

# CANADIAN GROCER

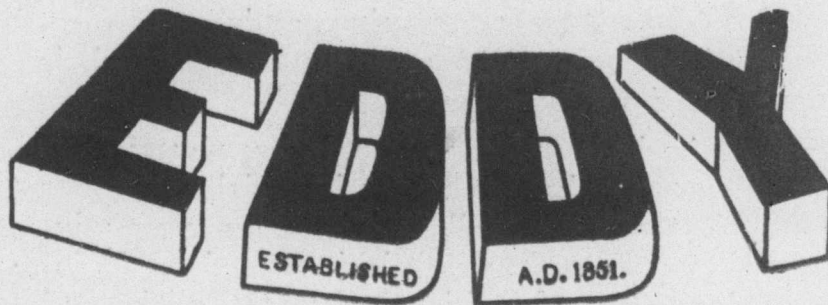
Members of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 10, 1920

No. 37



## The Name Is A Sufficient Guarantee



products on hand. See what a daily Eddy display will do towards boosting your sales and profits.

To the Canadian buying public the name "Eddy" symbolizes perfection in Matches and Indurated Fibreware.

And the public's confidence is well founded because the Eddy quality standard, established some 69 years ago, has been steadfastly maintained.

This quality, coupled with nation-wide publicity, make Eddy's Matches and Eddy's Indurated Fibreware a particularly attractive selling proposition for every dealer.

It will pay you to always have a generous supply of Eddy Pro-



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

Hull, Canada

## DO YOU BELIEVE IN SIGNS?

Most business men do.

Retail dealers in particular. They believe in signs, because by actual tests they have found certain signs pull business.

For example—O-Cedar Polish Window Signs, Store Signs, Show Cards, attractive Store Hangers and Display Stands.

They attract attention and act as a reminder to a customer to buy more of their favorite—O-Cedar Polish.

And to make your windows attractive. The well-known O-Cedar girl with her pleasant smile will brighten up your window. She puts the finishing touch to a window dressed with O-Cedar Polish and O-Cedar Polish Mops in a way that makes folks stop, look and buy.

Write or phone for an assortment of handsome O-Cedar signs, window cards and dealer helps. They are free. They are sure signs of quick turnover and good profits.

**Channell Chemical Co., Limited, Toronto**



# O-Cedar Polish



# Keeping Borden's Milk Products Before the Eyes of the World

The two big factors that have won for **Borden's** Milk Products unquestioned leadership in their field are dependable, "high-standard" quality backed by intensive national consumer advertising.

Wherever the best is appreciated there you will find **Borden's** have earned the confidence of the buying public and each day under the stimulus of Borden's

"good-will" publicity grocers are finding the already vast circle of Borden users steadily increasing, steadily maintaining their leadership in quality and sales.

Key your store up with **Borden** advertising by featuring these guaranteed products regularly in your displays.

**The Borden Co., Limited**

Montreal

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



**Borden's**

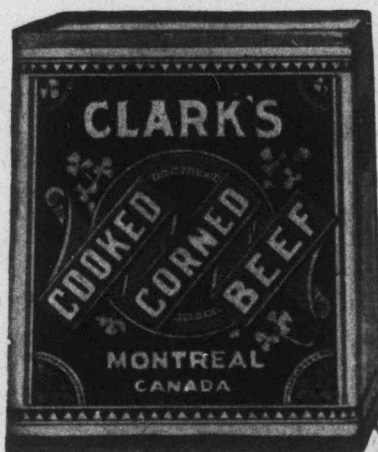
Canada's  
National Milk

Reindeer Coffee  
Reindeer Cocoa  
Malted Milk

# CLARK'S Prepared Foods

*"Ready to Serve"*

Pork and Beans  
Roast Beef  
English Brawn  
Veal Loaf  
Ox Tongue  
Beef Steak and Onions



Devilled Meat  
Potted Meats  
Sliced Smoked Beef  
Cambridge Sausage  
Canadian Boiled Dinner  
Tongue, Ham and Veal

Spaghetti with Tomato Sauce and Cheese

Soups (13 kinds)  
Table Syrup

Irish Stew  
Peanut Butter

Corned Beef Hash,  
Tomato Ketchup, etc.

**MADE IN CANADA - BY CANADIANS**  
AND ALL FIRST-RATE SELLERS

**W. CLARK, LIMITED**  
MONTREAL

# SPICES

We offer for prompt shipment from source—documents reading, in transit to Vancouver—also from San Francisco and New York, in bond, the following spices:

## PEPPERS

Singapore Black  
Singapore White  
Lamong Black  
Muntok White  
Aleppey  
Tellicherry

## GINGERS

Jamaica  
African

## PAPRIKA

Spanish  
Hungarian

*Quotations upon Application*

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

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

NICHOLSON-RANKIN, LTD.,  
Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,  
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,  
Calgary, Alta.

NICHOLSON-RANKIN, LTD.,  
Saskatoon.

NICHOLSON-RANKIN, LTD.,  
Regina.

ALEX. F. TYTLER,  
London, Ont.

J. T. PRICE & CO.,  
Hamilton, Ont.

LIND BROKERAGE CO., LTD.  
Toronto, Ont.

JAMES KYD,  
Ottawa, Ont.

HENRY M. WYLIE,  
Halifax, N. S.

HUGHES TRADING CO.  
OF CANADA, LTD.,

Montreal, Que.  
DASTOUS & CO., REG.,  
Sherbrooke, Que.

SCHOFIELD & BEER,  
St. John, N. B.

O. N. MANN,  
Sydney, N. S.

A. T. CLEGHORN,  
Vancouver, B. C.

# Wagstaffe's

New Season's

## Strawberry Jam

1920

When you eat let it be the best



### WAGSTAFFE'S

Pure Strawberry Jam  
Pure Raspberry Jam

Made from  
Fruit and Granulated Sugar  
Only

Bolled with care in silver pans

ASK YOUR GROCER FOR IT



**NOW READY FOR DELIVERY**

ORDER FROM YOUR WHOLESALERS

# Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton



## Their Good Quality Will Help Your Selling Efforts

At this time of the year  
there is sure to be a  
"call" for Malcolm  
Milk Products — Just

the thing for picnics,  
outings, etc.

Stock and Display well  
and advise your cus-  
tomers to try them.

*Made in Canada*

## The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

# LIQUID VENEER

*This Wonderful New  
Use Will Create  
More Business  
For You!*

*Read About It*



*Advertised  
More Heavily  
Than Ever  
This Fall!*

**MADE IN  
CANADA**

This is the big, new message to Canadian housewives, **your customers**: Treat **any** floor mop with Liquid Veneer. It will instantly convert it from an oily, greasy mop into a wonderful **cleansing, polishing** and **sanitary** device. Liquid Veneer neutralizes and overcomes the oil. It leaves floors as spotlessly clean and beautifully polished as your piano.

Make **any** mop a Liquid Veneer Mop! Once your customers see the wonderful improvement in their floors resulting from the use of Liquid Veneer, they will use **nothing else**. Get them to try it.

**IMPORTANT!** Any customer desiring a new mop should be shown the new Liquid Veneer Mop. It sells itself. No mop has so many wonderful improvements. Let us send you descriptive matter.

If you want **free** display material for window display, write us. You can make a beautiful Liquid Veneer window that will instantly stimulate business.



**Buffalo Specialty Co.,** Buffalo, N.Y.; Bridgeburg, Can.

## GROWTH



*We also manufacture*  
SWEETHEART Mustard,  
Spices, EXTRACTS, Baking  
Powder, Jelly Powder, etc.  
—ALL MADE "RIGHT" IN  
LONDON.

Rapid as is the growth of London as an industrial centre, even more so is the growth of our London plant. Growth not only in quantity of goods produced, but also in the estimation of the consumer. Our business has become a national one and every product we make we specialize on, not merely producing one article that stands above others, but every line manufactured is a leader in its class. Take, for example—

SWEETHEART BRAND COFFEE and SWEETHEART BRAND PEANUT BUTTER—the two well-known, time-tested favorites that are daily growing in popularity speeded up through the influence of the big SWEETHEART publicity campaign that is daily creating good-will toward these sterling sellers. Thousands of grocers have found that a regular and attractive SWEETHEART display pays them handsomely—for "once sold they are sure repeaters."

Visit our booth at the Western Fair. You will find it in the Pure Food Building (next Dairy Bldg.), so be sure and call on us and find out about our other big sellers.



**The IXL Spice and Coffee Mills, Limited, London, Ont.**



**Superior  
Macaroni**

## We Stand Upon the Quality Verdict

WE risked a large investment in the best machinery, buildings, and the most skilled Italian help obtainable in order to break into a well-supplied market and hold it. We never worried a minute about the outcome, because we knew we had **quality** surpassed by none and equalled by very few. Now we are swamped with orders. Why not have your slice of this quality fast-seller market? Shall we send a sample case?

*Sole Selling Agents :*

**Sainsbury Bros.**

TORONTO WINNIPEG MONTREAL HALIFAX

**The Superior Macaroni Co., Limited, Toronto**



# For Better Fall Business

## Clean Up! Trade Up!



NO better time than now to start that improvement you have been thinking about so long. Clean up! It pays—"Trade up!" It means better prices and profits. Do what nearly 80,000 grocers have already done—Install the profit-making—waste-saving—self-selling—

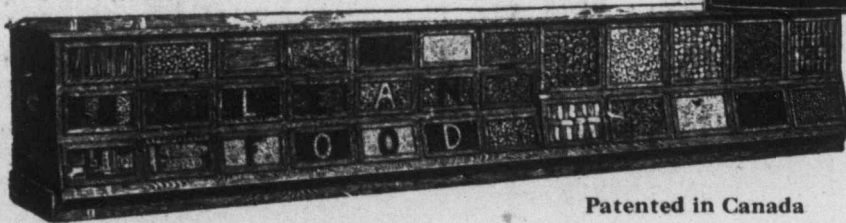
## SHERER Sanitary Grocery Counter

**\$4<sup>50</sup>** per week pays for this counter. It pays for itself in more business and better profits.

—and make your business grow

*"Made in Canada"*

**By the Pound**



Patented in Canada

Start To-day by Mailing This Coupon for Information

### Sherer-Gillett Co.

Dept. 57

Guelph, Ont.

Sherer-Gillett Co.  
Guelph, Ont.

Please send us your new catalogue and terms.

Name .....

Town .....

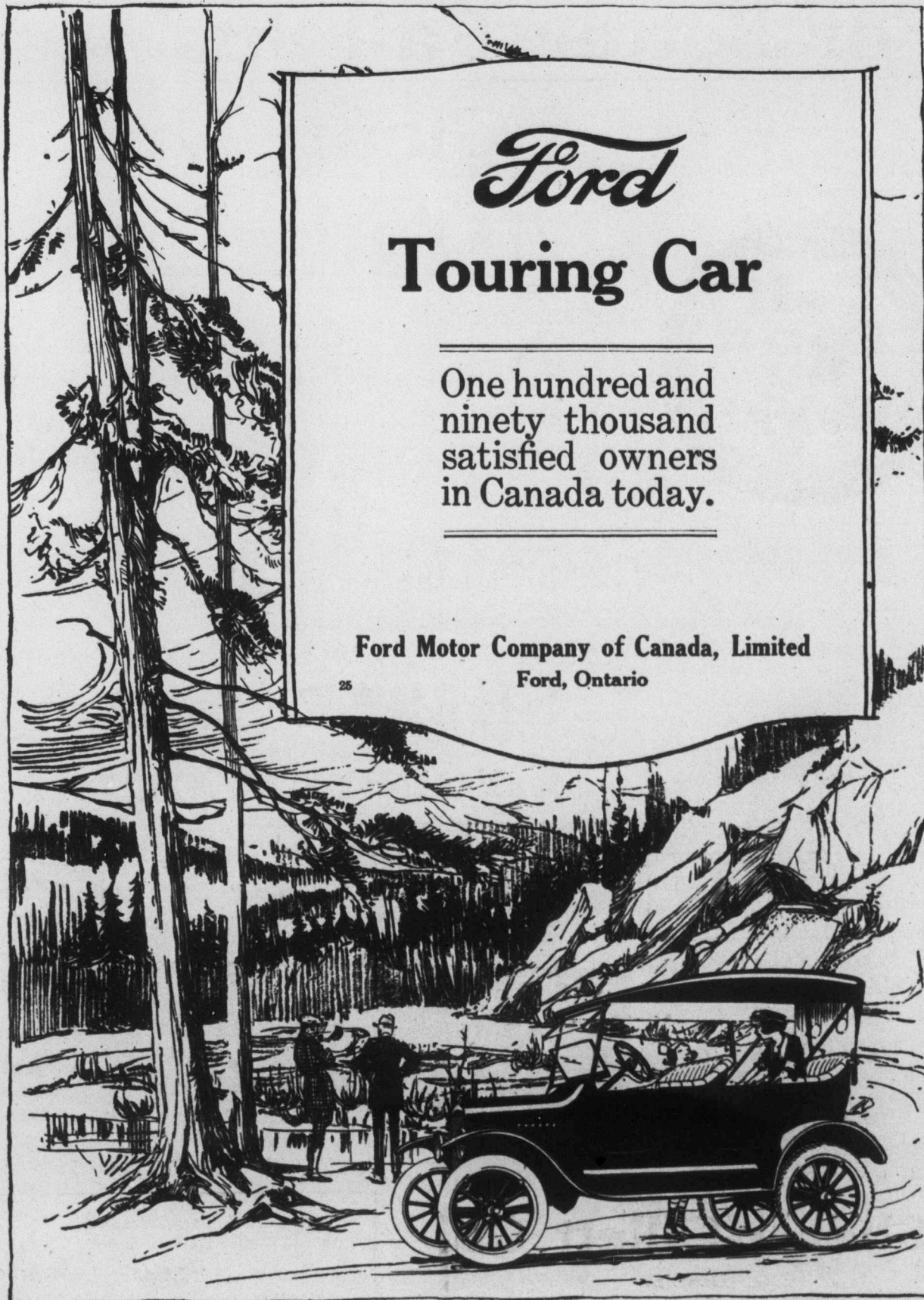
Province .....

# Ford Touring Car

One hundred and  
ninety thousand  
satisfied owners  
in Canada today.

Ford Motor Company of Canada, Limited  
Ford, Ontario

25



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

**Use the Albion Silky Cotton Cords**

A wide range of sizes and colors always in stock.  
Send your enquiries direct or through indent agent to

**The Albion Sewing Cotton Co.**  
Limited  
Fawley Mills, Tottenham Hale  
LONDON, N. 17.  
England

Millions Know  
**Sun-Maid Raisins**

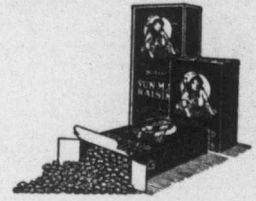
The Brand for Confidence

Show Sun-Maid Raisins in your window, on your shelf. Let your customers know you sell Sun-Maid. Sun-Maid advertising is reaching millions every year. Sun-Maid enjoys the public confidence.

Order from your jobber at once. Supply is limited.

Three Varieties:

- Sun-Maid Seeded (seeds removed)
- Sun-Maid Seedless (grown without seeds)
- Sun-Maid Clusters (on the stem)



**California Associated Raisin Co.**

Membership 10,000 Growers  
Fresno, California

Growers and Shippers of America's only all-year nationally advertised brand of raisins.

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

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

REPRESENTATIVES:

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



**'O.K.' SAUCE**

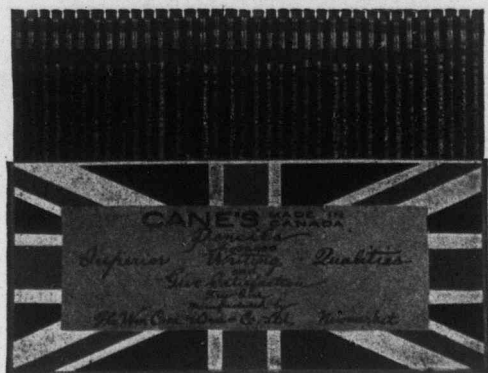
FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



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

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



## Good Pencils Attractively Displayed

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

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

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

## Let the **EUREKA** Refrigerator



solve your hot weather problem. It is built especially for this work, and is covered by full guarantees to do it efficiently. We have a model to fit your requirements. Write for our free illustrated literature and we

place at your disposal the advice of our refrigeration experts without obligation to you.

**Eureka Refrigerator Co., Limited**  
Head Offices and Factories:  
Owen Sound, Ont.

## Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all  
Industries using  
**LICORICE**  
in any form.

Made in Canada by

**National Licorice Company**  
MONTREAL

Catalogue and Price List on Application.

## Imperial Grain and Milling Co., Limited VANCOUVER, B.C.



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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

## Squirrel Brand PEANUT BUTTER

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


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

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

**JOHN PRITTY, LIMITED**  
Merchandise Broker and Manfrs.' Agent  
HEAD OFFICE, REGINA, SASK.  
SALES CONNECTIONS IN ALL THE CITIES OF CANADA AND THE UNITED STATES. We will not accept competitive lines to those we now carry. We believe in giving a Manufacturer a square deal and working his line to the exclusion of all others.  
LET PRITTY REPRESENT YOU IN SASKATCHEWAN

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

**Donaldson Phillips Agencies Limited**  
Grocery and Produce Brokers  
Open for a few more first-class connections  
124 Pacific Bldg. - Vancouver, B.C.



"The flesh is a creamy pink like chicken breast and the flavour surpasses tuna"

### ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

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

EVERY MORSEL EDIBLE AND DELICIOUS

## ALL OUR LONG HAULS



are done after the herring is canned.

Think it over.

■

**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.

REGINA, SASK.

