salmon—		
Sockeye, 1s, doz.	5 30	5 95
Sockeye, 1/2s, doz.	4 25	4 50
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	5 90	6 50
Lobsters, 1/2-lb., doz.	3 25	3 75
Do., 1/4-lb. tins	1 75	1 90
Whale Steak, 1s, flat, doz.	1 75	2 10
Pilehards, 1-lb. talls, doz.		
Canned Vegetables—		
Tomatos, 2 1/2s, doz.	1 80	1 90
Peas, Standard, doz.	2 00	2 00
Do., Early June, doz.	1 45	1 45
Do., Sweet Wrinkle, doz.	2 77 1/2	2 82 1/2
Beets, 2s, doz.	2 00	2 00
Do., extra sifted, doz.		
Beans, golden wax, doz.		
Asparagus tips, doz.		
Do., butts, doz.		
Canadian corn		
Pumpkins, 2 1/2s, doz.	1 85	1 85
Spinach, 2s, doz.	4 90	5 25
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	2 07 1/2	2 10
Rhubarb, preserved, 2s, doz.	2 65	4 52 1/2
Do., preserved, 2 1/2s, doz.	5 00	5 00
Do., standard, 10s, doz.	6 25	6 25
Apples, gal, doz.	4 15	4 15
Peaches, 2s, doz.	3 00	4 25
Pears, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	4 25	4 25
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 43	1 43
Black Currants, 16 oz., doz.	1 50	1 50
Do., 4s, each	1 43	1 43
Gooseberry, 4s, each	5 35	5 35
Do., 16 oz., doz.	1 25	1 25
Peach, 4s, each	4 80	4 80
Do., 16 oz., doz.	5 50	5 50
Red Currants, 16 oz., doz.	5 65	5 65
Raspberries, 16 oz., doz.	1 50	1 50
Do., 4s, each	5 65	5 65
Strawberries, 16 oz., doz.	1 50	1 50
Do., 4s, each		

Spot Nuts Steady

Toronto.

NUTS.—The nut market is quiet with little buying interest at the moment. Spot shelled pecans are quoted at \$1.15 per pound, but on account of the short crop this year new stocks are expected to be higher, probably around \$1.50 per pound. Shelled Brazils are scarce. A new shipment of Jamaica coconuts are offered at \$9.50 per sack of 100.

Almonds, Tarragonas, lb.	0 23	0 30
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	0 28	0 30
Do., Marbot	0 26	0 28
Filberts, lb.	0 19	0 21
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	9 50	9 50
Cocoanut, unsweetened, lb.	0 35	0 35
Do., sweetened, lb.	0 42	0 42
Do., shred	0 30	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 40	0 40
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 56	0 60
Filberts, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Peanuts, Spanish, lb.	0 19 1/2	0 19 1/2
Do., Chinese, 30-32 to oz.	0 15	0 15
Do., Java	0 14 1/2	0 14 1/2
Brazil nuts, lb.		
Pecans, lb.	1 15	1 15

Some Vegetables Lower

Toronto.

VEGETABLES.—Carrots, beets, turnips and onions have been reduced in

price during the week. Potatoes are holding steady at from \$1.65 to \$1.75 per bag. Just as to what the prevailing price will be on potatoes, nothing can be stated with definiteness as the harvesting of the crop has barely commenced. Onions are a big crop and it is forecast that lower prices will be quoted. Sweet potatoes are down 25 cents per hamper.

Cabbage, Can., per doz.	0 50	0 75
Parsley, domestic, per 11-qt. bask.	1 00	1 00
Cucumbers, per 11-qt. basket ...	0 40	0 50
Carrots, per 75-lb. bag.....	0 85	1 00
Beets, per 75-lb. bag	1 00	1 00
Turnips, per 75-lb. bag	0 65	0 75
Onions, 100-lb. sack	2 00	2 00
Do., Spanish, large crate	5 50	5 50
Do., small crate	3 25	3 25
Do., pickling	1 00	2 00
Tomatoes, Ontario, 11-qt. bskt... ..	0 50	0 50
Green Peppers, hot, 11-qt. basket	0 75	1 00
Do., sweet, 11-qt. basket.....	0 75	1 00
Vegetable Marrow, doz.	0 50	0 50
Celery	0 75	1 00
Egg plant, 11-qt. basket.....	0 75	0 75
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers	2 50	2 50

Fruit Prices Are Steady

Toronto.

FRUITS.—Arrivals of peaches, plums, grapes and pears have been heavy and prices for the most part are unchanged. Peaches are quoted from 40 to 85 cents per basket, plums from 60 to 75 cents, and grapes at 50 cents. Large shipments of cranberries are arriving and are quoted at \$7 for half barrels, and \$14 for barrels. Quinces are quoted \$1 per 11-quart basket. California red Emperor grapes are offered at \$7.75 per keg. Tokay grapes are down 75 cents, now quoted from \$3.75 to \$4 per crate.

Oranges, Valencias—		
126s	8 00	8 00
150s	8 50	8 50
176s, 200s, 216s, 250s	9 50	9 50
Bananas, Port Limons	0 11½	0 11½
Lemons, Cal., 240s	5 50	5 50
Do., Messinas, 300s	5 50	5 50
Grapefruit, 46s to 96s	6 25	7 00
Cantaloupes, Canadian, basket... ..	0 50	0 75
Pears, Oregon, per box	6 25	6 25
Do., Canadian Bartlett, bskt... ..	0 75	0 85
Grapes—		
California Tokay	3 75	4 00
Blue, green, red	0 50	0 50
Apples, Duchess, box	1 50	1 50
Do., per barrel	4 00	6 00
Plums, 6-qt. basket	0 30	0 50
Do., 11-qt. basket	0 60	0 75
Peaches, 6-qt. basket	0 50	0 60
Do., 11-qt. basket	0 60	0 85
Cranberries, ½ barrels	7 00	7 00
Do., barrels	14 00	14 00

Flour is Unchanged

Toronto.

FLOUR. — The flour market is ruling steady under recent declines. Wheat prices have steadied during the week with quotations on futures ranging a few cents higher.

Flour—		
Patent Firsts, in jute bags, per barrel	12 50	12 50
Do., Seconds, in jute bags, per barrel	12 00	12 00

Millfeeds in Demand

Toronto.

MILLFEEDS. — Bran and shorts are unchanged. The demand is heavy but sufficient supplies are forthcoming to meet the demand.

MILLFEEDS—

Shorts, per ton	54 25
Bran, per ton	49 25

Changes on Sundry Lines

Toronto.

MISCELLANEOUS.—Reductions have been made on some lines as follows: Red Feather peanut butter, one pound tins, now \$3.85 per dozen; 12 pound tins, 27 cents per pound. Cowan's maple buds and medallions are now 52 cents per pound. Cotton twine, cones, reduced to 82 cents per pound, and balls are now 86 cents per pound. Bowes' maple syrup is now quoted, cases, six No. 1 tins, \$18

WINNIPEG MARKETS

WINNIPEG, Oct. 15.—Corn syrups and starches are down 45 to 60 cents per case. Dominion sugar has been reduced \$1.00 per hundred but other refineries have not as yet changed. Coffees and teas are unchanged. The rice market is easier but as yet spot stocks are unchanged. New California raisins, prunes and peaches are rolling this way and are expected to arrive in another week. One brand of macaroni has been reduced.

Sugar Declines

Winnipeg.

SUGAR.—Dominion Sugar Refinery announces a further decline of \$1 per hundredweight of sugar, and it is now being quoted at \$18.80 per hundred pounds. The other Canadian refineries' prices remain the same, and sugar is quoted at \$20.80 per hundred pounds. All markets, both raw and refined have been steadily declining since our last issue. The demand for sugar is very moderate and sales are reported very light for this time of the year. An order had been received from the Dominion Government at Ottawa that sugar arriving from all points in Canada or the United States must be inspected.

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

Corn Syrup Declines

Winnipeg.

SYRUPS.—Corn syrup declined during the week 45 cents per case on No. 2s and 60 cents per case on the other sizes. Molasses is reported to be firmer.

CANE SYRUPS—		
2-lb. tins, 2 doz. in case	8 80	8 80
5-lb. tins, 1 doz. in case	10 30	10 30
10-lb. tins, ½ doz. in case.....	9 80	9 80
20-lb. tins, ¼ doz. in case.....	9 55	9 55
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	6 90	6 90
Cases, 5-lb. tins, white, 1 doz. in case	7 80	7 80
Cases, 10-lb. tins, white, ½ doz. in case	7 55	7 55
Cases, 20-lb. tins, white, ¼ doz. in case	7 55	7 55
Cases, 2-lb. tins, yellow, 2 doz. in case	6 30	6 30
Cases, 5-lb. tins, yellow, 1 doz. in case	7 20	7 20

per case; 24 No. 3 bottles, \$9 per case; 24 No. 4 bottles, \$9.75 per case; 5 gallon tins, each \$18. Advances have been registered on the following lines: O-Cedar oil has advanced, now quoted 4-ounce bottles \$2.40 per dozen, and 12-ounce \$4.80 per dozen. Dandy sauce is now \$1.80 per dozen. Mazola oil, cases six No. 8 tins, \$14 per case; 24 No. 1 tins \$8.40 per case. "A" lamp wick now 55 cents per roll; "B" lamp wick 75 cents per roll. Rex catsup, four No. 10 jars, now \$6.60 per case. Round clothes pins advanced to \$1.90. Ibbotson's sauce now quoted at \$1.60 per dozen.

Cases, 10-lb. tins, yellow, ½ doz. in case	6 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 95
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.....	24 50
Pure, 10s, per case of ½ doz....	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case.....	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starch Quoted Lower

Winnipeg.

STARCH.—All lines of starches declined one cent per pound during the week. Also a drop of 30 cents a case on celluloid starches. Glucose is now being quoted at \$6.75 per hundred pounds. New quotations are as follows:

Cornstarch, 1-lb. pkgs., per lb... ..	0 11
Do., No. 1 quality, 1-lb. pkgs....	0 12½
Gloss, 1-lb. pkgs., per lb.....	0 13¼
Celluloid, 1-lb. pkg., per case..	5 15

No Change in Cereals

Winnipeg.

CEREALS.—There has been practically no change in the cereal market this week. Rolled oats, barley and oatmeal are somewhat easier and the demand for these goods is fair. No change in prices this week.