Branches at  
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

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

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

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

WHOLESALE COMMISSION BROKERS

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

CORRESPONDENCE SOLICITED



### The Largest in Western Canada

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

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

**C. DUNCAN & SON**  
Manuf. Agents and Grocery Brokers  
Cor. Princess and Bannatync  
WINNIPEG      Estab. 1899

**Stroyan-Dunwoody Co.**  
Wholesale Brokers and Commission Agents  
Confederation Life Bldg. - Winnipeg  
Service coupled with Reliability brings Results  
We want your business.      Write us.

**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.

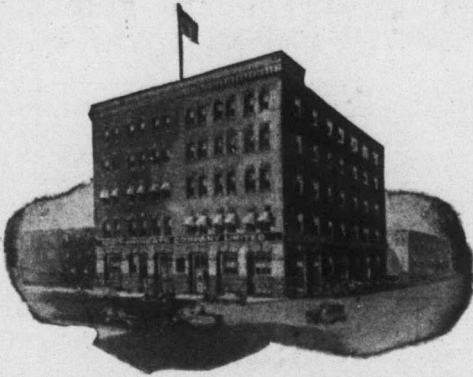
**Wholesale Grocery Brokers and Manufacturers' Agents**

TRUCKAGE  
STORAGE  
DISTRIBUTION

When Writing to Advertisers Kindly  
Mention this Paper

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



## DETAIL WORK

*Christie's Biscuits and  
Robertson's Confectionery*

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

**Scott-Bathgate Company, Limited**

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

## W. H. ESCOTT CO. LIMITED

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

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

### SALES FORCE

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

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

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

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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

## 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

|                             |  |                                |
|-----------------------------|--|--------------------------------|
| C. B. Hart Reg.<br>Montreal | Canadian Agents:<br>A. S. May & Co.<br>Toronto | Donald H. Bain Co.<br>Winnipeg |
|-----------------------------|--|--------------------------------|

When Writing Advertisers Please Mention  
This Paper



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

**CRUICKSHANK & GUILD**  
Manufacturers' Agents  
TORONTO OTTAWA

**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."

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

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



32 Front TORONTO St. West CANADA

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

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

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

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

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

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

**Sell Your Waste Paper,  
Cardboard, etc.**



Serious shortage of  
paper making mater-  
ials. Very high prices  
now.  
Send for catalog of  
"Climax" Steel  
Balers  
Made in 12 sizes.  
Climax Baler Co.  
HAMILTON, ONT.

**S & M**  
The Cream of Chocolates  
Hand Dipped, Coated with light and milk coating  
Packed in attractive 5 lb. boxes  
**TURKISH DELIGHT S.&M. Brand**  
The most delicious European Confections  
Packed in wooden 10 lb. boxes  
WRITE US FOR PRICES  
Sole Canadian Distributors  
**Dominion Sales Company**  
229 Notre Dame Street West  
Our Agents:  
Samuels, Carney & Dickie  
Halifax, N.S.  
Reliance Agency  
St. John's, Newfoundland  
L. E. Whittaker  
St. John, N.B.  
Chadwick & Co.  
Toronto, Ont.

**ACID PHOSPHATE** for **SELF-RAISING FLOUR**  
MANUFACTURERS  
BUY FROM THE MANUFACTURERS  
**PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND**  
CABLES: "CORNCRAKE"

# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

## QUEBEC

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

**MANUFACTURERS**  
We can get you Business in the  
Province of Quebec.  
Best References. Special Sales Force.  
Address: c.o. Canadian Grocer  
Montreal

Potatoes, Oats, Peas, Beans, Hay, Etc.  
in Car Lots  
**A. H. M. HAY**  
*General Produce & Lumbermen's*  
*Supplies*  
Phone 5311 80 ST. PETER ST.  
Residence 6363 QUEBEC

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.

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

**AGENCIES WANTED**  
For Food Products, Confectionery, etc.  
For the Dominion Best References.  
**JOYCE CO., LTD.**  
307 St. James Street, Montreal

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

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

**Belgo. Canadian Trading Co. "Regd."**  
*Import and Export*  
*General Distributors*  
We are open to represent Manufacturers or  
Growers of Foodstuffs.  
103 St. Francois Xavier St., MONTREAL

**ALBERT DUNN**  
*Commission Merchant*  
QUEBEC, P.Q.

WHEN WRITING ADVERTISERS KINDLY  
MENTION THIS PAPER

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

**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.  
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**SYDNEY and CAPE BRETON**  
business is worth your especial consideration.  
Get best results by appointing a resident broker  
to look after your interests. Nine years con-  
nection. All references. Write.  
R. E. McCONNELL,  
Manufacturers Agent and Grocery Broker,  
Sydney, N. S.

## CAPE BRETON & NEWFOUNDLAND

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

Sydney, N.S. **NORMAN & GREEN** St. John's, Nfld.

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

DIRECT

SHIPPERS



# Field & Co

(F.M.) LTD.

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

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

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

## OBAYO REAL SARDINES

*The Elite of the Sea*

(Packed in Pure Olive Oil)

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

### Obayo Real Sardines

will bring

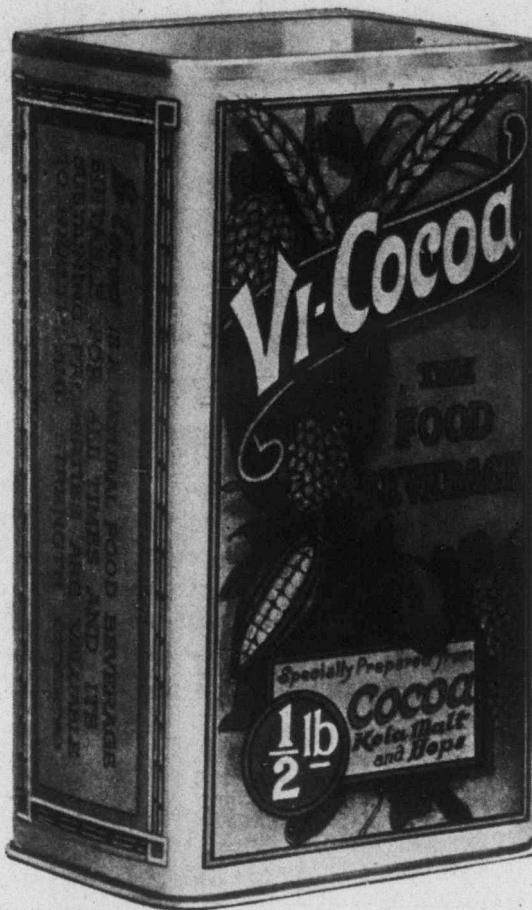
**BIGGER AND BIGGER  
REDOUBLED AND REDOUBLED  
SARDINE BUSINESS**

When next you order Sardines,  
ORDER

### Obayo Real Sardines

*Direct Importers:*

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



## 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

**JAMS  
MARMALADES  
PEELS**

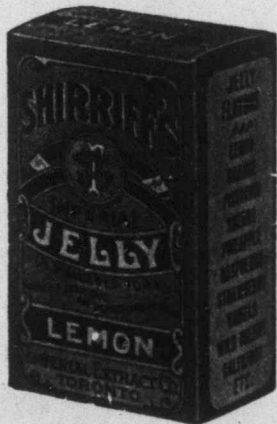
**John Gray & Co., Ltd., Glasgow**  
Established over a Century

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

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**

*Agents:*

Wm. H. Dunn, Limited, Montreal  
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**Shirriff's**

**MARMALADE  
EXTRACTS  
JELLY POWDERS**

SHAKESPEARE said: "Give me a taste of your quality." Most purchasers make this same demand. A taste of Shirriff's quality makes a life-long Shirriff customer.

Whether it be Marmalade, Extract or Jelly Powder, every Shirriff product bears the distinguishing marks of purity and quality. As a result, the Shirriff line sells quickly, profitably and satisfactorily.



**Imperial Extract Company**  
TORONTO - CANADA

*Sole Selling Agents*  
HAROLD F. RITCHIE & CO., LIMITED, TORONTO and MONTREAL

# PALMOLIVE

## The Soap that Means Repeat Sales

Ask the wholesale grocers' salesmen who call on you what they think of Palmolive as a Business Builder for the retailer and the wholesaler. They'll tell

you the reasons why they prefer to sell it. They'll tell you it is the most popular, most widely known and extensively advertised soap on the market.

The first sale of Palmolive assures a satisfied user who will never return to a lesser soap. Palmolive quality is backed by such an enormous volume of selling publicity that the name is known wherever magazines and newspapers are read.

If you do not carry it, or do not let your customers know you carry it, you are simply overlooking a wonderful chance to further your business volume.

**"Ask Any Wholesale Grocer's Salesman"**

THE PALMOLIVE COMPANY of Canada, Limited  
TORONTO, ONTARIO



Asked for all the Year 'Round

# NESNAH

## Junket Powder

During every season a quickly prepared dessert powder will sell readily. Most housewives are looking for something tasty that can be made within a moment's notice. Suggest NESNAH to your customers. It comes in 4 flavors and it is attractively packaged. Retail at 15c.

# Junket

MADE with MILK

A dessert that will surely please your customers. It comes in Tablet form, and has proven a popular seller on the market. A trial order will convince you of its profit-giving quality.



**Chr. Hansen's**  
Canadian Laboratory  
TORONTO - CANADA

Selling Agents for Canada:  
**LOGGIE, SONS and CO.**  
32 Front St. West - TORONTO

# 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.

### SCOUT SARDINES

Will you kindly tell us who handles Scout Sardines?—Reader.  
Answer—C. C. Morris & Co., Toronto, Ont.

### TORONTO APPLE BUYERS

Could you give me the names of any apple buyers in Toronto who could handle car lots.—J. W. Skinner, R.R. No. 1, Winchelsea, Ont.  
Answer—White & Co., Church and Front Sts., Toronto; Peters, Duncan Co., Front St. E., Toronto; McBride Brothers, 35 Church St., Toronto; McWilliam & Everist, Church St., Toronto; D. McKinnon Company, Toronto; D. Spence & Company, Toronto; W. J. McCart, Toronto.

### FLY CATCHERS

Please give list of the fly catchers in Canada.—Advertiser.  
Answer—National Fly Catcher Co., Montreal, Que.; Archade Wilson, Hamilton, Ont.; Smith Bros., Beechville, Ont.

### PURE GLUTEN FLOUR

Could you tell us the names of any good reliable mill or mills manufacturing pure gluten flour?—R. B. Brown & Son, Brigiden, Ont.  
Answer—We would refer you to White Swan Spices and Cereal Co., 156 Pearl St., Toronto, Ont., for gluten flour.

### SPEED PEN FOR SHOW CARD WRITING

Notice an article in "Canadian Grocer" issue August 13th on the speed pen for show card writing. Will you kindly tell me when I can procure these?—John A. McLean, Wyoming, Ont.  
Answer—You would be able to purchase speed pens for show card writing from the Art Metropole Company, Toronto, Ontario.  
Will you please tell me where we could obtain speed pens as mentioned in article on page 28, Aug. 13th issue.—Mr. V. A. Esser, Box 640, Welland, Ont.  
Answered in enquiry above.

### MORE SPEED PENS

In reading "Make Show Cards Attractive," page 28, August 13th issue, was interested in speed pens mentioned. Where are these pens to be had?—Admirer.  
Answered in enquiry above.

### MACHINES FOR MAKING ICE CREAM CONES

We are open for purchase of machine for manufacturing ice cream cones.—The James

B. Carter Co., 806 Confederation Life Bldg., Winnipeg, Man.  
Answer—You could purchase one of these from the Fletcher Mfg. Co., Toronto, Ontario, or you might try McNab & Roberts, Limited, Winnipeg.

### BUYERS OF MAPLE SYRUP

Likely purchasers for 250 gallons pure maple syrup put up in 1 gallon tins.—H. J. Thomson & Co., Sharbot Lake, Ont.  
Answer—Maple Tree Products, Montreal; Smalls Ltd., Montreal; Bowes Co., Toronto, Ont.

### SHOW CARD WRITING SET

Will you please send list of firms where card writing set can be purchased.—The Cranbrook Trading Co., Cranbrook, B.C.  
Answer—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg. Co., 93 Church St., Toronto, Ont.; Toronto Stamp & Stencil Works, Toronto, Ont.; Hamilton Stamp & Stencil Works, Hamilton, Ont.; Reliance Ink Co., Winnipeg, Man.; Art Metropole, Toronto, Ont.

### CHEESE MANUFACTURERS

Could you give us names of leading cheese manufacturers in Eastern and Western Canada?—James B. Carter Co., Winnipeg, Man.  
Answer—Ingersoll Packing Co., Ingersoll, Ont.

### BUTTER IN TINS

Would you be good enough to inform us the names of some firms in Canada who are packers of butter in tins (half-pound and pound sizes). We prefer something that can stand up under the West Indian heat.  
MARITIME BROKERS,  
Moncton, N.B.  
Answer—Smith & Proctor, Halifax, N.S.; Bowes Co., Toronto, Ont.

### BERRY BOXES

We will be obliged if you can give us the names of manufacturers of strawberry boxes (wood), usually, put up 100 boxes to case. We might require a car load for another season and some now.  
M. WOOD & SON, LTD.,  
Sackville, N.B.

Answer—You could purchase some from B. C. Mfg. Co., New Westminster, B.C. Their agents are S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont., or Oakville Basket Co., Oakville, Ont.

MANUFACTURERS OF LA FRANCE CASTILE SOAP. AGENTS FOR SAPOLIO.  
Will you please tell us who manufactures La France Castile soap, also the Toronto agents for Sapolio?  
READER.

Answer—La France Castile soap is manufactured by the John Taylor & Co., Toronto, Ont. Agents for Sapolio are Harold F. Ritchie & Co., Toronto, Ont.

### HARD COAL

Could you please inform me as to where I may obtain hard coal for immediate shipment?  
MR. V. PHILIP,  
Sarsfield, Ontario.

Answer—We have found out from the different coal firms in this city that hard coal is very scarce at the present time. They are not taking orders for Toronto customers or for out of town shipments.

### FRESH MEAT DEPARTMENT

Can you supply me with particulars regarding how to determine quality, names of the various kinds, and cutting in connection with opening a fresh meat dept. in a grocery store?  
MR. A. C. FOELL,  
John and Barton Sts.,  
Hamilton, Ont.

Answer—The Wm. Davies Co. have advertised a booklet which, although it is gotten up for the consumer, we believe you would find very valuable in opening up a fresh meat department.  
Mr. Arthur Phillips, of Wm. Davies Co., 521 Front St. East, Toronto, would be glad to send you one of these and to give you any other information that would help you.

### AGENCY FOR WHITELOCK MINERAL WATER

We would appreciate being advised the name of a broker in Canada who has the selling agency for Whitelock mineral water.  
H. G. SMITH, LTD.,  
Regina, Sask.

Answer—This is handled by F. X. St. Charles Cie, Ltd., 41 St. Gabriel St., Montreal, and MacLaren's Imperial Cheese Co., Toronto, Ont.

### PASTRY BOOK

Could you please tell us where we could get a pastry book called "The American Pastrycook," by Jessup Whitehead, Chicago?  
PARCLEY & SON,  
Salmon Arm, B.C.  
Answer—We would refer you to A. C. McClurg Co., 218 Wabash Ave., Chicago, Ill

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

**A Hat to Match**



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

Our travellers are on the road. Hold your orders until you learn about our money-making plan.

**Ottawa Paint Works Limited**  
Ottawa, Ont.

**PURNELL'S**

England's Best PURE MALT  
**VINEGAR,  
PICKLES  
& SAUCES**



SPECIALITY **B V** FRUIT SAUCE

*Have Stood the Test of Time  
Having Been Established since  
1750*

Our Agents have a full range of samples

**PURNELL & PANTER, LTD., Bristol, ENGLAND**

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

HEAD OFFICE:  
7 MOORGATE ST.,  
LONDON, ENGLAND  
ESTABLISHED 17TH CENTURY

CABLE ADDRESS  
DOBREE  
HALIFAX

**SAMUEL DOBREE & SONS**

Producers and Importers to Canada direct from West Indies, West Africa, etc., of Sugars, Molasses, Coconuts and other products.

Exporters of Canadian products to Great Britain, West Indies and West Africa.

**BROKERS—Import Department**

Maritime Provinces, Newfoundland and Ontario  
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

PROVINCE OF QUEBEC  
W. S. GOODHUGH & CO.,  
312 Board of Trade Bldg., Montreal  
SUGAR AND MOLASSES

H. R. BARNARD,  
St. Nicholas Bldg., 3 St. Nicholas St., Montreal  
COFFEE, COCOA, RICE, SPICES, Etc., Etc.

**77 Upper Water St.**  
**HALIFAX - Canada**

**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.

# SOMETHING NEW PRESERVED STRAWBERRIES

Packed at  
**NIAGARA FALLS**

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

*Strictly Fancy Quality*

Have you seen them?

**DOMINION CANNERS, LIMITED**  
HAMILTON, CANADA

## A Popularity that Never Wanes

Marsh's Grape Juice has been on the market for some time and it is still going strong. It's high standard quality is a sufficient guarantee of your customers' satisfaction.

A trial will surely please.

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

*Agents for Ontario, Quebec  
and Maritime Provinces*

**The MacLaren Imperial  
Cheese Co., Limited**  
Toronto, Ont.



## OAKLEY'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.  
Winnipeg  
Sankey & Masor, 839 Beatty Street,  
Vancouver.