PACKAGE CEREALS

Roller oats, 20s, round cartons..	6 00	6 50
Do., 36s, case, square pkts.....	4 85	4 85
Do., 18s, case	2 40	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case... ..	4 00	4 00
Puffed Wheat, 3 doz. case, case... ..	4 60	4 60
Puffed Rice, 3 doz. case, case	5 70	5 70
Cream of Wheat, 3 doz. case, case	9 00	9 00
Grape Nuts, 2 doz. case, per case	2 88	2 88
Package Peas, 3 doz. case, case... ..	3 75	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	4 45
Do., 40s, per bag	2 80
Do., 20s, per bag	1 20
Do., 10-8s, per bale	5 30
Do., 15-6s, per bale	6 10
Oatmeal, 98s, gran. or standl. bag	6 35
Wheat Granules, 98s, per bag	7 70
Do., 16-6s, per bale	8 60
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15 1/4
Barley Pot 98s, per bag	5 50
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	5 60
Do., 24s, per bag	1 45
Do., 10-10s, per bale	6 75
Buckwheat grits, whole, 98-lb. bags, per bag	11 00

Opening Prices on Tomatoes

Winnipeg.
CANNED GOODS.—New opening prices on canned tomatoes, corn, peaches, Bartlett pears and the different varieties of plums have been named and are from five to ten cents a dozen cheaper than last year's prices, yet the lay-down cost to the jobber in the West will be in excess of last year's prices due to the increased freight rates.

CANNED FISH

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

CANNED FRUIT (Canadian)

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

CANNED FRUITS (American)

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

CANNED VEGETABLES

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

Teas Firmer

Winnipeg.
TEA.—Reduction in some package teas is anticipated. This is a result of the arrival of teas bought on a lower

market some months ago as it requires from two to three months for teas to arrive from the source of production. Latest report from the primary market is that the teas are much stiffer in price both in Calcutta and Colombo. There is still a large quantity of very poor quality tea which can be procured at any price, as it is totally unfit for the Canadian trade. Fine teas are scarce and high in price.

INDIA AND CEYLON—

Pekoe Souchongs, first quality.	0 43	0 50
Do., second quality	0 38	0 42
Pekoes, first quality	0 49	0 53
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Dull

Winnipeg.
COFFEE.—The coffee market is reported very dull and uninteresting. Local conditions during the week are unchanged.

COFFEE—

Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44

COCOA—

In 1-lbs., per doz.	6 25	6 25
In 1/2-lbs., per doz.	3 25	3 25
In 1/4-lbs., per doz.	1 70	1 70
In small size, per doz.	1 25	1 25

Peppers Firmer

Winnipeg.
SPICE.—The spice market has been very firm and no declines have been noted with the exception of paprika. The new paprika crop is now coming on the market and there is a very slight difference between last year's and this year's prices.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23	0 23
Cassia, Batavia, per lb.	0 35	0 35
Do., China, per lb.	0 25	0 25
Chillies, per lb.	0 55	0 55
Do., No. 1, per lb.	0 53	0 53
Cinnamon, Ceylon, per lb.	0 85	0 85
Do., No. 10, carton, doz.	1 00	1 00
Cloves, Penang, per lb.	0 95	0 95
Do., Amboyna, per lb.	0 90	0 90
Do., Zanzibar, per lb.	0 85	0 85
Ginger, washed, Jamaica, No. 1	0 65	0 65
Do., Jamaica No. 2	0 40	0 40
Do., Japan or Africa, lb.	0 80	0 80
Mace, extra bright Penang, lb.	0 80	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70	0 70
Do., large brown, 85 to lb., lb.	0 65	0 65
Do., med. brown, 110 to lb., lb.	0 55	0 55
Do., carton of six, per doz.	0 80	0 80
Pepper, black, Singapore ex., lb.	0 36	0 36
Do., white, do., per lb.	0 60	0 60
Pickling, 1/4-lb. pkg., per doz.	1 00	1 00
Do., bulk, No. 1, per lb.	0 23	0 23
Do., No. 2, per lb.	0 25	0 25

GROUND SPICE.

Allspice, bulk, per lb.	0 25	0 25
Do., 2 oz. cartons	0 80	0 80
Do., 4 oz. cartons	1 20	1 20
Cassia, No. 1, bulk, per lb.	0 35	0 35
Do., No. 2, bulk, per lb.	0 30	0 30
Do., No. 1, 2 oz. cartons	1 00	1 00
Do., No. 1, 4 oz. cartons	1 50	1 50
Cinnamon, bulk, per lb.	0 45	0 45
Do., 2 oz. cartons	1 15	1 15
Do., 4 oz. cartons	1 75	1 75
Cloves, bulk, per lb.	0 90	0 90
Do., 2 oz. cartons	1 70	1 70
Do., 4 oz. cartons	2 75	2 75
Cayenne, No. 1, bulk, per lb.	0 40	0 40
Do., No. 1, 2 oz. cartons	1 10	1 10
Do., No. 1, 4 oz. cartons	1 65	1 65

Ginger, No. 1, bulk, per lb.	0 58	0 58
Do., No. 1, 2 oz. cartons	1 25	1 25
Do., No. 1, 4 oz. cartons	1 95	1 95
Do., No. 2, bulk, per lb.	0 40	0 40
Mace, No. 1, bulk, per lb.	0 85	0 85
Do., No. 1, 2oz. cartons	1 65	1 65
Do., No. 1, 4 oz. cartons	2 70	2 70
Nutmeg, No. 1, bulk, per lb.	0 50	0 50
Do., No. 1, 2 oz. cartons	1 25	1 25
Do., No. 1, 4 oz. cartons	1 85	1 85
Pastry spice, No. 1, bulk, per lb.	0 40	0 40
Do., No. 1, 2 oz. cartons	1 20	1 20
Do., No. 1, 4 oz. cartons	1 80	1 80
Pickling spice, No. 1, bulk, per lb.	0 38	0 38
White Pepper, No. 1, bulk, per lb.	0 49	0 49
Do., No. 2, Singapore, per lb.	0 47	0 47
Black pepper, No. 1, bulk, per lb.	0 35	0 35
White pepper, No. 1, 2 oz. cartons	1 20	1 20
Do., No. 1, 4 oz. cartons	1 95	1 95
Black pepper, No. 1, 2 oz. cartons	0 95	0 95
Do., No. 1, 4 oz. cartons	1 60	1 60

Rice Market Easy

Winnipeg.
RICE.—The rice market is somewhat easier due to the heavy crop of rice in the United States. The tapioca and sago markets remain unchanged.

New Dried Fruits on the Way

Winnipeg.
DRIED FRUITS.—New California seedless raisins are now on the road and are expected in Winnipeg very shortly. Prices no doubt will be high. New prunes and peaches will be arriving within a week or ten days. Prunes are being quoted easier by both the Oregon and California packers.

Nut Market Unchanged

Winnipeg.
NUTS.—The nut situation is practically unchanged. We find that spot stocks of shelled walnuts and almonds are being rapidly picked up.

NUTS, Shelled—

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

Fruit Market Active

Winnipeg.
FRUITS.—The fruit market has been fairly good this week. B.C. McIntosh reds are arriving in good condition and are quoted at \$3.90 to \$4.50 per box. The demand is exceptionally good. Ontario apples in bushel baskets are now on the market and are being offered to the trade at \$3.00 per basket. Bananas and oranges remain scarce and high. Tokay grapes are arriving in good shape and are very plentiful and are now being offered at \$5 per case. Large quantities of Ontario and Concord and Niagara grapes are arriving and are being picked up quite briskly at 65 to 70 cents a basket.

FRUITS—

Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 15	0 15
Peaches	3 00	3 00
Plums, per case	2 00	2 00
Cocanuts, per doz.	1 75	1 75
Dates, 36 pkgs. to case	7 25	7 25
Figs, per case	4 00	4 00
Do., 10-lb. boxes	3 50	3 50
Oranges—		
200s and smaller	12 00	12 00
176s	11 00	11 00
150s	10 00	10 00
126s	9 00	9 00

(Continued on page 48)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets FROM HALIFAX BY WIRE

Halifax, N.S., Oct. 14.—The markets during last week show very few changes. Rolled oats dropped 10 cents per bag. Molasses shows an increase of 10 cents. Native potatoes are selling at \$2 per 90-pound bag. In the fruit market the season for Ontario grapes is about over. Gravenstein apples are about done and will be supplanted by the later varieties. It is expected that the opening prices on tomatoes and corn will be announced next week and a drop approximately 10 cents is expected on both lines.

Flour, No. 1 patents, bbl.	16 50
Cornmeal, bags	5 00
Rollled oats, per bag	5 90
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 45
Sugar, standard, granulated	19 60
Do., No. 1, yellow	18 50
Cheese, Ont., twins	0 29
Eggs, fresh, doz.	0 65
Lard, compound	0 24 1/2
Lard, pure, lb.	0 32 1/2
American clear pork, per bbl.	50 00
Tomatoes, 2 1/2s, standard, doz.	2 20
Breakfast bacon	C 52
Hams, aver. 9-12 lbs.	0 46
Do., aver. 12-18 lbs.	0 46
Do., aver. 18-25 lbs.	0 44
Roll bacon	0 35
Butter, creamery, per lb.	0 65
Do., creamery solids	0 61
Do., dairy, per lb.	0 55
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 95
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, 90-lb. bag	2 00
Beans, white	5 00
Do., yellow eye	8 00
Bananas, lb.	0 11 1/2
Lemons, Cal.	5 00
Oranges, 100s	7 75
Do., 200s	9 50
Grapefruit, Cal., case	9 00
Apples—	
Gravenstein No. 1	7 00
Do., No. 2	6 50
Do., Dom.	6 00
Do., No. 3	4 50
Oats, per bushel	1 30

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 14.—Some staples are holding and others are declining. The markets generally are unsettled.

Flour has declined, now quoted at \$14.75. Cornmeal granulated is down to \$5.50. Compound lard is up 3/4 cent per pound. Pork products are higher. Creamery butter is quoted 68 to 70 cents, dairy butter 64 to 66 cents and tub 60 cents. New stock corn has arrived and quotations are lower. Tomatoes are also lower, now quoted \$4.20 per case. Potatoes are quoted \$3.50.