Advertising to Buyers is one  
way to surely make  
Advertising Pay

Advertise Your Product in  
**Canadian Grocer**

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request



# These Figures reflect

the Public support that is accorded to an article of *good value, fine quality and consistent excellence.* For the first eight months of 1920 our Canadian Sales are—

**675,137 lbs. Ahead of last Year**

**30 Years in the field giving the best Public Service in our power**

## **SALADA TEA COMPANY OF CANADA, LIMITED**

**Peaches Peaches Peaches**

Finest Niagara Elbertas now ready for preserving

**Bartlett Pears Plums Grapes**

Finest Quality

Reasonable Prices

### **APPLES**

Duchess, Alexander, Red Astrachan, Wealthy, etc.

In Barrels, Boxes, Hampers and Baskets

**California Oranges, Lemons, Tokay Grapes**

**Domestic Vegetables—Potatoes, Onions, Carrots, Beets, Cabbage**

**PETERS DUNCAN LIMITED**

88 Front St. E.  
TORONTO

Branches:

NORTH BAY

SUDBURY

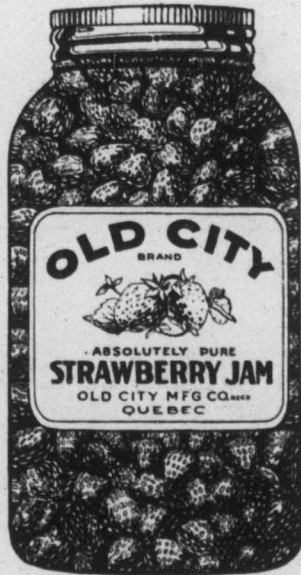
COBALT

TIMMINS

# What Do These Names Mean To You?

These well-known wholesalers are ready to serve you with Old City Jam—they say it is a commodity that every grocer should stock.

Apart from the fact that expensive sugar means less home preserving and a greater call for factory jams, the excellence of



## Old City Brand Jams

which "Have the flavor that finds favor" is producing a steadily increasing demand for them.

Old City Jams are made of wholesome, sun-ripened, tempting Canadian fruits, of luscious sweetness. For purity, food value and goodness, they are without equal.

Besides the superior quality of the jam—the glass jars it comes in are worth from 10c to 15c each. Your customer will appreciate this.

### OLD CITY MFG. COMPANY REGD., QUEBEC

*"Makers of jam too good to hide in tins"*

#### E. B. NETTELFIELD & COMPANY

General Sales Agents

50 Front St. E., Toronto

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. M. Wyman, Yarmouth, N.S., for Newfoundland. Oake & Wyman, Halifax, N.S., for Nova Scotia and Prince Edward Island.

## Ontario Wholesale Grocers Handling Old City Brand Jams

Canada Brokerage Co., Ltd., Toronto.  
Eby-Blain Ltd., Toronto.  
H. P. Eckardt & Co., Toronto.  
Groceries Ltd., Toronto.  
Higgins & Burke, Ltd., Toronto.  
F. W. Humphrey, Toronto.  
T. Kinneer Co., Ltd., Toronto.  
Jas. Lumbers Co., Ltd., Toronto.  
Medland Bros., Ltd., Toronto.  
Parsons, Brown Co., Ltd., Toronto.  
Perkins, Ince & Co., Toronto.  
Standard Wholesale Grocery, Toronto.  
Warren Bros., Toronto.  
S. P. Wilson, Toronto.  
Bristol Sommerville Co., Hamilton.  
Jas. Turner & Co., Hamilton.  
H. N. Bate & Sons, Ltd., Ottawa.  
F. J. Castle Co., Ltd., Ottawa.  
E. M. Terner & Sons, Ottawa.  
S. J. Major, Limited, Ottawa.  
L. H. Major & J. Soubliere, Ltd.,  
Ottawa.  
Provost & Allard, Ottawa.  
Geo. Robertson & Sons, Kingston.  
W. G. Craig & Co., Kingston.  
Medland Bros., Limited, Lindsay.  
Gilmour & Co., Brockville.  
Hunter & Co., Pembroke.  
W. T. Harris & Co., Ltd., Owen Sound.  
Stratford Wholesale Grocery Co.,  
Stratford, Ont.  
Harding Co., St. Thomas.  
T. Kenny & Co., Sarnia.  
T. B. Escott & Co., London.  
A. M. Smith & Co., London.  
M. Masuret & Co., London.  
Edward Adams & Co., London.  
Elliott Marr & Co., Ltd., London.  
J. F. Smythe & Co., Ltd., Windsor.

*Further List to Follow*

# Particular People

SOMETIMES customers ask your advice about tea. You need never hesitate to recommend Red Rose. Red Rose makes friends and holds them. It has the quality, the strength and the flavor. The more particular your customer is, the more she'll appreciate Red Rose.

**T. H. Estabrooks Co., Ltd.**

St. John  
Winnipeg

Montreal  
Calgary

Toronto  
Edmonton



## Announcement

AFTER five years of Government regulation we are once more permitted to manufacture high patent

## PURITY FLOUR

with all the perfections of its old, high standard of quality.

No announcement of this Company was ever made with greater pleasure and our satisfaction with the welcome return to normal milling conditions will be evidenced in the material improvement in all your baking.

*Order a bag from your Grocer.*

**Western Canada Flour Mills Co., Limited**



## Three Good Suggestions

Order Keen's Mustard  
from your wholesaler—

Display it well—Suggest  
it often.

Your best asset is a satis-  
factory customer.

*Canadian Agents:*

**MAGOR, SON & CO., LIMITED, Montreal, Toronto**

*To Fresh and Evaporated*

**APPLE SHIPPERS**

IF INTERESTED IN DISTRIBUTION  
IN WESTERN CANADA

WIRE OR WRITE

**NICHOLSON-RANKIN LIMITED**

*Wholesale Grocery and Fruit Brokers*

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN

CALGARY, EDMONTON, ALBERTA

# CANADIAN GROCER

VOL. XXXIV

TORONTO, SEPTEMBER 10, 1920

No. 37

## New Freight Rates Will Mean Sharp Advance in Foodstuffs

Manufacturers and Wholesale Grocers Do Not View with Approval the Advance of Forty Per Cent. in Freight Rates—"Will Bear Very Heavily on the Cost of Living," Says One Manufacturer

**D**ISCUSSING the new freight increase with representative manufacturers, and with A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, vigorous protest was voiced against the advance. The opinion generally shared is that the increase is inopportune, at a time when people are looking for a decline in prices. The new freight rates, representing an advance of thirty-five and forty per cent., cannot help but mean higher prices for foodstuffs.

"The new freight increase will bear very heavily on the cost of living," remarked C. M. Wrenshall of the White Swan Spices & Cereals Co., Ltd., to Canadian Grocer. "It will affect the cost of the raw material, then of the manufactured article, again to the wholesale trade, and in turn to the retailer, and ultimately the burden of the increase must be borne by the consumer. There is no justification for the increase at the present time, when everyone is looking for the cost of living to come down rather than go higher. The individual consumer should not be called upon to bear the additional expenditure of higher wages for railway employees. It should be borne by the country as a whole."

Asked as to what the new rates will mean in the cost of rolled oats to the trade, Mr. Wrenshall replied that oats will be approximately 25 cents per cwt. higher. In the matter of spices, it was impossible to state just what the increases would be. They would undoubtedly be higher.

Speaking for the wholesale grocers, A. C. Pyke, the secretary, remarked that the Wholesalers' Association had already registered a strong protest against the proposed increases. The association had asked that the increase be reckoned only on the needs of the Canadian Pacific Railway, and these, Mr. Pyke did not think, were very great. He did not think that the advance would be as high as forty per cent. "It must of course mean higher prices for foodstuffs, and at all the different sources where the increase applies, food values will be very materially affected," Mr. Pyke added. Further protest will undoubtedly be made against the new rates by the wholesalers.

"The new freight rates will mean twenty-five cents per barrel more in the price of flour," stated Gordon Doddington, of the Western Canada Flour Mills. "This advance will decrease the amount of the recent decline on all crop government standard flour to 35 cents per barrel, instead of sixty cents as announced last week. At a time when everyone is looking for prices to decline, the new freight rate increase seems very inopportune."

Ottawa, Sept. 7 (Special).—By virtue of a judgment which will be issued from the offices of the Board of Railway Commissioners, railway companies in Canada are granted an increase of forty per cent. in Eastern Canadian freight rates and thirty-five per cent. in Western freight rates, effective on Monday next, September 13, and to continue in force until December 31.

After December 31 the increase in the freight rate in Eastern Canada is reduced from forty to thirty-five per cent. and in Western Canada from thirty-five to thirty per cent.

Simultaneously with the increase in freight rates, passenger rates all over the country are advanced twenty per cent., so long as they do not exceed four cents a mile. This increase is effective only to December 31.

After that date (December 31) and for the six months period from January 1, 1921, to July 1, 1921, a ten per cent. increase is authorized.

Following July 1, passenger rates return to those in force at the present time.

The judgment will authorize increases of fifty per cent. in sleeping and parlor car rates, and an increase of twenty per cent. in the rate on excess baggage.

No increase is authorized in the rates on milk.

Authorization is given for an increase in freight on coal from ten to twenty cents a ton.

### Judgment Summarized

The Chief Commissioner stated in a summary given out that during the exhaustive hearing which opened on Aug. 10, and continued for nearly two weeks, a tremendous mass of documentary evidence had been submitted. The work of going through this evidence had been a very large one, and it was only by the greatest effort on the part of the commissioners that a judgment was arrived at so soon.

### Articles Exempted

The judgment will refuse to authorize any increase in the rates on sand and gravel and crushed stone, and incidentally, services such as switching, milling in transit, diversions, reconsignment, stop-overs, demurrage, weighing, etc., but provision is made for special applications in any or all of these services.

No increase is authorized in the rates on milk or commutation fares, or in the minimum class rate scales, or the minimum charge for shipment.

### Coal is Affected

Authorization is given for an increase in the freight rates on coal from ten to twenty cents per ton, flat rate, (according to distance). When the rate freight is under eighty cents per ton an increase of 20 cents is allowed; when it is over 80 cents and under \$6.50 the increase authorized is 15 cents, and when the rate is over \$1.50 the increase will be 20 cents per ton. The rate on cordwood, slabs, mill refuse, etc., for fuel purposes is increased ten per cent.

# Knowing the Goods An Aid To Sales

C. N. Koehler, Clifford, Ont., Believes that a Personal Knowledge of the Goods in Stock is Essential to the Profitable Selling of the Same—How He Cleared His Shelves of a Certain Line of Rice Flour that Was Slow in Moving.

"I FIND that when a stock of goods stands on my shelves, that the best way to turn it over is to get busy and find their special advantages," remarked C. N. Koehler, Clifford, Ont., to Canadian Grocer. "If there are any particular ways of preparing a particular line, I want to know about them, and may be I can tell the housekeepers who deal in my store something about it.

## Moving Very Slowly

"A few months ago," continued Mr. Koehler, "I found I had a quantity of rice flour on my shelves for which there was scarcely any demand. I had had it for some time, and it was moving so slowly, it looked as if I was not going to be able to get rid of it. I was determined to find out all about it, and to what economic uses it could be put. I took a package home with me, and with the assistance of my wife, I discovered so many new and tasty dishes that could be made from rice flour, that I was convinced of its value as a food product, and went to the store with the determination that henceforth it was going to be a regular sale in my business.

"I realized that it was just because people did not know the many uses that can be made of rice flour, that they were not buying it. I was resolved on getting it moving, and right off commenced to talk it to my customers.

"Every woman who came into the store was told of the different ways of using rice flour in the preparation of appetizing foods. I referred them to a list of recipes that I had gathered from cook books, magazines, etc. Most of my customers were willing to try it, and many of them told their neighbors about it. In a very short time my stock that had been lying on my shelves uncalled for during almost a year was entirely sold. I am constantly having repeat orders.

## Is Now a Steady Seller

"Rice flour is now a steady seller in my store, and I have given several repeat orders since I first started to boost it. It was just a case of the grocer knowing something of the goods he has to sell."

Mr. Koehler's experience in the selling of rice flour shows what a grocer can do if he gives some study and attention to the selling of his goods. It is a wise plan always for the retailer in groceries to learn all he can about the lines he is stocking. Nothing will help sales more than an intelligent discussion with the customer of the merits of the

article being sold, whether it be rice flour or a number of other articles that might be mentioned. The fact that Mr. Koehler had given this particular line a trial in his own home, and had, by so doing, been convinced of its value, was sufficient guarantee to the customers that his recommendation might be followed with advantage. In a great many instances the housewife looks to her grocer for advice in special purchases from week to week. She is always look-

ing for suggestions, something in the way of a change in the daily menu. If the grocer knows his goods, he can very frequently help his customer in this way, by recommending something that he himself has tried in his own home, an article in which he has every confidence. The customers have confidence in their grocer, and in nine cases out of ten will follow his advice. The whole thing revolves around the slogan, "Know the goods you are selling."

## "Co-operative Associations Might Be a Real Menace to Legitimate Grocery"

By Staff Correspondence.

VANCOUVER. — (Special).—Your representative called on a well informed grocer to-day and discussed grocery affairs as existing in British Columbia now. "David Spencer, Ltd., in Victoria, have opened up a new groceteria department," it was volunteered.

"What do you think," said he, "about this groceteria business? Is it here for good?" It had to be acknowledged that it looked as if it was doing well in downtown districts, and for a certain class of trade.

"These departmental stores, with their cash and carry departments, which they operate at a loss, in order to bring customers to their more profitable departments are pretty tough on the legitimate grocers," said he, "who have to make a profit on groceries."

### Prefers Department Store Competition

"Still," said this rural grocer, "I'd rather have the department store competition than some other competition I can think of. In fact, may be this keen departmental store cash and carry business is a blessing in disguise."

He seemed to be displaying an unusual degree of Christian fortitude under a very trying form of competition, so further inquiry was made.

"Well," he said, "in my estimation the co-operative associations might have been a real menace to the legitimate retail grocer. In fact, they looked as though they might have given us a lot of trouble. They would not remain content to stay in the downtown districts, the same as the departmental store groceteria of necessity has to, but would come out into all the suburban districts. They are a particularly insidious form of competition, because they are so plausible. The dividend end of the co-operative associations, seems to excuse,

in the mind of the member-purchaser, poor service, mediocre goods and even higher prices, and although the dividends may often remain in the misty future, the member will still put up with everything, and besides this, go to a great deal of trouble to get new members. Yes, the co-operatives might have been very annoying."

"Well, where does the departmental store groceteria enter, disguised as the angel," was enquired.

"Why," said this grocer, "the class of people that would join co-operative associations, and probably have joined something of the kind, is now going downtown every morning with a shopping bag and buying at the departmental groceterias. A co-operative association simply could not put up any deal which would be attractive enough to compete with the departmental cash and carry departments.

"And to a grocer with a family trade, the downtown cash and carry store causes no concern—but a well run "coop." might have given even the grocer in the residential district, with the family trade, quite a run for his money, so may be the departmental store groceterias are not so bad—not so bad."

### HAVE NOT DECIDED CANADIAN LOCATION

A letter has been received by Mayor Westoby from the Sherer-Gillett Co., relative to their establishing a food product establishment in Guelph. They wrote that while such a factory would be built in Canada, they were not certain whether Guelph would be the place or not, owing to inability of getting the power required and also because of the unsatisfactory switching facilities afforded. The matter will be further taken up with the company.—Guelph Herald.

# Proper Use of Advertising Reaches Existing Demand

As Well as Creating New Demands—Conservative Attitude of Many Established Dealers Loses Custom from Newcomers to Community—Importance of Seasonable Advertising

Written for Canadian Grocer by A. L. McCREADY

**A**DVERTISING may or may not create a demand, but, with proper usage, it will reach whatever demand exists. And every day there is a certain demand for the commodities or services of those having such to offer.

The merchant or tradesman prepared to meet this demand takes certain means to make known that he is in the field to offer his wares or services. One of these means is his daily ad. in the newspaper.

His ad. may be a quarter column or a quarter page—just in proportion to the value he places in it. But the man with the daily space, no matter what size, has an appreciation of the value gained by keeping his name continually before the public.

## Firms and Residents

The man who says, "I have been in business for fifteen years, and everybody knows me," is apt to be catering to a very small trade. Residents change considerably in fifteen years, or ten years, or five years, and the new ones arriving may never have heard of Mr. Fifteen-Year Businessman. But the new residents will, from reading the local paper, become unconsciously familiar with the names of the firms who advertise, and when in need of the wares or services thus advertised, the reader will be drawn to deal with the firms whose ads. invite him.

The daily advertiser knows this and pays attention to the messages printed in his ads. That is the advertiser alive to the merit of advertising, and not the one who advertises simply because he wishes to patronize the owner of the paper, or because the paper carrying his ad. voices the same political views as himself. Such an advertiser is apt to be careless in the messages he gives—merely a summary of his business, or a statement about some slow-moving stock at a prohibitive price that dynamite wouldn't move, much less printer's ink. That is not advertising—it's not even a hobby. It's merely playing up to the printer.

## Faithful Advertisers

The other class of advertiser—the 100 per cent. efficient sort, is the one who cares for his ad. as faithfully as he posts his ledger. He changes his ad. regularly—not spasmodically. Each message features a point, and aims to a

## SOMETHING TO THINK ABOUT

Advertising to-day is a necessity and an asset.

Advertising has been hurt by emotional appropriations.

Merchants must figure advertising cost in their budgets just as essential as rent or labor.

It has been stated that before the war only one hundred Americans had an international vision.

Trade journals enable business men to keep a finger on the pulse of every industry.

It is as important to know the cost of distribution as to know production costs. The Government should make a survey of our Jobbers and Retailers and their merchandising costs.

American production exceeds home consumption one hundred per cent.

Systematic and forceful advertising should be employed to picture the importance of American-owned Merchant Marine.

Only twenty per cent. of our business men vote.

point—the consumer. He may not use high-sounding words in his ads.; he believes in getting down to "brass tacks," and if it's brass tacks he wishes to sell, he says so, even to the price.

He may not be an expert ad-writer, but he can read. He knows which ads. of other firms appeal to him. He analyzes them and learns why they appeal.

Perhaps the appearance caught his eye! Such an ad. seemed well-balanced—was neither crowded nor skimped. It invited a reading. Or it may have been an illustration that drew his attention. The illustration urged that he read the message connected.

In the well-proportioned ad. he found that the reading matter was equal in space to the illustration. It may have been more, but seldom less. In some other ad. a catchy headline attracted

him, or the price in large figures. He makes mental note of all these things and more, and incorporates these features in his ads. He takes an interest in writing his ads. and considers their production with the same pride that a poet does his poems. Instead of a task, the writing of his ads. becomes a pleasure.

## The Seasonable Ad.

To the attentive advertiser, the writing of seasonable ads. is a motto. By seasonable ads. it is not merely meant ads. relative to the Christmas season, winter time, spring time and summer time, in course, but a more far-reaching phase of the term "seasonable advertising."

There are certain times and circumstances in each of the four calendar seasons that tend to the making of seasonable advertising.

## Taking Advantage of Rain

An instance of this class of advertising is afforded by the custom of a certain small town general store man who invariably takes advantage of a night rain to feature roofing in his ad. for the following day. The heading he uses is quite in keeping when he starts out with the query, "Did Your Roof Leak Last Night?" Then he goes on to state that he has the roofing to replace that leaky one, or to patch it, whichever is desired. And under the introduction he comes out with the names of the roofing carried, and the prices.

This instance is but one of the many that may be grasped to make seasonable advertising for nearly every line of business. Our Christmas ads., our housecleaning ads. and the ads. for all the set periods of the calendar, are common knowledge to everybody, and the reader knows when to expect them; but it is the little incidents in between that may be grasped and make real live ads.

Some incident or eccentricity of nature which gives us our variety of weather and climate, afford the ad-writer inspiration for ads. that are above the prosaic, and carry the punch. At no time is the prospective customer so receptive as at the time that some incident has created a demand or desire for a certain commodity or service. This is where the writer of seasonable ads. heads the van and makes the sales. He knows when to reach the consumer, and makes use of his knowledge.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

### OFFICES

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

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, SEPTEMBER 10, 1920 No. 37

### ABOUT FIRE INSURANCE

**A** HEADING of one of the columns in a Montreal paper recently read, "Firemen find matches on floor of grocery store after the fire." The article tells of a fire in the grocery store of R. Munuri in Montreal. As in the case of so many fires the cause is unknown but from the presence of matches on the floor the old theory of rats being the incendiary is brought forward. The complete stock and fixtures were destroyed. The loss is estimated at \$1,700.00.

Fire seems to be the most elusive agent of destruction there is. A man may close up his store to-night, leaving everything in perfect order. Every precaution is taken against robbery and fire, yet, in the middle of the night, he is called to find the whole place a seething mass of flames and he is faced with a total loss. A grocer's stock makes fine food for fire, especially in the cellars and store-rooms. There is

little that may be salvaged after either fire or water has touched the goods. Many precautionary measures may be taken to avoid fire but there is no guarantee against fire that is sure. The best precaution is to have the stock well insured.

In discussing this matter with a Canadian Grocer representative recently a Montreal grocer remarked that the value of a grocer's stock has during the past four or five years increased between seventy-five and one hundred per cent. A store that carried a stock valued at say one thousand dollars three years ago must need be worth nearer two thousand to-day. The grocer must realize this and increase his fire insurance accordingly. When this merchant took stock last his stock valuation was over \$36,000. Immediately he increased his insurance by \$15,000. This increase of stock is mainly accounted for by the higher cost of each article and not necessarily on larger stocks. There are different kinds of fire insurance, he points out, but when a store is covered by an eighty per cent. fire insurance policy, there is every reason in the world why the insurance should be kept up to the full value of the stock.

### EDITORIALS IN BRIEF

THE number of exhibits of foodstuffs at the Canadian National Exhibition this year has been the subject of much favorable comment by men in the trade. Efforts to have a Pure Food building for the exclusive showing of these lines are being pushed vigorously, and it is hoped that something definite in the way of carrying out the project will have been formulated before long.

\* \* \*

THE new freight increase, representing an advance of forty per cent., in Eastern Canada and of thirty-five per cent. in the West, is not viewed with approval by manufacturers. It seems to be the consensus of opinion that foodstuffs must necessarily be higher because of higher freight charges. The grocer, who suffers as much as any person, under the burden of high prices, will look with disfavor on this decision of the Federal Board of Railway Commissioners, at a time when it is hoped prices would decline rather than advance.





# Equipment Essential for Bulk Goods

If a Grocer is Going to Sell Bulk Goods Profitably, He Must Have the Proper Appliances for the Handling of the Same—Good Workmen Know the Value of the Best Tools.

(By Henry Johnson, Jr.)

**T**HE dentist who filled my first tooth scraped the cavity out with various shaped chisels. The process was lengthy and tedious, also painful. Yet that was less than forty years ago! Next time I went he had a foot power and drills wherewith he hurt me more but shortened the process to a few minutes. He told me the cost of the outfit, and, at \$1.50 for ordinary fillings I thought his investment of doubtful wisdom; but he was right, as every dentist today knows. They understand that almost no cost for equipment that saves their time is too great; and equipment costs now many times what it cost in 1885.

Translate that into terms of handling groceries and you will see how it applies. Think what it costs you in time and money—time which is money and money which is time—to travel over space to get and weigh articles which could be stored right at hand in modern equipment. Think what you lose daily by having to pass things that are near your scales, but seldom asked for, to get things which are distant but wanted constantly.

If you do business of only \$100 daily, you have 300 transactions. If only half of those transactions involve any weighing and you lose time worth half a cent that might otherwise be saved on each of those weighings, your daily needless expense is 75 cents, or \$225 a year! Make the figure double for twice the business and treble for thrice that much and see how the figures of loss mount up. Why, \$300 to \$750 a year is gone before you know it.

## Overweights by Choice

If I were to say to you that often you give overweights by choice, you'd think I was dreaming, would you not? Yet you do it daily and your clerks do it oftener than you do! How? Well, think of it:

You walk many feet to a distant container, put what you think is about right into a bag, walk to the scale. You did not get enough, so you rush back to the container. This time you get too much. You weigh exactly and find "just a little" left over in the scoop. You glance back over the distance to the container and drop the remainder into the bag—voluntary overweight to save the time and trouble in running back with the surplus—"too small to bother with when I'm busy!"

Is not that what you do? Do you not realize that your boys and girls do

it more frequently, more freely, more generously than you do? Have you ever thought what a drain on your resources this is?

If you will give this source of waste proper consideration, you will decide, I am sure, that you cannot take too much thought or care to avoid it, for it is a constant leakage; and "the smallest leak will sink the largest ship."

There are lines naturally subject to this sort of shrinkage which you must watch and price with excessive care. Apples, for example, and potatoes, also asparagus, beans, peas, etc., which it is increasingly the custom to handle by weight. It is logical to sell these by weight. It is best both for you and your trade to handle them that way. But you must know the conditions.

Apples, cranberries, potatoes, all perishables of that kind, lose weight constantly. The shrinkage is not great—though must be taken into account in pricing them—because the turnover is rapid. It should be rapid even in potatoes, and long storage of those is a source of loss. But everybody gives overweight on such of these items as come in big units—potatoes, apples, sweet potatoes. This because you get "as near as possible" to exact weight and the last unit is almost sure to turn the scale too quickly and result in down weight; yet to take off that last one would result in underweight, so you leave it.

## Customers Lost by Underweight

Something you do less frequently than your clerks is to give underweight intentionally or consciously. This is where the weight is very nearly right and you do not go back to a distant container for the "trifle" necessary to make the scale turn. Such shortages result in lost trade more frequently than you know. The customer weighs the goods; finds an occasional shortage. She says nothing—does not like to kick—but just quits. Here we get a black eye and are unconscious of the cause: You would resent indignantly the charge that you are guilty of underweighting.

I have shown already that resort to package goods is not the way out. Not that certain goods are not best handled in packages—for they are. It would be out of the question for you to handle corn starch in bulk, it is a question whether ground spices generally can be handled in bulk to advantage, all canned foods are in packages by their very nature. And there are many other items that will occur to anybody as better handled in packages than in bulk.

We must not go to extremes in any of our thoughts or plans.

But, as I have shown, we must avoid certain lines of packages assiduously for our own sake and also for that of our customers. This because by handling bulk goods we protect our own profits, conserve our individuality and good will and deliver merchandise to our customers for much less than if we sold only packages.

## Must Have Best Equipment for Bulk Merchandise

The point is that we cannot handle bulk goods efficiently unless we have the right equipment. This equipment must be laid out to conserve time and strength—which is money. It must be so located as to concentrate within the smallest space those things which are in most active demand. It must be of such character as will protect the bulk goods as much as possible against waste from all possible causes.

Do you know that a bag of raw coffee which leaves Brazil weighing 132 pounds net will weigh not more than 126 pounds four or five months afterwards, even when piled up in close, tall stacks in an importer's warehouse?

Do you know that nuts in the shell will shrink an average of five per cent.—five pounds in the hundred—in a few weeks if exposed in an ordinary store?

It therefore follows that all bulk merchandise should be kept in containers made as nearly airtight as practicable.

There is the other well-known and very considerable loss due to samplers. We are familiar with that feature; but we know also that goods are sold by display and that people are tempted to buy when they can see, feel and taste. So the plan must be to get the maximum of display with the minimum of exposure and sampling.

These features are all provided by up-to-date equipment—all except the facility for tasting. That enables the merchant to choose to whom he will hand out tasting samples. His goods are not open to the depredations of merely idle eaters of whom there are plenty to pester the business life out of most of us.

## Greatest Study and Discrimination Necessary

The fact is that in these days of narrowing margins, when net profits are down to about two per cent. in the grocery business on the average, a merchant needs to study every item, every method, every location and every im-

Continued on page 42

# CURRENT NEWS OF THE WEEK

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

## Many Exhibits of Foodstuffs Shown at Sherbrooke

Sherbrooke, Que., Sept. 8.—(Special)—In the Agricultural Building of the Eastern Townships Exhibition at Sherbrooke, Que., various foodstuffs were certainly artistically and effectually exhibited. All lines were well represented especially in the butter and cheese section. The entries in the section were numerous and were displayed in an effective manner by means of a new installation of refrigerators. In the Manufacturers' Building the following manufacturers were represented in artistically decorated booths: The Toledo Scale Company, The White Packing Co., The Cowan Co., Limited, Toronto, Grimm Manufacturing Co., Limited, Ogilvie Co., Egg-O Baking Powder Co., Nuggett Shoe Polish, Wagstaffe Limited, Bovril, and Lipton's Tea.

Some of these firms have exhibited from year to year at the Sherbrooke Exhibition. Others are starting an aggressive campaign to cover Quebec specially, and made a good start in advertising at the exhibition which is one of the largest in the Province of Quebec.

### CELEBRATES BIRTHDAY WITH GIFT TO EMPLOYEES

T. H. Estabrooks & Co., Ltd., celebrated its twenty-fifth year in business last week by reversing the usual custom of receiving birthday presents to that of giving them. Every employee of the company were presented with a cheque for twenty-five dollars for every year they were in the firm's employ. Many of the employees have been with the company for a great number of years and the cheques will therefore amount to a considerable sum.

### SECOND CROP OF BERRIES AT INGERSOLL

Ingersoll, Sept.—Many residents of the town and district have reported second crops of berries, both black and red, during the last week or two. The quantity and quality of the second crop is said to be equal to the first crop which was large and excellent.

Longe Bros., Kitchener, Ont., have sold their fruit business to W. Walker, of Hugh Walker & Son, of Guelph, Ont. The sum paid is said to be \$29,500. Longe Bros., however, will continue to operate the new business for the owners.

### Ontario

E. D. Ward, Galt, Ont., retail grocer, has sold his store to Geo. Dickie.

John Murphy, retail grocer, Toronto, Ont., has sold to F. Hodgson.

R. C. Braund, Peterborough, Ont., is opening a new retail grocery business.

The City of Kingston has reverted to standard time, commencing last Monday.

P. C. Larkin, of the Salada Tea Co., Toronto, has sailed for England on a periodical visit to the company's offices there.

Fred Beard, who has been operating a grocery store in West Toronto for the past eight years, is taking over the management of the Stratford Co-operative store early next week.

The Canada Bread Co., Toronto, has been granted a permit for a brick and steel factory and stables on the south-east corner of Danforth and Ladysmith avenues, at an estimated cost of \$250,000.

The Port Stanley Farmers' Co-operative Company was recently incorporated, with a capital stock of \$10,000, divided into shares of \$5.00 each. The company will build a warehouse for the handling of merchandise for the shareholders, and will also sell the products of the shareholders.

## An Inter-Imperial Exhibition in London in 1923

Plans are under way to hold an inter-Imperial Exhibition in London, England, in 1923, to celebrate the achievements of the British Empire in the Great War. The proposal to hold an inter-Imperial Exhibition in London was initiated by Lord Strathcona about a year before the war, on the outbreak of which the matter fell into abeyance. Since the cessation of hostilities, however, the scheme has been revived, and at a meeting held at the British Empire Club, under the auspices of the British Empire League, on the 20th May, 1919, attended by ministers, High Commissioners, and Agents-General of the Overseas Dominions, a unanimous resolution was passed in favor of holding in London, in the summer of 1921, a great exhibition of the manufactures and products of the Empire.

Since that date a good deal of preliminary work has been done, but it is not anticipated that an exhibition on the scale contemplated can be held before 1923.

## Order-in-Council re Light Beers' Sale Postponed

The order-in-council, passed by the Ontario Government on July 16th, and which was to have become effective Sept. first, giving municipalities in the Province the power to restrict the sale of light beers to standard hotels only, has been postponed until November first.

In the meantime those who are opposed to the standard hotels getting exclusive rights will have an opportunity to present their objections. With the order-in-council effective, municipalities throughout Ontario will have the power to prohibit groceries and restaurants from selling light beers. A movement of this kind, is not viewed with satisfaction by the trade, and already wholesale grocers have registered their objection. In fact the postponement of the order-in-council to November first is largely due to their representations.

## Will Support the Protest Against 'Phone Increase

Ottawa, Sept.—Representatives of the Ottawa Board of Trade, Kiwanis Club, Retail Merchants' Association and Rotary Club, at a meeting recently under the auspices of the Ottawa Board of Trade, unanimously decided to tender the strongest support to the municipalities fighting the proposed rate increases asked by the Bell Telephone Company. A resolution setting forth the determination was passed without a dissenting voice, and after Mr. C. F. Sise, vice-president and general manager of the company, had set forth the company's reasons for the application.

### POTATO CROP IN QUEBEC THE HEAVIEST IN YEARS

Montreal.—There was a report current in the local trade this morning, coming from a merchant who had recently returned from the Mountains, that there was such a quantity of potatoes in that part of the country that this commodity was selling as low as 75 cents a bag in St. Jerome. This price is almost a dollar below that which is being asked for potatoes coming into the city from farmers in the outlying district.

# NEWS FROM WESTERN CANADA

## Western

J. R. Hepburn, Wolseley, Sask., has purchased the business of Magee & Thompson, Ltd.

Birks, Crawford & Co., have removed their offices from 325 Homer street, to 1101 Dominion Building, Vancouver, B.C., where they have outfitted a splendid suite of offices. Birks, Crawford & Co. are the representatives for the firm of C. B. Lindsay & Co., of London and Liverpool, large canned goods commission merchants in the United Kingdom.

The Pacific Milk Company of Vancouver has extended its business by the operation of a new factory at Abbotsford, B.C. This Abbotsford territory, and dairying district around it, is considered to be a rich milk producing centre. The Pacific Milk plants are the only ones operating in B.C. at this season.

Chas. H. Comings, who has just returned from San Francisco, where he was associated with the Nash Association, has joined the firm of Richardson-Green, Limited, of Winnipeg, and will act in the capacity of Secretary-Treasurer for that concern. Prior to moving to San Francisco, Mr. Comings was, for fifteen years, manager of the Rogers Fruit Co., and previous to that, he spent ten years with the Pioneer Fruit Co., of Brandon, Man., as manager.

## INCREASE IN STREET CAR FARES IN WINNIPEG

Winnipeg, Sept. 4.—The Public Utilities Commissioner, of Winnipeg, Man., has issued an order authorizing an increase of one cent in the rates of fare on all cars of the Winnipeg Electric Railway Co. The following rates to become effective on September 1, 1920: Cash fares 7 cents; 4 tickets (good all times) 25 cents.

## British Interests Now Control the King-Beach Co.

Vancouver.—A few weeks ago there was listed on the London Stock Exchange the shares of the Anglo-British Columbia Packing Company. Directly concerned with this company is H. O. Bell-Irving of Vancouver, who sees in the jam and fruit preserving business in British Columbia a good future, and it is in this field that the new company will operate.

The company has secured a controlling interest in the King-Beach Com-

pany at Mission, B.C., which is considered to be one of the best jam plants in B.C., and whose product is well and favorably known in all markets. It is not the intention of the company to extend the Mission factory at present, but rather to grow up with the industry.

The directors of the new company are: Chairman, John Bell-Irving, Lockerbie, Scotland; other directors, E. S. H. Corbett, Send, Surrey, England; Lieut.-Colonel A. Bell-Irving, D.S.O., London; David Landale, London. Bankers: Bank of Scotland and Canadian Bank of Commerce, London. Agents in British Columbia: H. Bell-Irving & Co., Limited, Vancouver.