Flour, No. 1 patents, bbls., Man.	14 75
Cornmeal, gran., bags	5 50
Do., ordinary	4 30
Rollled oats	11 75
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	16 00
Molasses	1 40
Sugar—	
Standard, granulated	19 60
No. 1, yellow	18 50
Cheese, N.B.	0 30
Eggs, fresh, doz.	0 75
Do., case	0 68
Lard, pure, lb.	0 32 1/2
Do., compound	0 24 1/2
American clear pork	51 00
Tomatoes, 2 1/2s, standard, case	4 35
Beef, corned, 1s	4 00
Breakfast bacon	0 45
Butter, creamery, per lb.	0 68
Do., dairy, per lb.	0 64
Do., tub	0 58
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 60
Tomatoes, 2s, case	4 20
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	5 00
Salmon, Red Spring, flats, cases	22 50
Do., Pinks	11 00
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per barrel	3 50
Lemons, Cal., case	8 00
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 12
Oranges, case	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 14.—Flour has dropped 50 cents per barrel. Western pack jams with the exception of strawberry are reduced 70 cents case. One brand of marmalade 4s is down \$1 per case. B.C. syrups show reductions of 30 to 40 cents per case. Peamealed back bacon has advanced one cent per pound. Baking soda is up 90 cents per case. Bon Ami is 40 cents per case higher. One brand of package tea dropped 12 cents per pound. One brand of macaroni is quoted lower. Tomatoes 2 1/2s are quoted \$4.30 to \$4.75. Siam rice has been reduced, now quoted at \$11.85 and \$12.50. B.C. white beans \$7 to \$7.50.

Flour, first patents, bbl.	13 00
Do., second patents, bbl.	13 30
Beans, B.C.	8 00
Rollled oats, 80s	4 60
Rice, Siam	11 85
Japan, No. 1	13 50
Tapioca, lb.	0 09
Sago, lb.	0 09

Sugar, pure cane, granulated, cwt.	20 27
Cheese No. 1, Ont., large	0 32 1/2
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45
Lard, pure, 3s	18 60
Eggs, new laid, local case	19 00
Do., storage, case	18 50
Tomatoes 2 1/2s, standard, case	4 35
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	3 85
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23 1/2
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17 1/2
Potatoes, local, ton	40 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Oct. 14.—Best eggs are quoted 85 to 90 cents. Best grade butter 62 to 64 cents. Cheese is quoted 31 cents. Lard 29 cents. Beef steer \$15 to \$18. Lamb \$28. Mutton \$27. Veal \$22. Pork \$37 per hundred. Beets and parsnips are quoted at \$3 per sack. Carrots \$2.50. Onions \$2.75. Turnips \$2. Potatoes \$2 to \$2.50. Cabbage 2 1/2 cents per pound. Hot house tomatoes \$3.50 crate.

WINNIPEG MARKETS

(Continued from page 47)

New Apples, per box	4 00
Pears, per case	5 50

Ontario Onions Lower

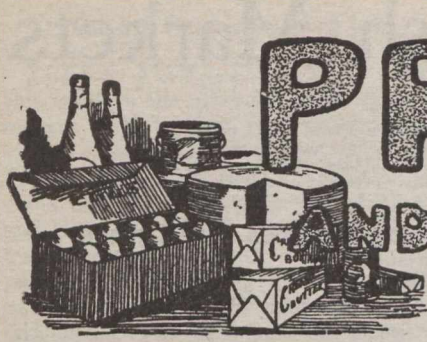
Winnipeg.

VEGETABLES.—The first car of Jersey sweet potatoes packed in hampers has arrived and they are being quoted at \$4.50 per hamper. Cranberries of excellent quality are in excellent demand and the price is firm at \$16 per barrel. Valencia onions are being quoted at \$7.50 while B.C. onions in sacks are from \$3.50 to \$4. Large supplies of Ontario onions are being offered at a reasonable figure, 3 cents per pound.

Macaroni Reduced

Winnipeg.

MISCELLANEOUS.—Catelli's macaroni declined a cent a pound during the week and is now quoted at \$3 for eight ounces and \$4.80 for sixteen ounces. Cow brand soda advanced 50 cents per case and is now quoted at \$5 to \$5.20 according to size. Wethey's mincemeat 31-1's is being quoted at \$7.05.



PRODUCE AND PROVISIONS

“Meat Slicer Has Paid for Itself Twenty Times Over”

Campbellford Grocer Declares That the Slicer in Her Store Has Meant Increased Sales of Smoked and Cooked Meats—Has an Economic Value.

“MY MEAT slicer has paid for itself twenty times over,” Mrs. H. Clegg, Campbellford, Ont., remarked to a representative of Canadian Grocer, on the occasion of a recent visit. The Canadian Grocer man was inquiring as to the value of a slicer in a store, and Mrs. Clegg, who has been conducting this business since the death of her husband some time ago, left no doubt in the mind of the Canadian Grocer representative that a meat slicer has meant increased sales in bacon and ham in her store.

“We have had the slicer a good long while now,” she remarked. “We were selling very little in the smoked meats before we installed it. That is why I say it has paid for itself twenty times

over. Our sales of meats now aggregate a very much larger turnover, and we are able to give much greater satisfaction. People get bacon and ham a desired thickness, and there is no doubt but a slicer is an incentive to buy one's bacon or ham at the store where you know there is one.”

Mrs. Clegg has the slicer situated at the farther end of the counter from the main entrance. Yet it is so located as to attract a good deal of attention, and customers can see the bacon or ham as it is sliced. Mrs. Clegg believes too that a slicer is of economic value, eliminating almost all waste and making the sales of these lines more profitable than otherwise they would be.

was estimated August 1, as compared with 33,263,000 bushels, the final estimate a year ago. This year the opening price is expected to be several cents lower a pound than was the case last fall.

Retailers Approve of Egg Marketing Act in Saskatchewan

F. E. Raymond, secretary-treasurer of the Saskatchewan branch of the Retail Merchants' Association of Canada, stated recently that the Egg Marketing Act passed at the last session of the Saskatchewan legislature is meeting with the hearty support of the retailers of the province.

“I am still hoping that the Government will see its way clear to so amend the act at the next session that the individual producer will be required to mark his eggs before offering them to the retailer, and this is one of the suggestions that our executive will make to the Government.”

“The reason for marking the eggs,” explained Mr. Raymond, “is because at the time the retailers buy the eggs from farmers, circumstances render candling impracticable, and the candling has to be done later, if certain eggs are found to be unfit for human food then they have to be re-candled before the farmer who brought them. If there is no mark of identification, the farmer can disclaim all knowledge of those particular eggs.”

Stocking Nipigon With 9,000,000 Fish Says Hon. F. C. Biggs

“We will take about 2,000,000 pounds of fish out of Lake Nipigon, which will be equal to about 1,000,000 fish, and we will replace 9,000,000 in the lake,” declared Hon. F. C. Biggs recently. He also stated that there was more spawn placed in the province this year than in any three years previously.

The total number of fry distributed from provincial hatcheries for the season of 1920 was 77,783,360. This includes: Whitefish, 43,335,000; pickerel, 31,030,000; salmon trout, 1,134,000; herring, 920,000; speckled trout, 286,700; black bass, 427,660. Under the heading of whitefish, Lake Erie, in the vicinity of Long Point and Normandale, is recorded with 31,112,000 fish.

The total from the Thurlow hatchery (Dominion) for the 1920 season is 650,000 fish.

A NEW SYRUP

New York, Oct.—A new syrup, made from sweet potatoes, has been discovered, according to an announcement by the bureau of chemistry. It can be produced in large quantities to retail at 50 cents a gallon.

Peanut Crop Greater Than Last Year

Due to long-continued rains in the South, which prevented planting until late in the spring and in some sections necessitated replanting, the new crop of United States peanuts will not be harvested until unusually late this fall. Recent weather conditions, however, except for excess of moisture in some sections, are reported favorable. On July 1 the commercial acreage of the entire country was forecast by the Bureau of crop estimates as 1,221,400, 97 per cent. of the final forecast for 1919. The condition of the crop was so much better, however, that a total crop of 38,691,000 bushels

CANADIAN EGGS IN SCOTLAND

The following extract is taken from the “Trade and Commerce Weekly Bulletin”:

“Shipments of eggs from Canada recently have been arriving in splendid condition, and normally are meeting with a very ready market, and, except for the abnormal conditions, should show a good profit.”—Trade Commissioner, J. Vernon McKenzie, Glasgow.

Hamilton & Co., Shelburne, Ont., have sold the Shelburne Flour Mills to Samuel Phoenix and William Stewart, who will carry on the business under the firm name of Phoenix and Stewart.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 15.—There has been a change in the fresh meat market this week. The supply of pork and beef is better and in both cases lower prices result. There is a decline of one cent a pound on butter due to smaller export demand. The cheese market shows weakening conditions. The fresh fish market is in splendid supply. The oyster season has opened. Bacon prices are in some cases lower and smoked hams are much easier. The demand for cooked meats is falling off and easier prices in one or two lines are quoted. The egg market appears to be holding firm at prices quoted with a good local demand although exportation has been affected by the exchange market.

Lower Prices on Beef

Montreal.
FRESH MEATS.—The hog market this week shows a general weakness throughout the country. Montreal prices have declined ¼ cent per pound. This weakness is due to a larger offering on the market with perhaps poorer qualities than what has been demanded. The beef market, too, shows weakness with lower prices throughout. The improved supply which has been looked for for some time has begun to show itself, and lower prices are offered for cattle on the hoof and also beef cuts are reduced in price. The most noticeable decline comes in the cheaper cuts of meat.

FRESH MEATS			
Hogs, live (selects)	0 20	0 21	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	0 30	0 31	
Fresh Pork—			
Legs of pork (foot on)	0 36	0 37½	
Loins (trimmed)	0 42		
Bone trimmings	0 33		
Trimmed shoulders	0 31	0 34	
Untrimmed	0 29		
Pork sausage (pure)	0 25		
Farmer Sausage	0 20		
Spring lamb, carcass	0 22	0 26	
Fresh sheep, carcass	0 16	0 18	
Fresh Beef—			
(Cows)		(Steers)	
\$0 20	\$0 28	\$0 25	\$0 33
0 10	0 14	0 10	0 17
0 28	0 40	0 35	0 45
0 18	0 28	0 18	0 32
0 10	0 14	0 10	0 17
0 26	0 30	0 28	0 32
Calves (as to grade)	0 18	0 30	

Smoked Hams Cheaper

Montreal.
SMOKED MEATS.—There is a weaker undertone for the market on smoked hams. Lower prices are quoted throughout and in some cases bacon prices are slightly lower. Cottage rolls in particular are reduced 3 cents per pound. The decline is accredited to the falling off in demand for these meats at this time of the year.