The authorized capital of the company, which has its headquarters in London, is £350,000, divided into 100,000 8 per cent. cumulative preference shares of £1 each and 250,000 ordinary shares of £1 each, the issued capital being 50,000 8 per cent. cumulative preference shares of £1 each and 125,000 ordinary shares of £1 each, of which 75,000 have been recently issued to the shareholders as bonus shares. A further 75,000 ordinary shares have been subscribed for at par.

It was announced by H. O. Bell-Irving that no change in the management of the Mission company would take place, and that both R. P. King and H. Beach will still be connected with the company.

## Vancouver Store is Now Operating Its Own Bakery

Vancouver, B.C.—While not the first retail store in Vancouver to operate its own bakery in connection, David Spencer, Ltd., have installed what is undoubtedly the most elaborate confectionery factory in the city.

The largest electric oven in Vancouver does the baking and the mixing is all done by electric power. As Mr. Hardman, the master baker in charge, says, "We will make a type of confectionery that has not been on sale in Vancouver. If we had to wholesale our cakes we could not put the material into them at the price either, but as we are making for our own trade, we can and will put the best of everything into the goods."

The Saturday confectionery sale has increased a hundred dollars in the last month, and is increasing every day.

One Granville street grocer has operated a bread bakery for some months now, and has attracted a great volume of trade by the excellence of his bread.

What made him take this action was a notice from the Bakers' Association that his margin of profit would be cut down on their bread. He hired a good bread baker, fitted up a bakery on the top floor of his premises and now he is independent and making more money.

## Western Canada Flour Mills' Staff Enjoy Holiday

The members of the eastern sales and advertising staffs of the Western Canada Flour Mills Co., Limited, were the guests of the company at the Toronto Exhibition on Sept. 2nd, 3rd and 4th. After visiting the exhibition the staffs to the number of 40 were entertained at dinner in the Hotel St. Charles on the evening of the 2nd.

J. E. McFarland, the company's general manager, presided. The gathering was a very and happy spirited one. J. Dodgington rendered in pleasing style several fine vocal selections and a very enjoyable evening closed with a hearty vote of thanks to the general manager and the singing of the national anthem.

Friday another visit to the exhibition and an extended drive round the city took up the day. In the evening after an informal dinner at the Prince George the staff attended a very fine performance at Shea's Theatre. A visit to Niagara Falls by the out-of-town staffs closed a very pleasant three-day visit and the visitors left for Montreal and points east on the 10.30 train Saturday night.

Mr. McFarlane's announcement that these meetings would be of annual occurrence was enthusiastically received by all.

Those attending were:—J. E. McFarlane, General Manager; G. K. Stratford, Sec.-Treas.; J. F. Shaw, Special Representative, Sault Ste. Marie.

Maritime Province staff—Messrs. Tilton, Hamilton, Williams and Cochran.

Quebec Province staff—Messrs. Marshall, Morin, Miller, Berthiaume, Menard, Gagne, Macfarlane and Gingras.

Ottawa staff—Messrs. Gauvreau and Lorrain.

Ontario staff—Messrs. Dodgington, Layman, Carr, Hiscox, Dack, Young, Fraser.

Head office staff—Messrs. Page, Morton, Buckberrough, Grant, Knowles, Rosebrough, Dodgington, Collins, Brown, Harris and Iler and Messrs. Sparr, Hodgins, Dubke, Gilmor, Terry and Southworth, Toronto staff.

## Food Products' Association is Formed by C. N. E. Exhibitors

**E**XHIBITION GROUNDS, Toronto, Sept. 8 (Special).—At the meeting of the Canadian National Exhibition food exhibitors this afternoon, an association to be known as the Food Products' Association was formed, with officers as follows:

Chairman: H. N. Cowan, Cowan Co., Ltd.; vice-chairman, H. C. Scully, Christie Brown Co., Ltd.; secretary-treasurer, B. T. Huston, manager Canadian Grocer; executive, Joseph Ruddy, Canada Starch Co., George Hortop, Borden Co.; James Wagstaffe, Wagstaffe Ltd., Hamilton; W. G. Patrick, W. G. Patrick & Co.; R. E. Lennox, Gunn's Ltd.

W. G. Irving, vice-president of the Canadian National Exhibition, was present and outlined the ideas of the exhibition authorities as to the general construction and cost of space in the proposed new food building. It was pointed out that the present Transportation

Building was the best laid-out building on the grounds. It had 30,000 square feet of exhibit space and 10,000 square feet in aisle space. It was the proper size for a food building. The estimated cost of a new food building is \$150,000. This would mean 50 cents per square foot per annum for exhibitors. This charge is based on interest, sinking fund, and maintenance. Mr. Irving also said some guarantee would have to be made before it was erected, and pointed out if sixty per cent. of the space could be guaranteed, exhibition authorities could take a chance on going ahead with the building. The basement could be utilized for storage purposes, and it is quite likely that if the new food building is constructed, fresh meats can be in the future shown there.

The executive committee will get plans prepared as to how space can be allotted and then go further into the matter with the exhibition directors.

wide connections in the trade. A brother was with him in business in Montreal and another looked after the Toronto office.

## Many Features in This Groceteria Help Service

In the groceteria of the Hudson Bay Co., in Edmonton, Alta., there are many things that appeal to the visitor, in the way of facilitating the handling and serving of customers. One feature that marks it out are the shelves and the manner in which they are built. They are constructed away from the walls about four feet. This gives plenty of space to open cases, and fill the shelves from behind. If the shelves won't hold the whole case, it is left there, out of the way, out of sight, until room is made for the balance of the contents. In this way the shelves can be replenished at the busiest time of the day without holding up business or messing up the store.

### Numbers on the Shelves

Numbers on the top of the shelves indicate the different sections. There are generally two or three lines in each section. The goods are never changed from one section to another. Consequently the customers know just where to go for each article. This system, the management points out, works out splendidly when a new customer comes into the store to make a purchase. But if she cannot find, say, a certain brand of baking powder, she quite naturally inquires at the desk. The girl there knows in what section every article is placed and, without leaving the desk, gives the customer the number, these numbers being easily visible from every part of the store.

### Selling Produce Lines

A large refrigerator with glass doors is at the front of the store. A sign on the top of it reads "kindly help yourself." Ham and bacon are sliced every morning and wrapped in grease proof paper, in one pound packages. The refrigeration plant is in the basement and is most complete, for the safe handling of produce.

A table at the front of the store provides a place for customers to leave parcels they have with them at the time of entering the store. Peter Blake, the manager of the groceteria, opened the store for the company in July of 1918. The company also has another grocery department, conducted on the old lines. Both departments co-operate in buying.

### SARDINE PLANT BURNS

Eastport, Me., Sept.—Loss estimated by officials of the Seacoast Canning Company at \$350,000 was caused by fire which destroyed two buildings of the company's sardine packing plant in this city. The plant employed 450 workers.

## Manitoba R.M.A. Suggestions to the Bd. of Commerce

The advisory Committee of the Manitoba Retail Merchants' Association of Canada, have made certain suggestions to the Board of Commerce. These were first made at a meeting of the committee with the Board in Winnipeg the first week of August, and were afterwards transmitted in writing to the Board. The committee expresses approval of the action of the board in cancelling the order on retail grocers which required the preparation of reports of purchases and sales. The committee also recommends the appointment of advisors to act with the board recognized as qualified, competent and experienced men by business men in such lines of retail trade as are to be examined by the board.

### Want Government Department

It is further pointed out that as there are departments of labor and of agriculture in the government, there should also be a department for the retail trade. The committee recommends that the retail trade of Canada be given the recognition that it deserves by the setting up of a department of the department of Trade and Commerce, for the assistance, protection, and development of the retail trade of Canada.

The Manitoba retail merchants' committee also recommend that the powers of the board be amended so as to enable it to make such rulings or recommendations as would be in the best interests of the retail trade of Canada. Whatever action is taken in the interests of

the retail trade will be in the best interests of the consuming public whom the retail trade serves.

### Other Recommendations

Other recommendations were to the effect that the responsibility for the quality or standard of any commodity be upon the maker or packer, and that the onus be not shifted to others who handled the same, that the resale price of every article be a subject for examination by the board and that everyone concerned in the making or marketing of the same be called into conferences when the same is under examination, that reasonable complaints of any kind respecting the inland trade of Canada be a subject for examination and that all charges or complaints be considered only in the presence of all those concerned in such examination, and that all acts of the government or other bodies pertaining to the retail trade of Canada be referred to the Retail Merchants' Association of Canada for their consideration before the same becomes operative.

### A MUCH-REGRETTED DEMISE

MONTREAL.—The grocery trade, and particularly what are familiarly known as the "old-timers," learned with regret of the sudden passing of Arthur P. Tippet, of Arthur P. Tippet & Co., importers and manufacturers' agents here for many years, as announced in last week's issue.

On Sunday night of last week, about eleven o'clock, Mr. Tippet began to feel pain and retired. The pain increased in severity and just as medical aid had been secured he expired.

Mr. Tippet was in business in Montreal for a good many years and had

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**A**LL grocery markets are generally steady although slight declines and also some advances have taken place during the past week on some lines of commodities. Fall trade has started very favorably and merchants and manufacturers are looking for an active business this coming winter.

**MONTREAL**—The sugar market here is inclined to be panicky and reports and rumors circulating are not tending to keep prices on an even keel. Molasses market is not so seriously disturbed and there has been a bigger decline in that market than on sugar. Coffee prices will be lower. New medium grade Japan teas are on the market at stiff prices. The spice market is quiet. Raisins are sure to be higher. French sardines have advanced. Wrapping paper has shown another advance. Oranges are higher and apples much lower. General fruit prices are lower. There is a splendid vegetable market. Package oats will be lower in price. Rolled oats are cheaper. Moth balls, soda bicarbonate and lamp burners are higher.

There are no price changes on the produce market this week. The whole market is very strong. Butter prices continue high. Eggs are being imported to Montreal. There is a scarcity of cattle on the market but relief is expected shortly. The fresh meat market is very strong. Cheese is coming in in better supply.

**TORONTO**—The markets for general groceries are generally steady to firm with a few advances and some declines. There are no new developments in the sugar situation, the movement from refineries remains quiet but second hand sugars are moving at a variety of prices which are below that quoted by refineries. Retailers are selling sugar at prices ranging from twenty to twenty one cents per pound which is also below market quotations. Those that have sugar to sell are all anxious to do business and are offering their stocks at prices below those at which it can be replaced from the refineries. The raw sugar market continues easy with very few sales being made. One brand of pancake flour advanced during the week also ice cream salt, carbonate of soda and one brand of salad dressing. One brand of corn flakes has again reduced quotations. The cereal market is generally steady although rolled oats show a decline. There is apparently considerable competition in canned

peas, due no doubt to the lack of interest on the part of the retail trade to stock heavily, the result is that the price basis has been lowered. Grecian currants are ruling in a very strong market: this condition has been brought about by the fact that the United States who previous to prohibition were a buyer of little importance, are now bidding against England for the available stocks in Greece and also for the new crop. The Grecian currant crop is estimated to be around 110,000 tons which is much below an average crop. There is very little change in the spice market pending the arrival of new crop goods: white peppers and cloves have shown a slight shading but otherwise the entire line is in a fairly steady position. The only change in the nut market is a slight decline on Spanish peanuts, this decline is more a matter of exchange than market condition. Ceylon and Indian teas are firm with the better grades holding at high figures and the lower grades slightly firmer. Japan seconds which opened at fairly high prices are much easier and lower prices are expected. The coffee market is easier for futures, spot stocks are unchanged. Vegetables are plentiful and low prices prevail. Since the decline of last week the flour market has shown a firmness. Millfeeds are in scant supply, brought about by the slow delivery of new crop wheat and until this condition is improved no relief in the shortage can be expected.

Fresh beef cuts, spring lamb and mutton are easier and quotations are lower. Calves are firm with slightly higher prices. Lard has advanced. Butter, eggs and cheese are steady at firm quotations. Fresh fish is in active demand with herrings slightly higher.

**WINNIPEG**—Wheat cutting is practically now finished in the prairie provinces, and thrashing is in full swing. There is without doubt a renewal of confidence in the general condition among the retail trade. Sugar is being offered at about a cent and a half lower in Manitoba than in the Eastern Provinces. Retailers state that their sugar stock has been greatly reduced and no doubt there will be a heavy demand for sugar during the next few weeks. Rogers' cane syrup declined 65 cents a case on 2's and 95 cents on 5's and 10's during the week. Corn syrup and starch remain steady. It has been intimated by manufacturers that there will be no decline in these lines for at least 60 days.

## QUEBEC MARKETS

**M**ONTREAL, Sept. 10.—In some lines the general market is more active. The sugar market is unchanged and inclined to be panicky. Old flour has declined 60 cents per barrel and the new flour will be marketed at a reduction of \$1.60. Coffee will be cheaper. French sardines are dearer. A big vegetable market features Bonsecour.

### Sugar Market Steadier

**Montreal.**  
SUGAR.—There is no change in the sugar situation this week. The price remains unchanged and refiners claim that a further drop in price is entirely unlikely in the near future. In some circles however, there is a tendency to unload all stocks of sugar as quickly as possible and this leads to rather a panicky market. Although the raw sugar market has had rather a slump during the past week it has firmed up again and the New York market is fairly steady. Refiners state that even though the price of raw sugar should drop further it would be a matter of at least two months before the Canadian market would be directly effected. The reports from Germany on sugar beet are more favourable and this should help reduce the price of raws here later in the season. No break in the sugar market is expected here in the near future.

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

### Molasses Market Firmer

**Montreal.**  
MOLASSES.—The molasses market is affected similarly to the sugar market but not as much stress is put on its condition since the demand is not as large. There was a bigger drop in the price of molasses than in the price of sugar but since the raw market is a little steadier this week the price of molasses is unchanged at last week's quotations. No further change in this market is expected in the near future.

**Corn Syrup—**

|                                      |          |
|--------------------------------------|----------|
| Barrels, about 700 lbs. ....         | 0 10     |
| Half barrels, about 350 lbs. ....    | 0 10 1/4 |
| Quarter barrels, about 175 lbs. .... | 0 10 3/4 |
| 2 gal., 25-lb. pails, each .....     | 3 10     |
| 3 gal. 38 1/2-lb. pails, each. ....  | 4 65     |
| 5 gal. 65-lb. pails, each .....      | 4 45     |

**White Corn Syrup—**

|   |      |
|---|------|
| 2-lb. tins, 2 doz. in case, case .....    | 7 05 |
| 5-lb. tins, 1 doz. in case, case .....    | 8 05 |
| 10-lb. tins, 1/2 doz. in case, case ..... | 7 75 |

**Cane Syrup (Crystal) Diamond—**

|                                 |       |
|---------------------------------|-------|
| case (2-lb. cans) .....         | 8 50  |
| Barrels, per 100 lbs. ....      | 12 25 |
| Half barrels, per 100 lbs. .... | 12 50 |

**Prices for Island of Montreal**

|   |      |
|---|------|
| <b>Barbadoes Molasses—</b>              |      |
| Punchons .....                          | 1 50 |
| Barrels .....                           | 1 53 |
| Half barrels .....                      | 1 55 |
| Punchons, outside city .....            | 1 45 |
| <b>Fancy Molasses (in tins)—</b>        |      |
| 2 lb. tins, 2 doz. in case, case .....  | 6 00 |
| 5 lb. tins, 2 doz. in case, case .....  | 6 25 |
| 10 lb. tins, 1 doz. in case, case ..... | 6 65 |

### Package Goods Steady

**Montreal.**  
PACKAGE GOODS.—There is no change in the price of package goods this week. The market is steady in all lines. The quotations for corn flakes are back to their normal position once more. The easier corn market has accounted for the higher cost of cartons. There is an intimation that lower prices on package oats may be looked for towards the end of September.

#### PACKAGE GOODS

|  |          |
|--|----------|
| Breakfast food, case 18 .....              | 3 50     |
| Cocoonut, 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    |

### Lower Prices on Coffee

**Montreal.**  
COFFEE AND COCOA.—The coffee market is easier this week and Canadian Grocer expects to announce some lower prices on coffee next week. The change will not be great, but it will be a slight movement towards lower prices for coffee. The cocoa market remains firm with a very fair demand.

### Spice Market Still Quiet

**Montreal.**  
SPICES.—The spice market continues steady and rather quiet but it is expected that through this week and next a change in the demand will occur and a more active market will be apparent.

|   |           |
|---|-----------|
| Allspice .....                                  | 0 22      |
| Cassia (pure) .....                             | 0 33 0 35 |
| Cocoonut, pails, 20 lbs., unsweetened, lb. .... | 0 46      |
| Do., sweetened, lb. ....                        | 0 36      |
| Chicory (Canadian), lb. ....                    | 0 30      |
| Cinnamon—                                       |           |
| Rolls .....                                     | 0 35      |
| Pure, ground .....                              | 0 35 0 40 |
| Cloves .....                                    | 0 85 0 90 |
| Cream of tartar (French, pure) ..               | 0 75 0 85 |
| Do., American high test .....                   | 0 50 0 55 |
| Ginger (Jamaica) .....                          | 0 40      |
| Ginger (Cochin) .....                           | 0 35      |

|   |           |
|---|-----------|
| Mace, pure, 1-lb. tins .....                        | 0 95      |
| Mixed spice .....                                   | 0 30      |
| Do., 2 1/2 shaker tins, doz. ....                   | 1 15      |
| Nutmegs, whole—                                     |           |
| Do., 64, lb. ....                                   | 0 45      |
| Do., 80, lb. ....                                   | 0 43      |
| Do., 100, lb. ....                                  | 0 40      |
| Do., ground, 1-lb. tins .....                       | 0 65      |
| Pepper, black .....                                 | 0 39      |
| Do., white .....                                    | 0 50      |
| Pepper (Cayenne) .....                              | 0 35 0 37 |
| Pickling spice .....                                | 0 25 0 28 |
| Do., package, 2 oz., doz. ....                      | 0 40      |
| Do., package, 4 oz., doz. ....                      | 0 75      |
| Paprika .....                                       | 0 70      |
| Tumeric .....                                       | 0 28 0 30 |
| Tartaric acid, per lb. (crystals or powdered) ..... | 0 95 1 00 |
| Cardamon seed, per lb., bulk, nominal .....         | 2 00      |
| Caraway (nominal) .....                             | 0 25 0 30 |
| Mustard seed, bulk. ....                            | 0 35 0 40 |
| Celery seed, bulk (nominal) .....                   | 0 75 0 80 |
| Pimento, whole .....                                | 0 15 0 18 |

### Rolled Oats Lower

**Montreal.**  
CEREALS.—There is a great deal easier market on cereals, especially on rolled oats and oat meal. There has been a splendid crop this year and prices will likely be still easier. The present quotations on rolled oats are from \$5.40 to \$5.50 per bag. This lower market will effect the price of package oats about the end of this month.

### Rice Prices Unchanged

**Montreal.**  
RICE.—The rice market continues very quiet with no price changes.

**RICE—**

|                               |          |          |
|-------------------------------|----------|----------|
| Carolina, ex. fancy .....     | 19 00    | 21 00    |
| Do. (fancy) .....             | 18 00    |          |
| Rangoon "B" .....             | 14 00    |          |
| Rangoon "CC" .....            | 13 75    |          |
| Broken rice, fine .....       | 10 00    |          |
| Bell Rice, fine .....         | 16 00    |          |
| Bell broken rice .....        | 10 00    |          |
| Tapioca, per lb. (seed) ..... | 0 11 1/2 | 0 12     |
| Do. (pearl) .....             | 0 11 1/2 | 0 12     |
| Do. (flake) .....             | 0 11     | 0 12 1/2 |
| 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.

### New Japan Tea Arrives

**Montreal.**  
TEAS.—There is undoubtedly an easier feeling on the better lines of Ceylon and Indian teas but there is no change in price announced. The first shipments of the medium grade Japan teas of the new crop have arrived and the new quotations given below are rather stiff but seem to be firm at these quotations. It is a slight advance on previous quotations.

|                              |      |      |
|------------------------------|------|------|
| <b>Ceylons and Indians—</b>  |      |      |
| Pekoe Souchongs .....        | 0 44 | 0 48 |
| Pekoes .....                 | 0 49 | 0 55 |
| Broken Pekoes .....          | 0 50 | 0 55 |
| Broken Orange Pekoes .....   | 0 58 | 0 66 |
| <b>Javas—</b>                |      |      |
| Broken Orange Pekoes .....   | 0 58 | 0 65 |
| Broken Pekoes .....          | 0 45 | 0 50 |
| <b>Japans and Chinas—</b>    |      |      |
| Early pickings, Japans ..... | 0 63 | 0 65 |
| Do., seconds .....           | 0 50 | 0 55 |
| Hyson thirds .....           | 0 45 | 0 50 |
| Do., pts. ....               | 0 58 | 0 67 |
| Do., sifted .....            | 0 67 | 0 72 |

**Above prices give range of quotations to the retail trade.**

|                               |      |      |
|-------------------------------|------|------|
| <b>JAPAN TEAS (new crop)—</b> |      |      |
| Choice (to medium) .....      | 0 65 | 0 68 |
| Early picking .....           | 0 75 | 0 80 |
| 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.**

### Strong Fall Nut Market

**Montreal.**  
NUTS.—No change is apparent in

quotations this week on nuts. The market promises to be very strong for the Fall and Winter trade. The very easy prices that were quoted for a while on walnuts have almost disappeared with the exhaustion of the old stocks and prices current on the new crop will be much higher.

|                                     |          |      |
|-------------------------------------|----------|------|
| Almonds, Tarragona, per lb.         | 0 26     | 0 32 |
| Do., shelled                        | 0 60     | 0 68 |
| Do., Jordan                         | 0 76     | 0 84 |
| Brazil nuts (new)                   | 0 32     | 0 37 |
| Chestnuts (Canadian)                | 0 27     | 0 31 |
| Filberts (Sicily), per lb.          | 0 20     | 0 22 |
| Do., Barcelona                      | 0 25     | 0 26 |
| Hickory nuts (large and small), lb. | 0 10     | 0 15 |
| Pecans, No. 4, Jumbo                | 0 23     | 0 24 |
| Peanuts, Jumbo                      | 0 23     | 0 24 |
| Do., extra                          | 0 20     | 0 21 |
| Do., shelled, No. 1 Spanish         | 0 24     | 0 25 |
| Do., Java No. 1                     | 0 19 1/2 | 0 20 |
| Do., salted, Java, per lb.          | 0 29     | 0 30 |
| Do., shelled, No. 1 Virginia        | 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 32     | 0 35 |
| Do., large, No. 2, polished         | 0 32     | 0 35 |
| Do., Orleans, No. 2                 | 0 21     | 0 24 |
| Do., Jumbo                          | 0 60     | 0 60 |
| Pecans, shelled                     | 1 00     | 1 50 |
| Walnuts                             | 0 29     | 0 35 |
| Do., new Naples                     | 0 28     | 0 28 |
| Do., shelled                        | 0 50     | 0 50 |
| Do., Bordeaux                       | 0 63     | 0 63 |
| Do., Chilean, bags, per lb.         | 0 33     | 0 33 |

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

**Wrapping Paper Higher**

**Montreal.** WRAPPING PAPER.—Still another advance is announced this week on craft wrapping paper. The new quotation is an advance of one-cent per pound, making the price 15 3/4 cents.

**Lamp Burners Have Advanced**

**Montreal.** MISCELLANEOUS.—There are a number of changes this week in the chemical lines handled by grocers. Soda bicarbonate has advanced fifty cents on 112 lb. kegs and now costs \$5.00 per keg. Moth bals are nine cents per pound dearer. There is a reduction in the price of resin amounting to 1 1/2 cents per lb. on the ground, costing now 9 1/2 cents and a reduction of 2 cents on the white which is now quoted at 13 cents. Flaxseed is down 2 1/2 cents per pound, to 12 1/2 cents and oil cake 45 cents per bag to \$4.40. Lamp burners have advanced in price as shown in the following new quotations: D. advanced 15c. to \$3.15 per doz.; B. advanced 15c. to \$1.50 per doz.; A. advanced 10c. to \$1.25 per doz.

**French Sardines Higher**

**Montreal.** CANNED GOODS.—There are no new quotations given this week on canned fruit or vegetables. The last quotations arriving were on new sliced canned pineapple. The new supplies of French sardines will cost considerably more. The advance in price amounts to two cents a can. The new prices will be 34 cents for the canned sardines containing the bone and 36 cents for the boneless sardines.

**CANNED VEGETABLES**

|                              |      |      |
|------------------------------|------|------|
| Asparagus (Amer.) mammoth    |      |      |
| green tips                   | 6 35 | 6 35 |
| Asparagus, imported (2 1/2s) | 6 65 | 6 65 |
| Beans, golden wax            | 2 00 | 2 00 |
| Beans, Refugee               | 2 00 | 2 00 |
| Corn (2s)                    | 1 75 | 1 80 |
| Carrots (sliced), 2s         | 1 45 | 1 75 |

|                            |          |          |
|----------------------------|----------|----------|
| Corn (on cob), gallons     | 7 00     | 7 50     |
| Spinach, 3s                | 2 85     | 2 90     |
| Squash, 2 1/2-lb. doz.     | 1 50     | 1 50     |
| Succotash, 2 lb., doz.     | 1 80     | 1 80     |
| Do., Can. (2s)             | 1 80     | 1 80     |
| Do., California, 2s        | 3 15     | 3 50     |
| Do. (wine gals.)           | 8 00     | 10 00    |
| Sauerkraut, 2 1/2-lb. tins | 1 60     | 1 60     |
| Tomatoes, 1s               | 1 45     | 1 50     |
| Do., 2s                    | 1 50     | 1 55     |
| Do., 2 1/2s                | 1 82 1/2 | 1 97 1/2 |
| Do., 3s                    | 1 90     | 2 15     |
| Do., gallons               | 6 50     | 7 00     |
| Pumpkins, 2 1/2s (doz.)    | 1 50     | 1 55     |
| Do., gallons (doz.)        | 4 00     | 4 00     |
| Peas, standards            | 1 95     | 1 95     |
| Do., Early June            | 1 92 1/2 | 2 05     |
| Do., extra fine, 2s        | 3 00     | 3 00     |
| Do., Sweet Wrinkle         | 2 00     | 2 00     |
| Do., fancy, 20 oz.         | 1 57 1/2 | 1 57 1/2 |
| Do., 2-lb. tins            | 2 75     | 2 75     |
| Peas, New Pack—            |          |          |
| Standard, 2-lb.            | 1 82 1/2 | 1 82 1/2 |
| Choice, 2-lb.              | 1 87 1/2 | 1 87 1/2 |
| Early June, choice         | 2 05     | 2 05     |
| Do., standard              | 2 00     | 2 00     |
| Fine French, 2-lb.         | 2 80     | 2 80     |
| Asparagus Tips             | 4 10     | 4 10     |

**CANNED FRUITS**

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

**Raisin Market Strong**

**Montreal.** DRIED FRUIT.—Reports continue to show an abnormal demand for raisins which is sure to cause very high prices on raisins this Fall and Winter. Currants too are in big demand. The drain on supplies comes not only on the primary market but is felt locally. Quotations given below hold very firm but higher quotations will not be surprising not only on raisins, currants but on candied peel. Evaporated apples promise to be cheaper this winter in view of the big apple crop. A big export trade is expected this year for evaporated apples since the English crop is almost a failure. Prune prices are very firm at present quotations.

|                                 |          |      |
|---------------------------------|----------|------|
| Apricots, fancy                 | 0 38     | 0 38 |
| Do., choice                     | 0 34     | 0 34 |
| Do., slabs                      | 0 30     | 0 30 |
| Apples (evaporated)             | 0 19     | 0 19 |
| Peaches (fancy)                 | 0 28     | 0 30 |
| Do., choice, lb.                | 0 28     | 0 28 |
| Pears, choice                   | 0 30     | 0 35 |
| Peels—                          |          |      |
| Choice                          | 0 26     | 0 26 |
| Ex. fancy                       | 0 30     | 0 30 |
| Lemon new pack                  | 0 46     | 0 47 |
| New pack—                       |          |      |
| Orange                          | 0 48     | 0 49 |
| Citron                          | 0 75     | 0 76 |
| Choice, bulk, 25-lb. boxes, lb. | 0 22     | 0 22 |
| Peels (cut mixed), doz.         | 3 25     | 3 25 |
| Raisins (seeded)—               |          |      |
| Muscadels, 2 Crown              | 0 23     | 0 23 |
| Do., 1 Crown                    | 0 25     | 0 25 |
| Do., 3 Crown                    | 0 24     | 0 26 |
| Do., 4 Crown                    | 0 19 1/2 | 0 20 |

|  |          |          |
|--|----------|----------|
| Turkish Sultana, 5 crown                   | 0 27     | 0 27     |
| Fancy seeded (bulk)                        | 0 25     | 0 25     |
| Do., 16 oz.                                | 0 24     | 0 25     |
| Cal. seedless, cartons, 12 ounces          | 0 21     | 0 23     |
| Do., 16 ounces                             | 0 26     | 0 27     |
| Currants, loose                            | 0 20     | 0 20     |
| Do., Greek (16 oz.)                        | 0 24     | 0 24     |
| Dates, Excelsior (36-10s), pkg.            | 0 15 1/2 | 0 15 1/2 |
| Fard, 12-lb. boxes                         | 3 25     | 3 25     |
| Packages only                              | 0 19     | 0 20     |
| Dromedary (36-10 oz.)                      | 0 19     | 0 19     |
| Packages only, Excelsior                   | 0 20     | 0 20     |
| Loose                                      | 0 16     | 0 17     |
| Figs (layer), 10-lb. boxes, 2s, lb.        | 0 40     | 0 40     |
| Do., 2 1/2s, lb.                           | 0 45     | 0 45     |
| Do., 2 1/2s, lb.                           | 0 48     | 0 48     |
| Do., 2 3/4s, lb.                           | 0 50     | 0 50     |
| Figs, white (70 4-oz. boxes)               | 5 40     | 5 40     |
| Do., Spanish (cooking), 22-lb. boxes, each | 0 11     | 0 11     |
| Do., Turkish, 3 crown, lb.                 | 0 44     | 0 44     |
| Do., 5 Crown, lb.                          | 0 46     | 0 46     |
| Do., 10-lb. box                            | 2 75     | 2 75     |
| Do., mats                                  | 3 00     | 3 00     |
| Do., 23-lb. box                            | 1 90     | 1 90     |
| Do. (12 10-oz. boxes)                      | 2 20     | 2 20     |

|                        |          |          |
|------------------------|----------|----------|
| Prunes (25-lb. boxes)— |          |          |
| 20-30s                 | 0 33     | 0 33     |
| 30-40s                 | 0 30     | 0 30     |
| 40-50s                 | 0 27     | 0 27     |
| 50-60s                 | 0 23     | 0 23     |
| 60-70s                 | 0 22     | 0 22     |
| 70-80s                 | 0 20     | 0 20     |
| 80-90s                 | 0 19     | 0 19     |
| 90-100s                | 0 17 1/2 | 0 17 1/2 |
| 100-120s               | 0 16     | 0 17     |

**Apples Are Lower**

**Montreal.** FRUIT.—The feature of the fruit market this week is the higher prices on oranges. There was an advance in price last week but quotations are still higher this week. The best oranges are selling at \$10.50 per crate which is an advance of \$1.25 on last week's prices. Grape fruit are a little cheaper. Bananas are a little dearer. Canadian plums are much cheaper, being offered at 90 cents per basket. Pears and peaches are also cheaper. Duchess apples are very much cheaper and in abundant supply. They are now selling at \$5 and \$6 per barrel.

|                                   |       |       |
|-----------------------------------|-------|-------|
| Apples, early, basket             | 0 80  | 1 00  |
| Do., Duchess, per barrel          | 5 00  | 6 00  |
| Bananas (as to grade), bunch      | 6 00  | 7 00  |
| Cherries, basket                  | 1 25  | 2 00  |
| Grapefruit, Jamaican, 64, 80, 96. | 5 00  | 5 00  |
| Do., Florida, 54, 64, 80, 96.     | 6 00  | 6 00  |
| Lemons, Messina                   | 4 25  | 4 25  |
| Oranges, Cal., Valencias          | 10 50 | 10 50 |
| Do., 100s and 150s                | 10 00 | 10 00 |
| Do., 176s and 200s                | 10 50 | 10 50 |
| Cal. Navels—                      |       |       |
| 80s, 100s                         | 10 00 | 10 00 |
| 126s                              | 10 00 | 10 00 |
| 150s                              | 10 50 | 10 50 |
| 176s, 250s                        | 10 50 | 10 50 |
| Florida, case                     | 9 75  | 9 75  |
| Pineapples, crate                 | 8 50  | 8 50  |
| Watermelons, each                 | 1 00  | 1 00  |
| Canadian Peaches, 11 qts.         | 1 25  | 1 25  |
| Plums, 11 qts.                    | 0 90  | 0 90  |
| Pears, 11 qt. basket              | 1 75  | 1 75  |
| Canteloupes, crate (45)           | 9 00  | 9 00  |
| Blueberries, box (Lake St. John)  | 4 50  | 4 50  |

**Tomatoes Are Plentiful**

**Montreal.** VEGETABLES.—There is very little change in the vegetable market this week. The supply of vegetables on the market continues very good and particularly so with tomatoes. The prices asked vary considerably with the quality but prices are very low. There is very little other change as prices are already so low that farmers are disappointed with returns for their market gardening this year.

|                               |      |      |
|-------------------------------|------|------|
| Beets, per doz.               | 0 25 | 0 25 |
| Beans, wax (20-lb. bags)      | 1 00 | 1 25 |
| Do., new string (imp.) hamper | 0 20 | 0 20 |
| Cucumbers, Montreal, per doz. | 0 20 | 0 20 |
| Cabbage, Montreal, doz.       | 0 50 | 0 65 |
| Chicory, doz.                 | 0 50 | 0 50 |

|                                    |      |
|------------------------------------|------|
| Carrots, doz.                      | 0 25 |
| Corn, cob, per doz.                | 0 15 |
| Garlic, lb.                        | 0 50 |
| Horseradish, lb.                   | 0 60 |
| Lettuce (Montreal), head, per doz. | 0 75 |
| 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 40 |
| Do., sweet, hamper                 | 3 50 |
| Canadian Radishes, doz.            | 0 40 |
| Spinach, box                       | 0 75 |
| Turnips, per doz.                  | 0 40 |
| Watercress (per doz.)              | 0 75 |
| Lettuce (curly), 3 doz. in box     | 1 00 |

|                            |      |      |
|----------------------------|------|------|
| Montreal Tomatoes, per box | 0 50 | 0 75 |
| Cauliflower, per doz.      | 1 50 |      |
| Spanish Onions, per case   | 5 75 |      |

**Lower Prices on Flour**

**Montreal.**  
**FLOUR.**—Lower prices are announced for the new flour which will likely be on the market late this month. The reduction as a result of the splendid wheat crop this year will be \$1.60 per barrel. In some cases the old flour is being sold at a reduction of sixty cents a barrel.

|                                  |      |
|----------------------------------|------|
| to case                          | 7 15 |
| Do., Buckwheat Flour, 18 to case | 4 10 |

**Rolled Oats Lower**

**Toronto.**  
**CEREALS.**—The cereal market is steady with a tendency downward rather than upward. Rolled oats have declined 50 cents per bag, bringing the price down to \$5.50 per 98 pound bag. Rolled wheat and breakfast food, as yet has shown no change, but a slight shading in price is looked for.