BACON—			
Breakfast, best	0 38	0 47	
Smoked Breakfast	03 0	0 47	
Cottage Rolls	0 35		
Picnic Hams	0 28		
Wiltshire	0 44	0 49½	
MEDIUM SMOKED HAMS—			
Weight, 8-14, long cut	0 40½		
Do., 14-20	0 40½		
Do., 20-25	0 35½		
Do., 25-35	0 30½		
Over 35 lbs	0 30		

Cooked Meats Easier

Montreal.
COOKED MEATS.—Lower prices in some lines of cooked meats are quoted this week. The falling off in demand for cooked meats with the cooler weather has had a noticeable effect. Jellied pork tongues are quoted 2 cents a pound lower and there is a noticeable decline in the price of cooked hams. On the other hand the range of prices for some lines remain firm as the cost of preparing is still high.

Jellied pork tongues	0 45
Jellied pressed beef, lb.	0 36
Ham and tongue, lb.	0 42
Veal	0 35
Hams, cooked	0 61
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Barrelled Meats Unchanged

Montreal.
BARRELLED MEATS.—There is no change in the market for barrelled meats this week. The demand is not very large as exportation has been cut off to a great extent lately on account of the exchange. The prices remain firm and unchanged this week.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	58 00
Clear fat backs (bbl.), 40-50 pieces	49 00
Heavy mess pork (bbl.)	39 00
Plate Beef	25 00
Mess Beef	23 00

Butter Market is Weaker

Montreal.
BUTTER.—The butter market shows weaker tendencies this week with a decline of from 1 to 1½ cents per pound. It is stated that there are prospects that the prices will go still lower in the near future unless some outside demand develops to relieve the surplus stock. The demand for exportation to Europe has been to some extent curtailed of late on account of the exchange situation. This, however, is expected to be relieved as there is a demand in those countries for butter and their prices are very strong and show every tendency to be upward.

BUTTER—

Creamery prints, qual., new	0 60
Do., solids, quality, new	0 59
Dairy, in tubs, choice	0 51
Do., prints	0 52

Egg Prices Hold Firm

Montreal.
EGGS.—There is no change in the egg market this week. The dealers report a very good movement in eggs although the export market has been affected by the exchange rates. The prices are holding very firm and the drain is commencing on storage supplies. The demand for strictly fresh eggs, although high in price, is surprisingly large.

EGGS—

Strictly fresh	0 75
Selects	0 68
No. 1	0 60

Lard Market Firm

Montreal.
LARD.—Despite the easier feeling on the pork market the lard market retains its strength with a good demand. There is no change in the prices which have advanced during the last two weeks and prices seem to be very firm at the advanced level.

LARD—

Tierces, 360 lbs.	0 27	0 27¼
Tubs, 60 lbs.	0 27½	0 27¾
Pails, 20 lbs.	0 28	
Bricks	0 29½	0 30

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market retains its strength with the strength of the lard market. There is no change in the prices quoted on shortening.

SHORTENING—

Tierces, 400 lbs., per lb.	0 25¼
Tubs, 50 lbs., per lb.	0 25½
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Large Stocks of Cheese

Montreal.

CHEESE.—There is no change in the cheese market this week. English importers are not prepared to pay the high prices asked on this side of the Atlantic and exportation is consequently not large. The cheese market of late has not been overly strong and the tendency on account of the collecting spot stocks is to be downwards. Local prices are unchanged.

CHEESE—

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

Margarine Market Quiet

Montreal.

MARGARINE.—The margarine market this week continues with little or no demand, and with the weakening of the butter market shows even poorer conditions for margarine. Prices are unchanged.

Good Supply of Fish

Montreal.
FRESH FISH.—There is no change this week in the price on fresh fish. The market is in a very good condition and supplies are stated to be arriving freely. Fresh halibut is in good supply and haddock, cod, lake trout, doree, white fish and pike are also in good supply. The oyster market is opening up with very good supplies arriving in bulk. Bulk oysters No. 1 in cans are offered at \$3 and No. 3 cans, standard, at \$8.75.

FRESH FISH

Haddock	0 08
Steak cod	0 10
Market cod	0 07
Mackerel	0 16
Flounders	0 10
Live Lobsters	0 60
Salmon Cohoes	0 25
Shad	0 18
Gaspé salmon	0 40
Halibut	0 26
Gaspereaux, each	0 05
Whitefish	0 20
Lake Trout	0 21
Brook trout	0 50
Pike (dressed)	0 15
Perch	0 15

Fresh eels, per lb.	0 13
Fresh herrings, each	0 03
Doree	0 20
Fresh Herrings	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 23	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 13	0 13
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon Dr., Spring	0 33	0 33
Salmon, Cohoes, round	0 25	0 25
Salmon, Qualla, hd. and dd.	0 13	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	0 23	0 23

SALTED FISH

Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddie, 15-lb. box	0 14
Fillets, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per box	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 35

Barrel Pork—	
Mess pork, 200 lbs.	39 00
Short cut backs, bbl., 200 lbs.	56 50
Pickled rolls, bbl. 200 lbs.—	
Lightweight	66 00
Heavy	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.
COOKED MEATS.—Cooked meats are holding steady and unchanged under a quiet demand.

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

Above prices subject to daily fluctuations of the market.

Egg Prices Hold

Toronto.
EGGS.—Prices on eggs to the trade are unchanged. A few storage are being packed for export and some are moving out for local consumption but the movement out of storage is not heavy. Export business is reported dull, only a few cars going forward on consignment.

EGGS—

Fresh, selects	0 69
No. 1 candled	0 61
Fresh selects in cartons	0 72

Prices shown are subject to daily fluctuations of the market.

Butter Market Steady

Toronto.
BUTTER.—The butter market is steady with practically no change in quotations during the week from those of the previous week. There seems to be a surplus of lower grades with barely enough better grade being offered to supply the demand. It has been intimated in some quarters that prices would be easier within the next week.

BUTTER—

Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

Cheese Slightly Easier

Toronto.
CHEESE.—The cheese market has an easier tone. Large cheese are quoted at 29 cents per pound which is a reduction of ½ cent from the previous week.

CHEESE—

Large, per lb.	0 29
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Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Prices Up One Cent

Toronto.
LARD.—The lard market is firmer with quotations marked up 1 cent per pound. One pound prints are now quoted 32 cents per pound, and on the tierce basis 39½ cents.

LARD—

1-lb. prints	0 32
Tierces, 400 lbs.	0 30½

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1-lb. prints 2c

Shortening Market Higher

Toronto.
SHORTENING.—There is a rise in the price of shortening since last week. One-lb. prints are 1¼ cents higher and tierces have risen to the same extent.

ONTARIO MARKETS

TORONTO, Oct. 15.—The live stock market is easy with lower quotations on some pork cuts. Beef cuts are also reduced. Smoked hams and bacon are generally unchanged. Rolled bacon is up one cent. Fat backs are down three cents per pound. The egg market is fairly steady with no change in quotations. The butter market is holding steady with practically no change in quotations. Cheese is slightly easier with a slight reduction in quotations. Lard and shortening is firm with quotations marked higher. Receipts of poultry are moderate and prices have all been reduced, the quality has not sufficiently improved for storage purposes.

Fresh Meats Easy

Toronto.
FRESH MEATS.—The live stock market generally has somewhat receded during the week. Live hogs are down \$1 per hundred. Fresh pork loins are down ½ cent., bringing the price to 46 cents per pound. Tenderloins are up 1 cent., now being quoted 65 cents per pound. Fresh hams are marked 1 cent lower. Some beef cuts are reduced 1 cent per pound. Lamb, mutton and calves are easy but quotations are unchanged.

FRESH MEATS

Hogs—

Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	20 50	20 50
Live, fed and watered, per cwt.	20 25	20 25
Live, f.o.b., per cwt.	19 25	19 25

Fresh Pork—

Legs of pork, up to 18 lbs.	0 39
Loins of pork, lb.	0 46
Fresh hams, lb.	0 40
Tenderloins, lb.	0 65
Spare ribs, lb.	0 20
Picnics, lb.	0 28
New York shoulders, lb.	0 34½
Boston butts, lb.	0 40
Montreal shoulders, lb.	0 34

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 23	0 25
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 27	0 33
Chucks, lb.	0 12	0 14
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 20	0 23

Cow beef quotations about 2c per pound below above quotations.
 Calves, lb. 0 26 0 30

Spring lamb, lb.	0 24	0 26
Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fat Backs Down Three Cents

Toronto.
PROVISIONS.—With the exception of rolled bacon, smoked bacon and hams are unchanged. Rolled bacon advanced 1 cent per pound during the week. Fat backs are down 3 cents, now quoted 24 cents. Long clear bacon, lightweight, is up 1 cent, bringing the price to 30 cents per pound.

Hams—

Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	0 43½	0 43½
Heavy, 25 to 35 lbs.	0 38½	0 38½
Heavy, 35 lbs. and upwards	0 35½	0 35½

Backs—

Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	0 70

Bacon—

Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	0 62	0 62
Roll, per lb.	0 36	0 39
Wiltshire (smoked sides), lb.	0 42	0 42
Wiltshire, three-quarter cut.	0 44	0 46
Wiltshire, middle	0 48	0 48

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 30
Do., av. 80-90 lbs.	0 28
Clear bellies, 15-30 lbs.	0 31½
Fat backs, 10 to 12 lbs.	0 24

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

SHORTENING—

1-lb. prints	0 27 1/4
Tierces, 400 lbs.	0 22 3/4

In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.

Margarine Quiet

Toronto.
MARGARINE.—There is a limited demand for margarine, in fact produce men report that the demand has fallen off considerably during the past month. Quotations however are unchanged.

MARGARINE—

1-lb. prints, No. 1	0 37
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine, lb.	0 33 0 35

Fish Prices Maintained

Toronto.
FISH.—There is nothing of interest to report in the fish market this week. Quotations are unchanged under a fair demand.

FRESH SEA FISH.

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

Oysters—

No. 1 tins	4 20
No. 3 tins	12 30
No. 5 tins	20 00
Glass jars, doz.	6 50

FROZEN FISH

Halibut, medium	0 23 0 24
Do., Qualla	0 11 0 11 1/2
Flounders	0 10 0 11
Pike, round	0 08
Do., headless and dressed	0 09
Salmon, Cohoe	0 23
Do., Red Spring	0 28
Sea Herring	0 07 1/2 0 08

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 25 2 75
Bloaters	3 00
Salt Cod, Quail-on-Toast, lb.	0 16

PICKLED FISH

Labrador Herrings, kegs 100 lbs.	6 50
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Poultry Market Lower

Toronto.
POULTRY.—Receipts of poultry are moderate and prices have all been reduced. Storage operations have not yet commenced to any extent, only a few broilers being put away. Dealers state that the quality has not sufficiently improved for storage purposes.

Prices paid by commission men at Toronto:

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

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30 0 33
Do., light	0 28 0 30
Chickens, spring	0 40
Ducklings	0 40

Jellied Beef Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61 1/2
Baked Luncheon Loaf, lb.	0 24

Butter Market Steady

Winnipeg.
BUTTER.—The butter is holding steady with a tendency for higher prices. Fresh supplies of dairy butter are arriving and prices remain unchanged.

Creamery, best table grade ..	0 64
Dairy Butter, best table grade.	0 57
Margarine	0 37 0 39

Cheese Market Unchanged

Winnipeg.
CHEESE.—Cheese is expected to be scarce as some of the Manitoba cheese factories have had to close down on account of scarcity of milk. September cheese made this fall is expected to be scarce. Ontario cheese is very plentiful but the demand is very light.

Ontario, large, per lb.	0 32
Do., twins, per lb.	0 32 1/2
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Eggs Decline

Winnipeg.
EGGS.—Eggs declined two cents a dozen during the week. Good supplies are arriving but the quality is not up to the standard. Fresh farm eggs are quoted at 63 cents per dozen and fresh candled at 58 cents per dozen.

Shortening Up Half Cent

Winnipeg.
SHORTENING.—Shortening advanced 1/2 cent a pound and is now being quoted at 23 1/2 cents per pound in tierces of 400 pounds. Lard remains unchanged.

Pure lard, No. 1 quality, per lb.	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 30
lb.	0 23 1/2
Shortening, tierces of 400 lbs., per	

Live Lobsters Arrive

Winnipeg.
FISH.—Live lobsters are arriving and are being offered to the trade at 90 cents a pound. Boiled crabs are bringing 25 cents a pound with crab meat at \$7 per gallon. Bulk oysters are being offered at \$5 per gallon with a possibility of lower prices in the very near future. Other lines of fresh fish are reported plentiful and in good demand.

FRESH FISH

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

Poultry Arriving Freely

Winnipeg.
POULTRY.—Supplies of poultry are arriving freely and the demand is fairly active. Turkeys are very scarce and what are procurable are very light weight. Quotations are as follows:

Fowl, dressed, per lb.	0 35
Chicken dressed, lb.	0 45
Roosters, dressed, lb.	0 30

WINNIPEG MARKETS

WINNIPEG, Oct. 15.—The hog market during the week has shown a decidedly weaker tone, selected hogs being offered at \$19.00 to \$19.50 per hundredweight. Ham and bacon remain steady with prices unchanged. Cooked meat sales have been fairly good for this time of the year. Creamery butter remains firm. Shortening advanced 1/2 cent per pound. Good supply of Ontario cheese is arriving. Live lobsters as well as boiled crabs are being offered to the trade. Poultry supplies have been very good, and demand very active. Turkeys, however, are very scarce.

Hog Market Lower

Winnipeg.
HOGS.—The hog market during the week has shown a slightly weaker tone, packers bidding \$19.00 to \$19.50 for selected hogs. Pork loins and shoulders declined two cents a pound. Fresh beef is much easier.

HOGS—

Selected, live, cwt.	19 50
Heavy, cwt.	16 50
Light, cwt.	17 00
Sows, cwt.	14 50

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39 1/2
Spare ribs, lb.	0 18 1/2 0 20 1/2
Loins of pork, lb.	0 45 0 47
Fresh hams, lb.	0 39 0 40 1/2
Tenderloin, lb.	0 57 1/2
Picnics, lb.	0 28
Shoulders, lb.	0 33

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 14 0 28
Front quarters, lb.	0 10 0 13
Whole carcass, good grade, lb. 0 11	0 20

Mutton—

Choice ewes, lb.	0 17
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Lambs—

Choice, 30-45 lbs., lb.	0 25
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Ham and Bacon Steady

Winnipeg.
PROVISIONS.—No change in price of either ham or bacon. The demand is improving.

HAMS—

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46 1/2
Boneless, 8 to 15 lbs., per lb.	0 52 1/2
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

BACON—

Backs, 5 to 12 lbs., smoked ..	0 64
Do., 12 to 16 lbs., smoked ..	0 62
Do., 10 to 14 lbs., skinned and	
peamealed	0 59 1/2
Do., 4 to 10 lbs., sliced	0 61 1/2
Cottage rolls, boneless	0 41 1/2

Cooked Meats Unchanged

Winnipeg.
COOKED MEATS.—The sale of cooked meats has been exceptionally good for this time of the year. Quotations remain unchanged.

Ham, best quality, skinned, lb.	0 69 1/2 0 70
Do., roast, lb.	0 67 1/2 0 69
Boiled shoulders	0 49 0 51
Head Cheese, in 1-lb. tins	0 21
Do., in 6-lb. tins, lb.	0 19



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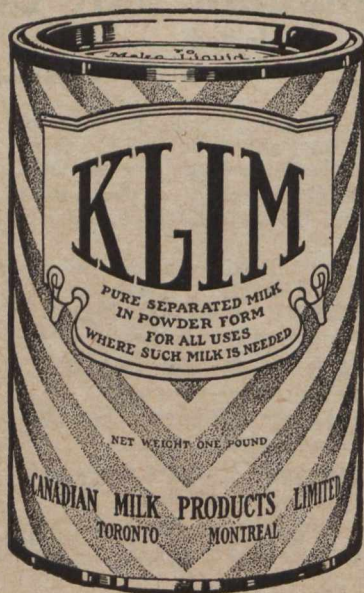
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Mr. Dealer:—"People are eating sausage again"

With the hot weather over no doubt you will notice an increased demand for sausage. We have sausage which will suit every class of trade and every purse.

- Gunns Pon-Honor Sausage, in 1 lb. cartons.
- Oxford Sausage, small casings, 1 lb. bunches in parchment.
- Oxford Sausage, large casings, 1 lb. bunches in parchment.
- Gunns Brand Sausage, small casings.
- Gunns Brand Sausage, large casings.
- Camp Sausage, small casings.
- Camp Sausage, large casings.
- Little Pig Sausage, extra small casings.



Pon-Honor Brand—a good seller

Place a standing order with us and be sure of your supply.

Phone Junction 3400

Gunns
LIMITED

West Toronto

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"The Greatest Seller of Its Kind in the World"

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



For Hallowe'en Parties Suggest **Junket** MADE with MILK

A delicious, economical dessert — highly nutritious and one that can be quickly prepared into a great variety of dainty, wholesome dishes. Greatly appreciated by the kiddies as a fitting climax to an enjoyable luncheon at Hallowe'en and other parties.

Sold in a 10-tablet package retailing at 15c.

JUNKET POWDER NESNAH

A junket in powdered form. It is a short route to quickly-made desserts. Retail at a profitable margin—15c per package. Put up in attractive packages and in four different flavors.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 FRONT ST. WEST, TORONTO



ESTABLISHED 150 YEARS

1770.



1920.

By Royal Appointment.

DAY & MARTIN, LTD.

The House with a History.

In recommending Day & Martin's Wax Shoe Polish, in the Tin with the "Tab," you may be sure that you are offering a polish which has just the points that give satisfaction to your customers, and make them regular users.

1. It responds instantly to the polishing brush.
2. The shine is bright and dense.
3. The DAY & MARTIN shine remains bright beneath the day's dust, so that a flick and rub with a cloth restores the brightness, without any further immediate application.
4. It is waterproof, and throws off the rain-drops like a "duck's back."
5. Only the highest grade Waxes and Pure Turpentine are used in its manufacture.
6. It is so thoroughly British.
7. The "temper-saving" Tin, can be opened at once by means of the simple "Tab" device.

Here is the Tin.

The Tin with the "Tab."



Sell your customers Day & Martin's Wax Shoe Polish, and you will still further add to your reputation for always supplying the Right goods.

Prices and samples on application to:—
DAY & MARTIN'S Agents throughout the Dominion,

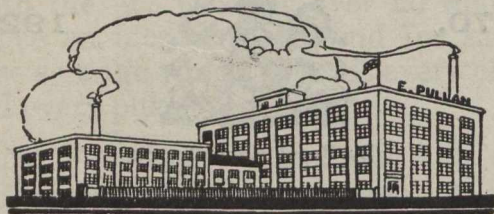
HARGREAVES (CANADA) LTD.,
24, Wellington Street West,
TORONTO.

Winnipeg

Vancouver

BAGS

AND COTTON LINERS



The Highest Prices Paid

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

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, Toronto

NON-PAREIL

BRAND

Announcement

We beg to advise the Wholesale Grocers of Toronto, Hamilton, and St. Catharines, that we have appointed Mr. J. K. McLauchlan, 45 Front St. E., Toronto, as our agent covering above territory since the death of our former representative, Mr. T. M. Sibbald.

Mr. McLauchlan will carry a stock of our goods in his Toronto warehouse, for spot delivery, as well as sell in straight car lots, of Rolled Oats, Rolled Wheat, Standard Oatmeal, Cornmeal, etc.

The Parkinson Cereal Co.
Thornbury, Ont.

N. B.

Egg

Carriers

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

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

A Hat
to Match



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

SPRING IS COMING

and our advertising and your customers' judgment will lead them to Jas-per-lac Straw Hat Stain. The results will bring them and others back.

For 25c this year's hat can be made new next Spring. Jas-per-lac is a self-seller. Get to know about it to-day.

Ottawa Paint Works, Limited
OTTAWA, ONT.

Two Reasons Why Eddy Products Are Easy To Sell!



1. **Quality.**—The public know that the name Eddy is a definite assurance of value for money. And Eddy quality always lives up to the Eddy reputation.

2. **Publicity** — Constant consumer advertising develops the demand and makes every Eddy display resultful.

Always have a good supply of Eddy's Matches and Eddy's Indurated Fibreware on hand. And let your customers know you handle and recommend these justly famous products.



The E. B. EDDY CO., Limited

HULL - CANADA

SEASON 1920

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our "OLD ENGLISH XMAS PUDDINGS, AND MINCEMEAT," packed in tins and basins.