**ONTARIO MARKETS**

**TORONTO, Sept. 10.**—There are few price changes in the market for general groceries. Sugar is unchanged with still considerable second hands being offered below market quotation. One brand of pancake and buckwheat flours has advanced also ice cream salt, salad dressing and carbonate of soda. Bulk rolled oats are lower. Canned peas are lower. Grecian currants are strong with a tendency for higher prices. Peanuts are easier. Potatoes are lower. The flour market is firm. Millfeeds are scarce.

**Sugar Situation Unchanged**

**Toronto.**  
**SUGAR.**—There are no new developments in the sugar situation. The movement from refineries remains quiet. The supply of second hand sugar is gradually moving off, although there are still large stocks that are being offered and some have changed hands at figures considerably lower than refiners' prices. Raw sugars remain weak and very little buying has materialized. St. Lawrence, extra granulated, cwt. \$22 21. Atlantic, extra granulated 22 21. Acadia Sugar Refinery, extra granulated 22 21. Canada Sugar Refinery, granulated 22 21. Dom. Sugar Refinery, extra granulated 22 21.

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

**Syrups Are Quiet**

**Toronto.**  
**SYRUPS.**—There is little demand for syrups at the present time and the market is quiet.

**Corn Syrups—**

|   |      |
|---|------|
| Barrels about 700 lbs., yellow                              | 0 10 |
| Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls. |      |
| Cases, 2-lb. tins, white, 2 doz. in case                    | 7 05 |
| Cases, 5-lb. tins, white, 1 doz. in case                    | 8 05 |
| Cases, 10-lb. tins, white, 1/2 doz. in case                 | 7 75 |
| Cases, 2-lb. tins, yellow, 2 doz. in case                   | 6 45 |
| Cases, 5-lb. tins, yellow, 1 doz. in case                   | 7 45 |
| Cases, 10-lb. tins, yellow, 1/2 doz. in case                | 7 15 |

**Cane Syrups—**

|   |      |
|---|------|
| Barrels and half barrels, lb.                         |      |
| Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over |      |
| Cases, 2-lb. tins, 2 doz. in case                     | 7 00 |

**Molasses—**

|  |      |
|--|------|
| Fancy, Barbadoes, barrels, gal.                  | 1 55 |
| Choice Barbadoes, barrels                        |      |
| New Orleans, bbls., gal.                         | 0 55 |
| 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., 1/2 doz. to case, Barbadoes       | 8 60  |
| Tins, No. 2, baking grade, case 2 doz.          | 4 20  |
| Tins, No. 3, baking grade, case of 2 doz.       | 5 50  |
| Tins, No. 5, baking grade, case of 1 doz.       | 4 60  |
| Tins, No. 10, baking grade, case of 1 1/2 doz.  | 4 25  |
| West Indies, 1 1/4s, 48s                        | 4 60  |

**Pancake Flour Higher**

**Toronto.**  
**PACKAGE GOODS.**—Teco pancake and buckwheat flours have advanced 60 cents per case, bringing the price up to \$4.20. London Kellogg's corn flakes have again been reduced and are now quoted at \$4.25 per case. Package oats are unsettled, one brand has reduced prices to \$5.60 per case and there is an indication that other brands will also follow. Other package goods are steady at unchanged quotations.

**PACKAGE GOODS**

|                                       |          |          |
|---------------------------------------|----------|----------|
| Rolled Oats, 20s, round, case         | 5 60     | 6 50     |
| Do., 20s, square, case                |          | 6 50     |
| Do., 36s, case                        |          | 4 85     |
| Do., 18s, case                        |          | 2 42 1/2 |
| Corn Flakes, 36s, case                | 4 00     | 4 25     |
| Porridge Wheat, 36s, regular, case    |          | 6 00     |
| Do., 20s, family, case                |          | 6 80     |
| Cooker Package Peas, 36s, case        |          | 4 35     |
| Cornstarch, No. 1, lb. cartons        | 0 13 1/2 |          |
| Do., No. 2, lb. cartons               | 0 12     |          |
| Laundry Starch                        | 0 11 3/4 |          |
| Do., in 1-lb. cartons                 | 0 12 1/4 |          |
| Do., in 6-lb. tin canisters           | 0 15     |          |
| Do., in 6-lb. wood boxes              | 0 15 1/4 |          |
| Celluloid Starch, case                | 5 30     |          |
| Potato Flour, in 1-lb. pks.           | 0 16     |          |
| Fine oatmeal, 20s                     | 6 75     |          |
| Cornmeal, 24s                         | 4 25     |          |
| 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              | 4 25     |          |
| Do., pearl, case                      | 4 25     |          |
| Scotch Pearl Barley, case             | 3 50     |          |
| Self-rising Pancake Flour, 30 to case | 4 20     |          |
| Do., Buckwheat Flour, 30 to case      | 4 20     |          |
| Self-rising Pancake Flour, 36 to      |          |          |

|                            | Single Bag Lots | F.o.b. Toronto |
|----------------------------|-----------------|----------------|
| Barley, pearl, 98s         | 9 00            |                |
| Barley, pot, 98s           | 7 50            |                |
| Barley Flour, 98s          | 6 25            |                |
| Buckwheat Flour, 98s       | 6 25            |                |
| Cornmeal, Golden, 98s      | 6 00            |                |
| Do., fancy yellow, 98s     | 6 75            |                |
| Oatmeal, 98s               | 7 25            |                |
| Oat Flour                  |                 |                |
| Corn Flour, 98s            | 6 75            |                |
| Rye Flour, 98s             | 6 25            |                |
| Rolled Oats, 90s           | 5 50            | 6 50           |
| Rolled Wheat, 100-lb. bbl. | 3 80            |                |
| Cracked wheat, bag         | 6 75            |                |
| Breakfast food, No. 1      | 9 00            |                |
| Do., No. 2                 | 9 00            |                |
| Rice flour, 100 lbs.       | 10 00           |                |
| Linseed meal, 98s          | 6 75            |                |
| Peas, split, 98s           | 0 08 1/2        |                |
| Blue peas, lb.             | 0 10            |                |
| Marrowfat green peas       | 0 11 1/2        |                |
| Graham Flour, 98s          | 7 65            |                |
| Farina, 98s                | 6 20            |                |

**Canned Peas Lower**

**Toronto.**  
**CANNED GOODS.**—Some of the independent packers are quoting standard peas at \$1.72 1/2 per dozen. There is apparently considerable competition in canned peas at the present time, due no doubt to the lack of interest on the part of the retail trade to stock heavy on peas as well as other canned goods. Aylmer wax beans are quoted at \$2.20 per doz. A new line of jam is on the market, Welch's Strawberriade and is quoted at \$11.30 per dozen, 15 ounce jars, put up in cases of two dozen.

**Salmon—**

|                              |      |      |
|------------------------------|------|------|
| Sockeye, 1s, doz.            | 5 80 | 5 95 |
| Sockeye, 1/2s, doz.          |      | 3 20 |
| Alaska reds, 1s, doz.        | 4 25 | 4 50 |
| Do., 1/2s                    |      | 2 50 |
| Lobsters, 1/2-lb., doz.      | 5 90 | 6 50 |
| Do., 1/4-lb. tins            | 3 25 | 3 75 |
| Whale Steak, 1s, flat, doz.  | 1 75 | 1 90 |
| Pfichards, 1-lb. talls, doz. | 1 75 | 2 10 |

**Canned Vegetables—**

|                               |          |          |
|-------------------------------|----------|----------|
| Tomatoes, 2 1/2s, doz.        | 1 95     | 2 00     |
| Peas, Standard, doz.          | 1 72 1/2 | 1 90     |
| Do., Early June, doz.         |          |          |
| Do., Sweet Wrinkle, doz.      |          |          |
| Beets, 2s, doz.               |          | 1 45     |
| Do., extra sifted, doz.       | 2 77 1/2 | 2 82 1/2 |
| Beans, golden wax, doz.       |          | 2 00     |
| Asparagus tips, doz.          | 4 25     | 4 75     |
| Asparagus butts, 2 1/2s, doz. |          | 2 50     |
| Canadian corn                 | 1 75     | 2 00     |
| Pumpkins, 2 1/2s, doz.        |          | 1 85     |
| Spinach, 2s, doz.             |          | 1 95     |
| Pineapples, sliced, 2s, doz.  | 4 90     | 5 25     |
| Do., shredded, 2s, doz.       | 4 75     | 5 25     |
| Rhubarb, preserved, 2s, doz.  | 2 07 1/2 | 2 10     |
| Do., preserved, 2 1/2s, doz.  | 2 65     | 4 52 1/2 |
| Do., standard, 10s, doz.      |          | 5 00     |
| Apples, gal., doz.            |          | 6 25     |
| Peaches, 2s, doz.             |          | 4 15     |
| Pears, 2s, doz.               | 3 00     | 4 25     |
| Plums, Lombard, 2s, doz.      | 3 10     | 3 25     |
| Do., Green Gage               | 3 25     | 3 40     |
| Cherries, pitted, H.S.        |          | 4 25     |
| Blueberries, 2s               | 2 25     | 2 40     |
| Strawberries, 2s, H. S.       |          | 5 25     |
| Blueberries, 2s               | 2 35     | 2 45     |

**Jams—**

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



|                                |      |
|--------------------------------|------|
| Strawberries, 16 oz., doz..... | 5 65 |
| Do., 4s, each .....            | 1 50 |

### Currant Market Stronger

**Toronto.**  
**DRIED FRUITS.**—Currants in primary markets are very considerably stronger. This condition has been brought about by the fact that the United States has entered the market and is bidding against England for both the available stocks in Greece and also for the new crop. Previous to prohibition the United States was a buyer of little importance, but the fact that she is now a buyer has had the effect of strengthening the market. The prune market is unchanged, but a report comes from the United States that a lower price basis is not unlikely in view of the fact that very little buying is being done and that when Oregon prices are named prices will be easier. Advance buying of new crop raisins are not heavy, wholesalers and retailers are fairly well supplied with old stock, enough apparently to supply the early Christmas trade.

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

### Spices Are Steady

**Toronto.**  
**SPICES.**—There is very little change in the spice market, pending the arrival of new crop goods. White peppers and cloves have shown a slight shading, but otherwise the entire line is in a fairly steady position.

|                                      |             |             |
|--------------------------------------|-------------|-------------|
| Allspice .....                       | 0 21        | 0 23        |
| Cassia .....                         | 0 35        | 0 40        |
| Cinnamon .....                       | 0 55        | 0 55        |
| Cloves .....                         | 0 30        | 0 30        |
| Cayenne .....                        | 0 35        | 0 37        |
| Ginger, Cochín .....                 | 0 35        | 0 35        |
| Do., Jamaica .....                   | 0 50        | 0 50        |
| Mustard, pure .....                  | 0 55        | 0 55        |
| <b>Herbs — sage, thyme, parsley,</b> |             |             |
| <b>mint, savory, Marjoram .....</b>  | <b>0 40</b> | <b>0 70</b> |
| Pastry .....                         | 0 35        | 0 38        |
| Pickling spices .....                | 0 30        | 0 30        |
| Mace .....                           | 0 80        | 0 90        |
| Peppers, black .....                 | 0 35        | 0 35        |
| Do., white .....                     | 0 45        | 0 45        |
| Paprika, lb. ....                    | 0 80        | 0 85        |
| Chillies, lb. ....                   | 0 60        | 0 60        |

|  |      |
|--|------|
| Nutmegs, selects, whole 100s....   | 0 55 |
| Do., 80s .....   | 0 60 |
| Do., 64s .....   | 0 70 |
| Do., ground .....  | 0 40 |
| Mustard seed, whole .....  | 0 20 |
| Celery seed, whole .....   | 0 70 |
| Coriander seed .....   | 0 25 |
| Caraway seed, whole .....  | 6 30 |
| Tumeric .....  | 0 28 |
| Curry Powder .....   | 0 40 |
| Cream of Tartar—   |      |
| French, pure .....   | 0 75 |
| American high-test, bulk .....   | 0 85 |
| 2-oz. packages, doz. ....  | 1 75 |
| 4-oz. packages, doz. ....  | 2 75 |
| 8-oz. tins, doz. ....  | 6 00 |
| The above quotations are for the best quality. Cheaper grades can be purchased for less. |      |

### Peanuts Easier

**Toronto.**  
**NUTS.**—The only change in the nut market is a further decline of one cent per pound on Spanish peanuts. This decline was caused more by the improved condition of exchange than market conditions. Other varieties are unchanged.

|                                    |          |          |
|------------------------------------|----------|----------|
| Almonds, Tarragonas, lb. ....      | 0 31     | 0 33     |
| Butternuts, Canadian, lb. ....     | 0 08     | 0 08     |
| Walnuts, Cal., bags, 100 lbs. .... | 0 40     | 0 45     |
| Walnuts, Bordeaux, lb. ....        | 0 29     | 0 30     |
| Walnuts, Grenobles, lb. ....       | 0 34     | 0 34     |
| Do., Marbot .....                  | 0 30     | 0 30     |
| Filberts, lb. ....                 | 0 25     | 0 25     |
| Pecans, lb. ....                   | 0 30     | 0 32     |
| Cocoanuts, Jamaica, sack .....     | 10 00    | 10 00    |
| Cocoanut, unsweetened, lb. ....    | 0 35     | 0 35     |
| Do., sweetened, lb. ....           | 0 42     | 0 42     |
| Do., shred .....                   | 0 30     | 0 30     |
| Peanuts, Spanish, lb. ....         | 0 26 1/2 | 0 26 1/2 |
| Brazil nuts, large, lb. ....       | 0 32     | 0 33     |
| Mixed nuts, bags 50 lbs. ....      | 0 32     | 0 32     |
| <b>Shelled—</b>                    |          |          |
| Almonds, lb. ....                  | 0 60     | 0 65     |
| Filberts, lb. ....                 | 0 38     | 0 38     |
| Walnuts, Bordeaux, lb. ....        | 0 63     | 0 65     |
| Peanuts, Spanish, lb. ....         | 0 21     | 0 21     |
| Do., Chinese, 30-32 to oz. ....    | 0 17     | 0 17     |
| Brazil nuts, lb. ....              | 1 00     | 1 00     |
| Pecans, lb. ....                   | 1 15     | 1 15     |

### Japan Seconds Easier

**Toronto.**  
**TEAS.**—There is little change in the market for teas. Ceylons and Indias are ruling firm with high grades continuing scarce and lower grades although plentiful, showing a firmer tone with slight advances in primary markets. Early pickings Japans opened at extremely high figures, seconds also opened at higher figures, but since then seconds are easier and prices will be around five cents per pound less, probably selling at 50 cents per pound.

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

Above prices give range of quotations to the retail trade.

### Coffee Futures Lower

**Toronto.**  
**COFFEES.**—The primary markets for coffee continue easy. Spot stocks, however, are unchanged but quotations of new crop coffees to arrive about November are lower than present prices.

|                                |      |      |
|--------------------------------|------|------|
| Java, Private Estate .....     | 0 51 | 0 53 |
| Java, Old Government, lb. .... | 0 49 | 0 50 |
| Bogotas, lb. ....              | 0 49 | 0 50 |
| Guatemala, lb. ....            | 0 48 | 0 52 |
| Mexican, lb. ....              | 0 55 | 0 55 |
| Maracaibo, lb. ....            | 0 47 | 0 48 |

|                             |      |      |
|-----------------------------|------|------|
| Jamaica, lb. ....           | 0 45 | 0 46 |
| Blue Mountain Jamaica ..... | 0 53 | 0 53 |
| Mocha, lb. ....             | 0 55 | 0 55 |
| Rio, lb. ....               | 0 35 | 0 37 |
| Santo .....                 | 0 42 | 0 42 |

### Rice Market Quiet

**Toronto.**  
**RICES.**—The rice market is quiet and unchanged. Tapioca and sago is easy and both are quoted at 11 to 12 cents per pound.

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

### Potatoes Are Lower

**Toronto.**  
**VEGETABLES.**—Potatoes are again arriving freely and quotations are lower. Present quotations are around \$1.75 per bag, but the general opinion is that lower prices will prevail in another week. In the opinion of one produce dealer potatoes will reach a low level, probably around one dollar per bag to the farmer. Spanish onions have declined 75 cents per case, bringing the price from \$6.75 down to \$6.00 for the large three section case.