SILVER MEDAL

CREAM STILTON CHEESE

Agent for Plum Puddings and Mincemeat:

ANDREW PATTISON, 224, St. James St., Room 24
MONTREAL

Agent for Stiltons:

A. C. CHAPMAN, 93, Durocher St.
MONTREAL

TUXFORD & NEPHEWS, Melton Mowbray, ENGLAND



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East.
Winnipeg

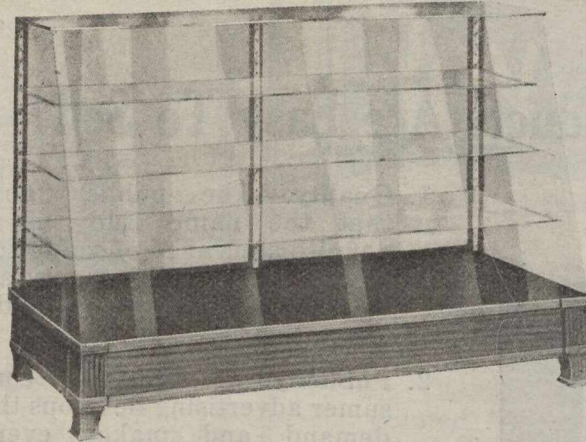
Sankey & Mason, 839 Beatty Street
Vancouver.

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

LEMON BROS.

OWEN SOUND - - ONTARIO

SHOW
CASES



STORE
FITTINGS

MERCHANTS

ONTARIO AND QUEBEC PROVINCES

Are you in need of up-to-date Store Fixtures, Showcases, Counters, etc.? We can supply anything you need in above line. Satisfaction guaranteed. Write us.

MESSRS. CLEMENT MEUNIER & CIE

Maison Francaise Fondee en 1913

190 Boulevard Pie IX, Montreal



15 Big Sellers

For the Fall and Winter Trade

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

All Lines Guaranteed and Show Big Profits

Represented by

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

TRADE SUNDRIES MFG. LTD.

232 Clarke St., MONTREAL



The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

BRAND

CROWN BRAND

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

G. T. MICKLE

Ridgetown, Ont.

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd.
Halifax, N.S.

Chadwick & Co.
Toronto, Ont.

L. Edward Whittaker
St. John, N.B.

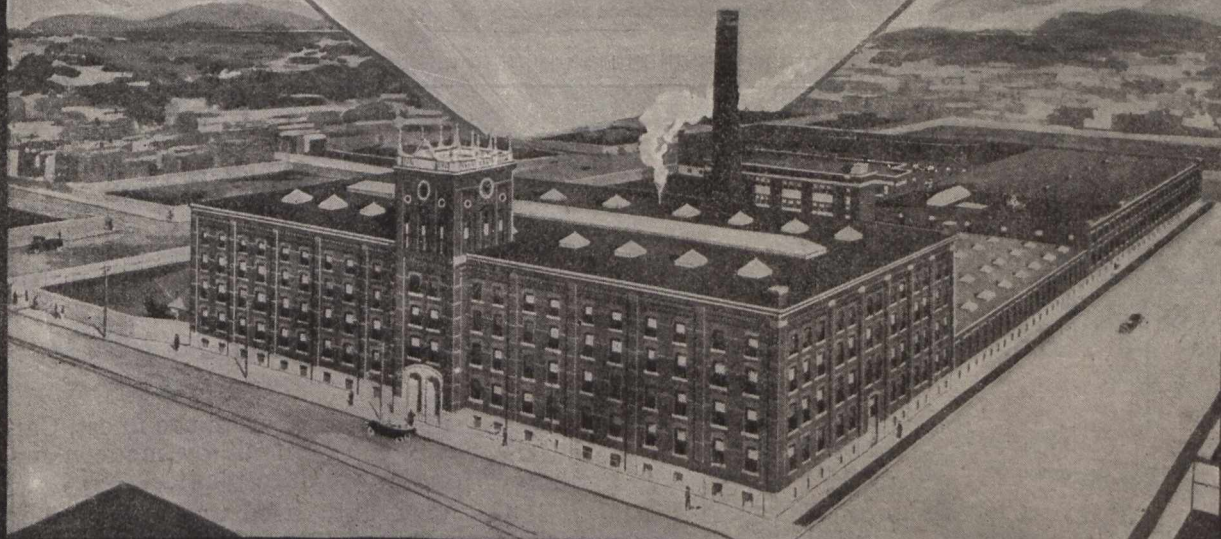
H. H. Beer
Summerside, P.E.I.

*"The Tobacco
with a heart"*



Quality was the foundation of Macdonald's
in 1858.
And that same old quality is still to be
found in Cut "Brier" and "British Consols."

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



W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

Her "look" registers in your cash-drawer



Put Gold Dust packages
where your customers can
see them.

Our advertising puts Gold Dust in a woman's mind. Then it is up to you to display it on your shelves and she will buy.

The demand for this "Made in Canada" product grows every day because of our widespread advertising.

THE N.K. FAIRBANK COMPANY

LIMITED
MONTREAL

Superior BRAND



Cash in on the Fall demand for Macaroni by featuring Superior Brand in your displays.

MACARONI

Why every live, aggressive grocer should stock

Superior Macaroni

- 1st It is hygienically made from the finest, Canadian grown, hard wheat by modern machinery in an up-to-date plant.
- 2nd It is prepared and dried under the supervision of **Italian Macaroni experts.**
- 3rd **It will not sour** and its superior, wholesome flavor always wins repeat orders.
- 4th It is more economical as well as more digestible than meat and possesses, pound for pound, more food value.
- 5th It offers a real good profit margin.

The Superior Macaroni Co., Ltd., Toronto

Sole Selling Agents:

Sainsbury Brothers

Toronto Winnipeg Montreal Halifax

*You'll never find
dust accumulating
on the shelves where
you keep DEL MONTE
Products — they
move too fast.*

—and the more DEL MONTE varieties you carry the faster they move, because the goodness of every one helps you sell more of all the others.

Over a hundred delicious varieties

Do You Sell Mellow



Looms Large
in the Housewife's Estimation
for Lemon Pies



Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL



Century

Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer.



SIFTO SALT

Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.

DOMINION SALT CO LIMITED
SARNIA ONT

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

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



CROWN BRAND

NORWEGIAN SARDINES

IN OLIVE OIL

A Moderate Priced Sardine

—that will ensure you a profitable margin. Crown Brand Sardines possess a nice flavor, yet are sold at a price to meet the average wife's purse.

Display your stock of Crown Brand Sardines prominently. Ask your customers to try them.

Your wholesaler can supply you

Canadian Agents
John W. Bickle & Greening
HAMILTON, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

<p>BORDEN MILK CO., LTD., 180 St. Paul St. West. Montreal, Can.</p> <p>CONDENSED MILK Terms—Net 30 days.</p> <p>Eagle Brand, each 48 cans. \$12 50 Reindeer Brand, each 48 cans 12 00 Silver Cow, each 48 cans... 11 50 Gold Seal, Purity, ea. 48 cans 11 35 Mayflower Brand, each 48 cans 11 35 Challenge Clover Brand, each 48 cans 10 60</p> <p>EVAPORATED MILK</p> <p>St. Charles Brand, Hotel, each 24 cans \$7 90 Jersey Brand, Hotel, each 48 cans 7 90 St. Charles Brand, tall, each 48 cans 8 00 Jersey Brand, tall, each 48 cans 8 00 Peerless Brand, tall, each 48 cans 8 00 St. Charles Brand, Family, 48 cans 7 00 Jersey Brand, Family, each 48 cans 7 00 Peerless Brand, Family, each 48 cans 7 00 St. Charles Brand, small, each 48 cans 3 70 Jersey Brand, small, each 48 cans 3 70 Peerless Brand, small, each 48 cans 3 70</p> <p>CONDENSED COFFEE</p> <p>Reindeer Brand, large, each 24 cans \$8 00 Reindeer Brand, small, each 48 cans 9 00 Cocoa, Reindeer Brand, large, each 24 cans 6 25 Reindeer Brand, small, 48 cans 6 50</p> <p>W. B. BROWNE & CO. Toronto, Ontario</p> <p>Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case \$6 00 98-lb. jute bags, per bag ... 8 00 98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag ... 8 50 5-lb. tins, 1 doz. in case..... 7 15</p> <p>HARRY HORNE & CO. Toronto, Ont.</p> <p style="text-align: right;">Per case</p> <p>Cooker Brand Peas (3 doz. in case) 4 20 Cooker Brand Popping Corn (3 doz. in case) 4 20</p> <p>THE CANADA STARCH CO., LTD. Manufacturers of the Edwardsburg Brands Starches</p> <p>Laundry Starches— Boxes</p> <p>40-lb. Canada Laundry...\$0 10 3/4 100-lb. kegs, No. 1 white.. 0 11 1/4 200-lb. bbls., No. 1 white.. 0 11 1/4</p> <p>40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 12 3/4 40 lbs., Benson's Enamel (cold water), per case.. 4 10 Celluloid, 45 cartons, case.. 5 00</p> <p>Culinary Starch</p> <p>4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)</p> <p>Challenge Corn 0 11 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ... 0 14 (20-lb. boxes 1/4c higher, except potato flour.)</p> <p>CULINARY STARCHES</p> <p>40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. 0 12 1/2 40 lbs. Canada Corn Starch, 1 lb. packages, per lb... 0 11 40 lbs. Challenge Corn Starch, 1 lb. packages, per lb. 0 11</p>	<p>40 lbs. Argo Corn Starch, 1 lb. packages 0 11 40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. 0 14 (20-lb. boxes 1/4c higher, except Potato Flour)</p> <p>LILY WHITE CORN SYRUP</p> <p>2-lb. tins, 2 doz. in case.... 6 00 5-lb. tins, 1 doz. in case.... 6 85 10-lb. tins, 1/2 doz. in case... 6 55 20-lb. tins, 1/4 doz. in case 6 00</p> <p>Celebrated Prepared 0 13 1/2</p> <p>40-lbs. Canada Pure or Barrels, about 700 lbs. 0 09 Half barrels, about 350 lbs. 0 09 1/4</p> <p>CROWN BRAND CORN SYRUP</p> <p>2-lb. tins, 1 doz. in case... \$6 00 5-lb. tins, 1 doz. in case... 6 85 10-lb. tins, 1/2 doz. in case 6 55 (5, 10 and 20-lb. tins have wire handles.)</p> <p>GELATIN</p> <p>Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80</p> <p>MAGOR, SON & CO., LTD. INFANTS' FOOD</p> <p>Robinson's Patent Barley— Doz. 1-lb. 1/2 lb. Robinson's Patent Groats— 1-lb. 1/2 lb.</p> <p>CANADIAN MILK PRODUCTS, LIMITED Toronto and Montreal</p> <p style="text-align: center;">KLIM</p> <p>8 oz. tins, 4 dozen per case. \$12.50 16 oz. tins, 2 doz. per case.. 11.50 10 lb. tins, 6 tins per case .. 25.00</p> <p>COLMAN'S OR KEEN'S MUSTARD</p> <p style="text-align: right;">Per doz. tins</p> <p>D.S.K., 1/4-lb. D.S.F., 1/2-lb. D.C.F., 1-lb. F.D., 1/4-lb.</p> <p style="text-align: right;">Per jar</p> <p>Durham, 1-lb. jar, each .. Durham, 4-lb. jar, each.</p> <p style="text-align: center;">BLUE</p> <p>Keen's Oxford, per lb. 0 27 In cases, 12 12-lb. bxs. to case 0 27</p> <p style="text-align: center;">NUGGET POLISHES</p> <p>Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each \$1 25</p> <p style="text-align: right;">Doz.</p> <p>White Cleaner (liquid) \$2 00</p> <p>Card Outfits — Black, Tan, Toney Red, Dark Brown .. 4 80 Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60</p> <p>IMPERIAL TOBACCO CO. OF CANADA, LIMITED</p> <p>Black Watch, 10s, lb..... \$1 20 Bobs, 12s 1 13 Currency, 12s 1 13 Stag Bar, 9s, boxes, 6 lb.... 1 08 Pay Roll, thick bars 1 30 Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25 Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs..... 1 25 Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 34 Forest and Stream, tins, 9s, 2-lb. cartons 1 44 Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50 Master Workman, 2 lbs. 1 25 Master Workman, 4 lbs. 1 25 Derby, 9s, 4-lb. boxes..... 1 30 Old Virginia, 12s 1 70 Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35</p>
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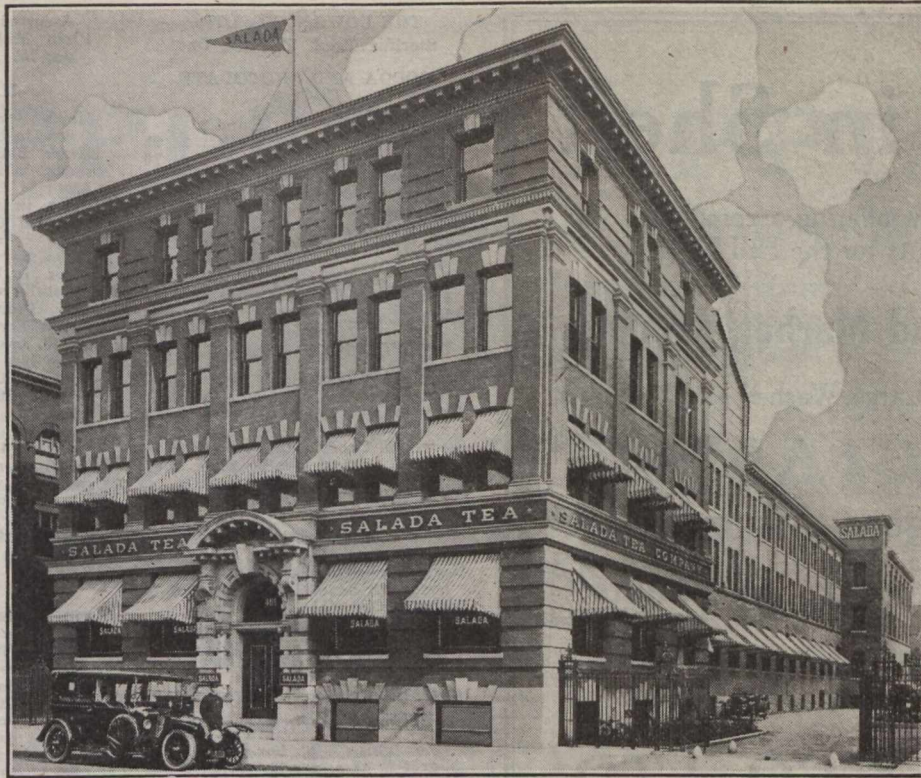
THE SALE EXCEEDS THAT OF ANY OTHER TEA ON THE AMERICAN CONTINENT SOLELY BECAUSE ITS UNIQUE QUALITIES PLEASE THE PUBLIC TO AN EVERGROWING DEGREE.



Branch Offices also at

- WINNIPEG
- NEW YORK
- CHICAGO
- PITTSBURG
- PHILADELPHIA
- BUFFALO
- DETROIT
- LOS ANGELES
- SAN FRANCISCO

And Agencies Throughout S. AMERICA and the WEST, INDIES



SALADA BUILDING, TORONTO

THREE LARGEST TEA WAREHOUSES IN THE WORLD

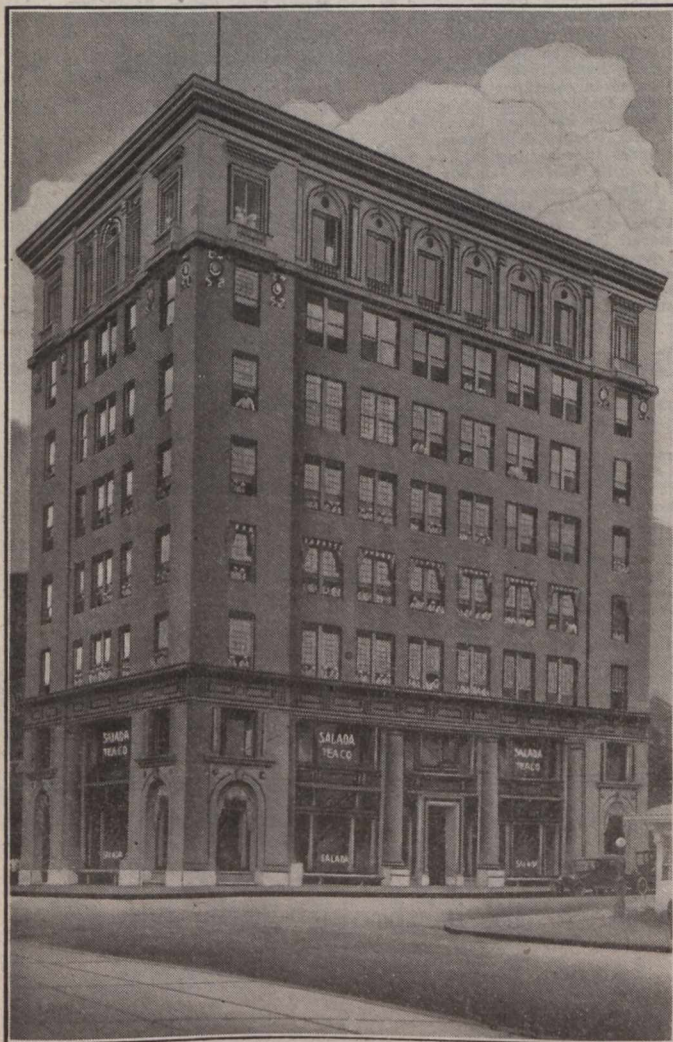


To serve the public well is to merit their absolute confidence. Wherever SALADA is sold — Canada, United States, South America, Europe, or Africa — the QUALITY is the same and satisfaction to the consumer assured.

"SALADA"

"The Queen of Teas"

"SALADA"



SALADA BUILDING, BOSTON



SALADA BUILDING, MONTREAL

Nuts in Shell

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

Grenoble and Marbot Walnuts
Brazil Nuts Large, Washed and Mediums
Filberts **Pecans**
Tarragona Almonds
Peanuts **Cocoanuts**

Our prices are attractive and recommend buying at present levels.

WHITE & CO., LTD.

TORONTO

Wholesale Fruits, Nuts, Dates and Wholesale Fish Dealers

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH Established 1861 ONTARIO

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

COCOA AND CHOCOLATE

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

UNSWEETENED CHOCOLATE

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

SWEET CHOCOLATE

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

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 48
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
 Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
 Milk Croquettes, 5-lb. boxes. ... 0 49
 No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 49
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45
 Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45
 No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 42
 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ... 0 45
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ... 0 60
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ... 0 60

NUT MILK CHOCOLATE, ETC.

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

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

MISCELLANEOUS

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

6c LINES

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

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.
 Toronto, Canada.

The Waxtite Line

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

BRODIE & HARVIES, LTD.

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

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

APPLES APPLES

Best Varieties Ontario Winter Apples

Get in touch with us before buying your winter supply. We will be pleased to quote prices on carloads or smaller quantities.

DOMESTIC VEGETABLES

POTATOES ONIONS CARROTS BEETS TURNIPS
CABBAGE PARSNIPS

Well-matured stock for winter storage. We have interesting prices.

PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

When a Customer Calls for Grape-Nuts



he wants Grape-Nuts.

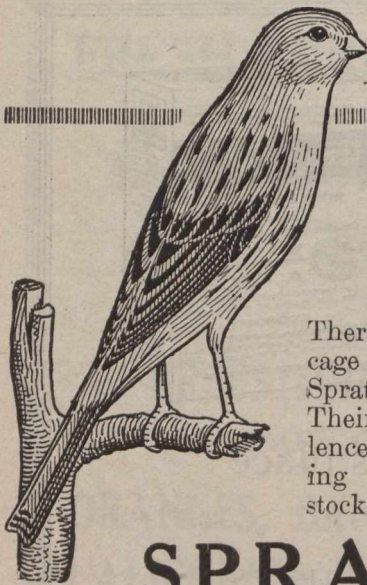
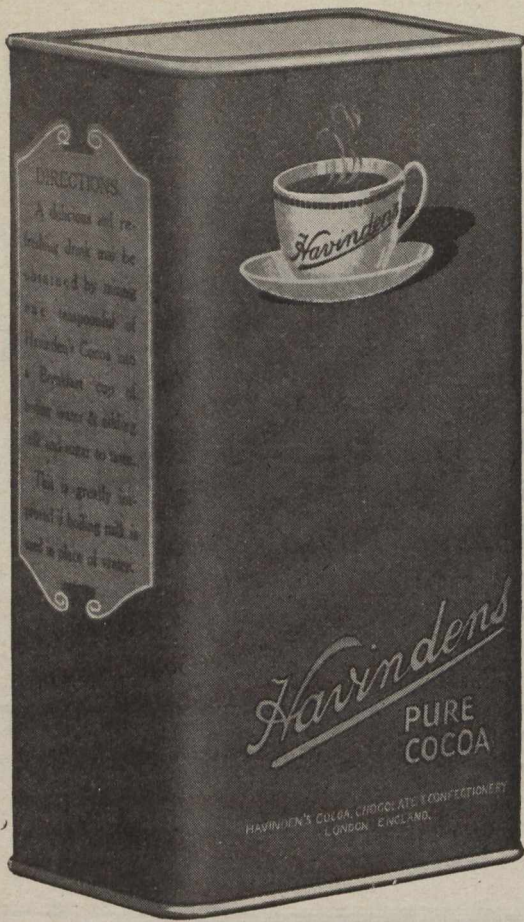
No other cereal like it. No other can take its place with the regular user.

Each year finds many more of these regular users in your locality. So keep well stocked.

Sales are sure, and profits are generous.

“There’s a Reason”

Canadian Postum Cereal Co., Ltd., - Windsor, Ont.



**Quality Seeds
Perfectly
Blended**

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

**SPRATT'S
MIXED
BIRD SEEDS**

Sold only in 17-oz. Packets

Supplies may be obtained promptly from

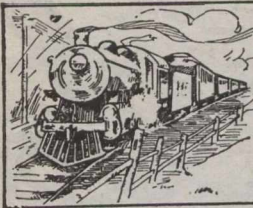
F. W. KENDRICK & CO. 31 Carter Cotton Buildings, Vancouver

and
HUGHES & CO., 109 Place d'Youville, Montreal

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

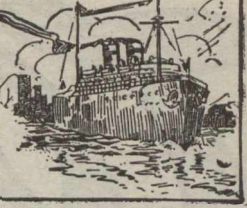
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

as Food Protectors
are needed in every
home.
Place your order
early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE

CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

BUTTER MAY BE LOWER

The butter market has de-
veloped an easy tone prob-
ably due to the fact that
many condenseries have
closed which allow a
larger volume of milk to
be made into butter. One
dealer stated that they
are not refusing any
reasonable offer for but-
ter either fresh or storage
and they are buying as
little as possible.

TRY OUR

BRICK and LIMBURGER CHEESE

Always Choice and Fresh

Sebringville Cheese Factory
R. R. No. 5 - STRATFORD, ONT.

GROCERS

Will secure the very best selected eggs,
creamery butter and fancy dressed poultry
by getting their supplies from

C. A. MANN & CO.

LONDON, ONT.

Phonn 1577

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE

Before Burning After Shipping on burner

GAS MANTLES.
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE. SUPERSEDE ALL
OTHER STYLES FOR INVERTED
GAS LIGHTS

R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
Parafine boxes for bulk pickles,
Mincedmeat, etc.



CRESSY'S

Concentrated Food Flavoring
Extracts

Impurity Proof. Use 5 Drops Only
True to Flavor.

Most Popular Flavors

Manufactured by
John R. Cressy, 523 King W., Toronto

30 DOZ. CASE FILLERS

ONE DOZ. CARTON FILLERS

3/4-INCH CUSHION FILLERS

CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - - - ONTARIO.

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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

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

SITUATIONS VACANT

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price \$2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

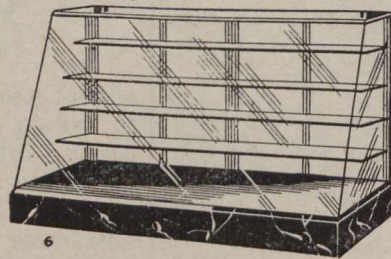
To get business
you must go after
it. Others do it
through this section
—why not YOU?



Arnett Silent Salesmen

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.



POSITIONS WANTED

EXPERIENCED GROCER, LATELY IN BUSINESS, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

REAL LIVE MAN WITH LIFELONG EXPERIENCE in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

TEA BUYER, SINGLE, 33, WITH THOROUGH knowledge of all growths of tea, seeks good appointment. 12 years' experience of buying, blending, etc. Can organize and increase an existing turnover. Correspondence invited to Box 212, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4, England.

FOR SALE AND WANTED

FOR SALE—ONE ELECTRIC COFFEE MILL, Hobart, granulator and pulverizer. One Van Berkel meat slicer. One Sherer counter, 16 ft. All in first-class condition. Merrick & Litster, Barrie, Ont.

SITUATION WANTED—BY SMART YOUNG man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—IMMEDIATELY, GENERAL STORE business. Solid brick store and residence combined. Excellent village location. Apply at once for full information. Mrs. Edith McConnell, Wooler, Ont.

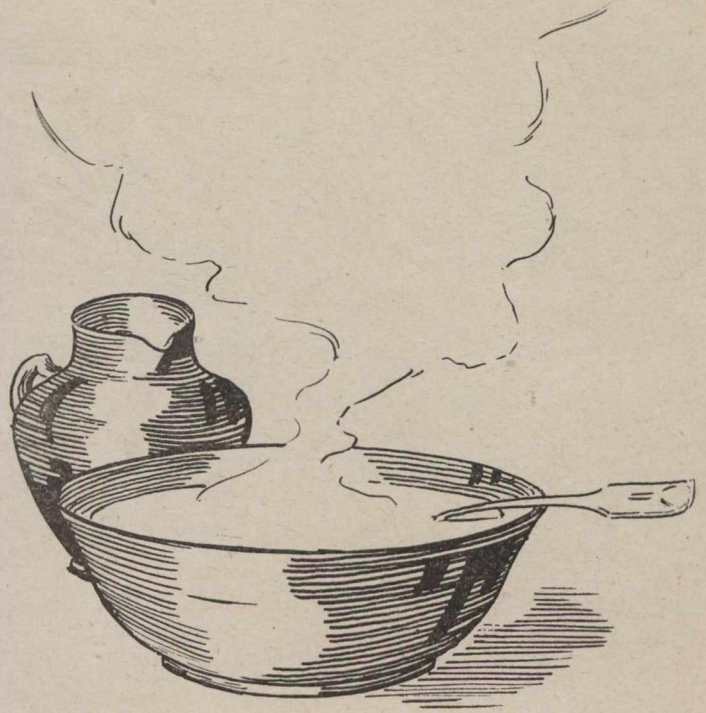
A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

FOR SALE—ONE OF THE LARGEST AND best retail grocery businesses in Western Canada, located in the best city. Turnover last year, \$312,000. Showed good profit. Reason for selling, ill health. Splendid opportunity for right party. Price, approximately, \$30,000, practically all cash. Apply owner, Box 288, Canadian Grocer, 153 University Ave., Toronto, Ont.

MERCHANTS WHO WANT HAY OR CANADIAN leaf tobacco communicate with Chas. Ed. Leonard, Ste Monique Co., Two Mountains, P.Q.

MANY opportunities
are offered through
the advertising columns of
CANADIAN GROCER.
Every week some original
ideas are contained in the
advertisements that may
open the way to you for
bigger profits.

Read them over



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

VACATION days are over, the air has lost its balmy warmth and the chill of Fall is in every breeze. Cooler days require more sustaining and warmth-producing foods and your customers are gradually changing from the lighter cereals to wholesome oatmeal porridge.

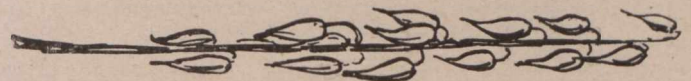
Now is the time to feature your stock of **QUALITY ROLLED OATS**—keep it prominently to the front in all your displays and be sure and tell your customers that “**QUALITY ROLLED OATS**” is just the thing for rush breakfasts. It takes less time to make delicious porridge with **QUALITY OATS BECAUSE THEY ARE ALREADY THINLY ROLLED AND SEMI-COOKED** before they go into this big, attractive, moth and air-proof package. Then the nut-like taste our special process brings out, imparts an irresistible flavor that always wins supreme satisfaction.

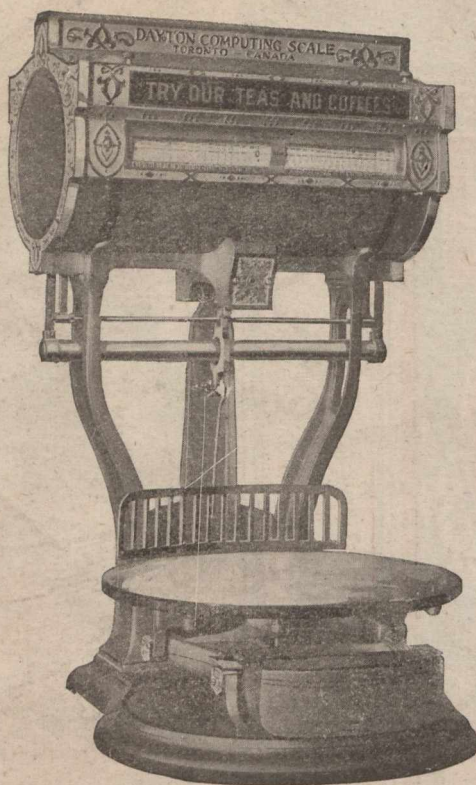
Don't gamble with your customers' trade this Fall and Winter—recommend **QUALITY OATS** and be sure.

Selling Agents for Ontario
Cruikshank & Guild, 32 Front St. West, Toronto

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO
Head Office - - Stratford, Ont.





The Illuminated Sign Advertises Your Goods

Every time you use this scale to make weight, an electric light flashes and a glass sign is illuminated, advertising your goods to your customers—when they are in your store.

The attractiveness of the scale, and the time it saves, advertises your store as up-to-date.

And, because it's a Dayton, known for its accuracy, it advertises your store as a "fair deal" store.

It guarantees full weight to your customers and protects your profits by preventing overweight, and it saves time every time anything has to be weighed.

A booklet that describes Dayton Computing Scales in detail—and complete information regarding prices—will be sent to you on request. Write for it.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

HALIFAX
44 Granville St.

OTTAWA
188 Queen St.

WALKERVILLE
44 Lincoln Rd.

ST. JOHN
18 Germain St.

TORONTO
415½ Yonge St.

WINNIPEG
227 McDermott Ave.

CALGARY
127 Sixth Ave. W.

QUEBEC
506 Merger Bldg.

HAMILTON
228 King St. E.

SASKATOON
254 3rd Ave. S.

EDMONTON
10118 102nd Ave.

MONTREAL
1 and 3 Notre Dame St. W.

LONDON
489 Richmond St.

VANCOUVER
110 Water St.