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

### Peaches Are Lower

**Toronto.**  
**FRUIT.**—Local fruits are in abundance and prices generally are lower. Crawford peaches are arriving freely and prices are lower. Duchess apples are down 50 cents per box, bringing the price to \$1.50.

|                                    |       |       |
|------------------------------------|-------|-------|
| <b>Oranges, Valencia—</b>          |       |       |
| 126s .....                         | 8 00  | 8 00  |
| 150s .....                         | 9 00  | 9 00  |
| 176s, 200s, 216s, 250s.....        | 10 00 | 10 00 |
| Bananas, Port Limons .....         | 0 11  | 0 11  |
| Lemons, Cal., 240s .....           | 5 50  | 5 50  |
| Do., Messinas, 300s .....          | 5 50  | 5 50  |
| Grapefruit, Cal., 80s, 96s .....   | 4 25  | 4 50  |
| Cantaloupes, Cal., case, 45s ..... | 4 75  | 4 75  |
| Blueberries, basket .....          | 3 00  | 3 50  |
| Lawton Berries .....               | 0 35  | 0 35  |
| Pears, Bartlett's, box .....       | 6 00  | 6 00  |
| <b>Grapes—</b>                     |       |       |
| California Malaga, box .....       | 4 50  | 4 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 50  | 0 75  |
| Peaches, 6-qt. basket .....        | 0 50  | 0 75  |
| Do., 11-qt. basket .....           | 1 00  | 1 25  |

### Salad Dressing Higher

**Toronto.**  
**MISCELLANEOUS.**—Carbonate Soda in 112 pound kegs has advanced to \$5.25 Dainty Lunch mayonnaise dressing has

advanced to \$3.10 per dozen. Ice cream salt has advanced to \$2.25 per bag, country delivery and \$2.40 city delivery.

**Prepared Coffee Lower**

**Toronto.**  
**PREPARED COFFEE.** — George Washington coffee has declined 15 to 80 cents per dozen. The following are now the correct prices: small size, \$4.25 per dozen; medium, \$8.40; large, \$13.10 per dozen.

**Little Honey Offered**

**Toronto.**  
**HONEY.**—Very little honey is being offered at the present time. The shipment of New Zealand honey that was expected has not arrived. Local honey in 30 pound tins is quoted at 27 cents per pound. Comb honey is quoted at \$8.00 per case of 24 sections.

**Flour is Firmer**

**FLOUR.**—Since the decline of last

week the flour market has firmed up. Some millers are of the opinion there will be a slight advance very soon in view of the rising wheat market.

**Flour—**

|   |       |
|---|-------|
| Old Crop Government Standard, in jute bags, per barrel..... | 14 25 |
| Patent Firsts, in jute bags, per barrel.....                | 13 75 |
| Do., Seconds, in jute bags, per barrel.....                 | 13 25 |

**Millfeeds Scarce**

**Toronto.**  
**MILLFEEDS.**—Bran and shorts are very scarce at the present time. This shortage is caused by the slow delivery of the new crop wheat and till there is an improvement in deliveries, no relief can be expected in the shortage of millfeeds.

**Millfeeds—**

|                      |       |
|----------------------|-------|
| Shorts, per ton..... | 57 25 |
| Bran, per ton.....   | 52 25 |

**WINNIPEG MARKETS**

**W**INNIPEG, Sept. 10.—Sugar has declined again this week, apparently due to competitive selling. Sugar syrups have declined 65 to 95 cents per case. New pack blueberries are offered at prices that compare favorably with last year. Teas and coffees are firmer. Dried apricots are on the market and are being quickly bought up. Smyrna Sultana raisins are being offered at four to five cents per pound lower than the California variety. Oranges and bananas are scarce at high prices. Vegetables are plentiful and quotations are lower. Honey is higher than last year.

**Sugar Lower**

**Winnipeg.**  
**SUGAR.**—There has been no improvement so far in the raw sugar market. It is still remaining weak, and few sales are noted. The local market on refined sugar since our last issue has shown a slightly further decline. The demand is still light but the trade feel that the demand will be very much improved in a very short time, as retailers will soon have their stocks reduced to a point where it will be necessary to purchase further supplies.

|  |       |
|--|-------|
| Redpath, granulated, 100-lb. bag.....      | 21 30 |
| St. Lawrence, gran., 100-lb. bag.....      | 21 30 |
| Atlantic, granulated, 100-lb. bag.....     | 21 30 |
| Dominion, granulated, 100-lb. bag.....     | 21 30 |
| Acadia, granulated, 100-lb. bag.....       | 21 30 |
| Yellow Sugar, No. 2, 100-lb. bag.....      | 20 80 |
| Powdered Sugar, 50-lb. boxes, per cwt..... | 21 85 |
| Icing Sugar, 50-lb. boxes, per cwt.....    | 21 95 |
| Lump Sugar, soft, 100-lb. boxes.....       | 22 25 |
| Do., hard, 100-lb. boxes, per box.....     | 22 45 |
| Cubes, 100-lb. boxes, per box.....         | 21 95 |

**Cane Syrup Declines**

**Winnipeg.**  
**SYRUPS.**—Rogers' Golden Cane syrup has declined 65 cents a case on twos, and 95 cents on fives and tens. Corn syrup remains very steady and it has been intimated that no further declines are expected within the next 45 or 60 days.

**CANE SYRUPS—**

|                                    |       |
|------------------------------------|-------|
| 2-lb. tins, 2 doz. in case.....    | 8 80  |
| 5-lb. tins, 1 doz. in case.....    | 10 30 |
| 10-lb. tins, 1/2 doz. in case..... | 9 80  |
| 20-lb. tins, 1/4 doz. in case..... | 9 55  |

**CORN SYRUP—**

|   |      |
|---|------|
| Cases, 2 lb. tins, white, 2 doz. in case.....     | 7 35 |
| Cases, 5 lb. tins, white, 1 doz. in case.....     | 8 40 |
| Cases, 10 lb. tins, white, 1/2 doz. in case.....  | 8 05 |
| Cases, 20 lb. tins, white, 1/4 doz. in case.....  | 8 05 |
| Cases, 2 lb. tins, yellow, 2 doz. in case.....    | 6 75 |
| Cases, 5 lb. tins, yellow, 1 doz. in case.....    | 7 80 |
| Cases, 10 lb. tins, yellow, 1/2 doz. in case..... | 7 55 |
| Cases, 20 lb. tins, yellow, 1/4 doz. in case..... | 7 55 |

**MAPLE SYRUP—**

|   |       |
|---|-------|
| Pure, 2 1/2 lbs. tins, case of 2 doz..... | 26 90 |
| Pure, 5s, per case of 1 doz.....          | 24 50 |
| Pure, 10s, per case of 1/2 doz.....       | 23 25 |

**TABLE SYRUP—**

|   |       |
|---|-------|
| Maple flavor, 2 1/2 lbs. tins, per case of 2 doz..... | 13 75 |
| Do., 2s, tins, per case of 1 doz.....                 | 12 00 |
| Do., 1s, tins, case of 1/2 doz.....                   | 11 50 |
| 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, 1/2 doz. case..... | 9 70  |

**MOLASSES, BLACKSTRAP—**

|                             |      |
|-----------------------------|------|
| 1 1/2s, 4 doz. in case..... | 5 10 |
| 2s, 4 doz. in case.....     | 4 70 |
| 2 1/2s, 4 doz. in case..... | 4 40 |
| 3s, 4 doz. in case.....     | 4 40 |
| 4s, 4 doz. in case.....     | 4 35 |

**Starch Market Steady**

**Winnipeg.**  
**STARCH.**—From the latest reports manufacturers have intimated no future changes in starch for probably 45 or 60 days.

**Cornstarch, 1-lb. pkgs., per lb.....** 0 12

**Do., No. 1 quality, 1-lb. pkgs.....** 0 13 1/2

**Gloss, 1-lb. pkgs., per lb.....** 0 14 1/4

**Celufoid, 1-lb. pkg., per case.....** 5 65

**New Pack Blueberries**

**Winnipeg.**  
**CANNED GOODS.**—The prices on new pack of canned blueberry have been named and are quoted at \$7.00 for number twos. There is going to be a fair pack of all kinds of canned fruits and vegetables and the price of the whole will not be very much different from last year.

**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     |
| Do., 1/2s, 4 doz. case, doz.....            |       | 6 00     |
| Oyster, 1s, 4 oz., 4 doz. case, cs.....     |       | 8 60     |
| Do., 2s, 8 oz., 2 doz. case, case.....      |       | 7 60     |
| Pilehards, 1s, tall, 4 doz. case, case..... |       | 7 50     |
| Do., 1/2s, flat, 8 doz. case, case.....     |       | 10 00    |
| Salmon—                                     |       | per case |
| Sockeye, 1s, tall, 4 doz. case.....         |       | 21 75    |
| Do., 1/2s, flat, 8 doz. in case.....        |       | 23 50    |
| Red Spring, 1s, tall, 4 doz. case.....      |       | 15 75    |
| Do., 1/2s, flat, 8 doz. case.....           |       | 17 75    |
| Coho, 1s, tall, 4 doz. case.....            |       | 14 50    |
| Do., 1/2s, flat, 8 doz. case.....           |       | 16 50    |
| Pink, 1s, tall, 4 doz. case.....            |       | 10 40    |
| Do., 1/2s, flat, 8 doz. case.....           |       | 12 25    |
| Humpback, 1s, tall, 4 doz. case.....        |       | 8 60     |

**CANNED FRUIT (Canadian)**

|   |      |          |
|---|------|----------|
|   |      | Per case |
| Apples, 6 tins in case, per case.....   | 3 40 | 3 85     |
| Blueberries, 2s, 2 doz. case.....       |      | 9 00     |
| Cherries, 1s, 4 doz. case.....          |      | 11 00    |
| Gooseberries, 2s, 2 doz. case.....      |      | 9 60     |
| Lawtonberries, 2s, 2 doz. case.....     |      | 9 50     |
| Peaches, 2s, 2 doz. case.....           |      | 8 50     |
| Pears, 2s, 2 doz. case.....             | 6 50 | 8 20     |
| Plums, Green Gage, 2s, 2 doz. case..... |      | 6 15     |
| Light Syrup—                            |      |          |
| Plums, Lombard, 2s, 2 doz. case.....    |      | 5 75     |
| Raspberries, 2s, 2 doz. case.....       | 9 50 | 9 60     |
| Strawberries, 2s, 2 doz. case.....      |      | 10 50    |

**CANNED FRUITS (American)**

|   |  |       |
|---|--|-------|
| Apricots, 1s, 4 doz. case.....          |  | 13 00 |
| Peaches, 2 1/2s, 2 doz. case.....       |  | 18 20 |
| Peaches, sliced, 1s, 4 doz. case.....   |  | 14 00 |
| Do., halved, 1s, 4 doz. case.....       |  | 13 95 |
| Do., 2s, 2 doz. case.....               |  | 3 50  |
| Pears, 1s, 4 doz. case.....             |  | 16 00 |
| Pineapple, sliced, 2s, 2 doz. case..... |  |       |

**CANNED VEGETABLES**

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

**Bean Market Firm**

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

**Fine Tea Firmer**

**Winnipeg.**  
**TEA.**—Fine tea is reported firmer and the very low grades are reported much easier. The demand on the local market is greatly improved and it is in evidence

that the stocks held by retailers are getting reasonably low.

**INDIA AND CEYLON**

|                                  |      |      |
|----------------------------------|------|------|
| Pekoe Souchongs, first quality   | 0 48 | 0 50 |
| Do., second quality              | 0 44 | 0 45 |
| Pekoes, first quality            | 0 49 | 0 53 |
| Do., second quality              | 0 45 | 0 47 |
| Broken Pekoe, first quality      | 0 52 | 0 60 |
| Broken Orange Pekoe, first qual. | 0 58 | 0 68 |
| Japan                            | 0 52 | 0 60 |

**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 Firmer**

**Winnipeg.**  
**COFFEE.**—The coffee market is showing greater activity with upward tendencies. Mexican coffee remains very firm and good grades are hard to procure, due principally, to the difficulty of transportation.

**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 |
| In 1/2-lbs., per doz.   | 8 25 |
| In 1/4-lbs., per doz.   | 1 70 |
| In small size, per doz. | 1 25 |

**Spices Firmer**

**Winnipeg.**  
**SPICES.**—All lines of spices are much firmer with advancing tendencies. Spot stocks in the United States are rapidly being depleted due largely to the very light imports this year. Pepper remains very firm, while cloves are a little easier.

**WHOLE SPICE**

|  |      |
|--|------|
| Allspice, Jamaica, best quality, lb.         | 0 23 |
| Cassio, Batavia, per lb.                     | 0 35 |
| Do., China, per lb.                          | 0 25 |
| Chillies, per lb.                            | 0 55 |
| Do., No. 1, per lb.                          | 0 53 |
| Cinnamon, Ceylon, per lb.                    | 0 85 |
| Do., No. 10, carton, doz.                    | 1 00 |
| Cloves, Penang, per lb.                      | 0 95 |
| Do., Amboyna, per lb.                        | 0 90 |
| Do., Zanzibar, per lb.                       | 0 85 |
| Ginger, washed, Jamaica, No. 1               | 0 55 |
| Do., Jamaica No. 2                           | 0 40 |
| Do., Japan or Africa, lb.                    | 0 30 |
| Mace, extra bright Penang, lb.               | 0 80 |
| Nutmegs, ex. large brown, 70 to lb., per lb. | 0 70 |
| Do., large brown, 85 to lb., lb.             | 0 65 |
| Do., med. brown, 110 to lb., lb.             | 0 55 |
| Do., carton of six, per doz.                 | 0 80 |
| Pepper, black, Singapore ex., lb.            | 0 36 |
| Do., white, do., per lb.                     | 0 50 |
| Pickling, 1/4-lb. pkg., per doz.             | 1 00 |
| Do., bulk, No. 1, per lb.                    | 0 28 |
| Do., No. 2, per lb.                          | 0 25 |

**GROUND SPICE**

|                                   |      |
|-----------------------------------|------|
| Allspice, bulk, per lb.           | 0 25 |
| Do., 2 oz. cartons                | 0 80 |
| Do., 4 oz. cartons                | 1 20 |
| Cassia, No. 1, bulk, per lb.      | 0 35 |
| Do., No. 2, bulk, per lb.         | 0 30 |
| Do., No. 1, 2 oz. cartons         | 1 00 |
| Do., No. 1, 4 oz. cartons         | 1 50 |
| Cinnamon, bulk, per lb.           | 0 45 |
| Do., 2 oz. cartons                | 1 15 |
| Do., 4 oz. cartons                | 1 75 |
| Cloves, bulk, per lb.             | 0 90 |
| Do., 2 oz. cartons                | 1 70 |
| Do., 4 oz. cartons                | 2 75 |
| Cayenne, No. 1, bulk, per lb.     | 0 40 |
| Do., No. 1, 2 oz. cartons         | 1 10 |
| Do., No. 1, 4 oz. cartons         | 1 65 |
| Ginger, No. 1, bulk, per lb.      | 0 58 |
| Do., No. 1, 2 oz. cartons         | 1 25 |
| Do., No. 1, 4 oz. cartons         | 1 95 |
| Do., No. 2, bulk, per lb.         | 0 40 |
| Mace, No. 1, bulk, per lb.        | 0 85 |
| Do., No. 1, 2oz. cartons          | 1 65 |
| Do., No. 1, 4 oz. cartons         | 2 70 |
| Nutmeg, No. 1, bulk, per lb.      | 0 50 |
| Do., No. 1, 2 oz. cartons         | 1 25 |
| Do., No. 1, 4 oz. cartons         | 1 85 |
| Pstry spice, No. 1, bulk, per lb. | 0 40 |
| Do., No. 1, 2 oz. cartons         | 1 20 |

|                                      |      |
|--------------------------------------|------|
| Do., No. 1, 4 oz. cartons            | 1 80 |
| Pickling spice, No. 1, bulk, per lb. | 0 38 |
| White Pepper, No. 1, bulk, per lb.   | 0 49 |
| Do., No. 2, Singapore, per lb.       | 0 47 |
| Black pepper, No. 1, bulk, per lb.   | 0 35 |
| White pepper, No. 1, 2 oz. cartons   | 1 20 |
| Do., No. 1, 4 oz. cartons            | 1 95 |
| Black pepper, No. 1, 2 oz. cartons   | 0 95 |
| Do., No. 1, 4 oz. cartons            | 1 60 |

**Louisiana Rice Offered**

**Winnipeg.**  
**RICE.**—Louisiana rise is now being offered and is quoted at 16 to 17 cents a pound. It will be about a month before it is on our local market.

**RICE**

|   |          |
|---|----------|
| No. 1 Japan, 100-lb. sacks, lb.           | 0 14 3/4 |
| Do., 50-lb. sacks, lb.                    | 0 14 3/4 |
| Siam, Elephant, 100-lb. bags              | 0 11 1/2 |
| Do., 50-lb. bags, lb.                     | 0 11 3/4 |
| Sago, sack lots, 130 to 150 lbs., per lb. | 0 09 1/2 |
| Do., in less quantities, lb.              | 0 10     |
| Tapioca, pearl, per lb.                   | 0 09 1/2 |

**New Apricots Arrive**

**Winnipeg.**  
**DRIED FRUITS.**—New apricots have arrived and as they have been off the market for some time, they are in great demand. Samples of the new crop of Smyrna sultana raisins have been offered to the trade at a considerable lower figure than similar lines offered by the California dealers. These raisins come packed in a thirty pound box and are from 4 to 5 cents a pound cheaper. These are being offered for immediate shipment from Smyrna. The sultana crop this year will be smaller than expected. The general opinion prevails that there will not be more than 22,000 tons, as compared to 30,000 tons in 1919. The quality of these raisins is exceptionally good. Samples of the new pack red and black raisins are expected the first week in September. Prices will be higher this year. The European crop of currants is reported less than last year. The opening prices have not yet been given.

**DRIED FRUIT**

|                                    |          |
|------------------------------------|----------|
| Evaporated Apples, per lb.         | 0 19     |
| Currants, 90-lb., per lb.          | 0 22     |
| Do., 8 oz., pkgs., 6doz. case, lb. | 0 16 1/2 |
| Dates, Hallowee, bulk, lb.         | 0 23     |
| Do., Tunis, bulk, lb.              | 0 26     |
| Do., Package, 3 doz. case, lb.     | 0 17     |
| Figs, Spanish, per lb.             | 0 16 1/4 |
| Do., Smyrna, per lb.               | 0 23     |
| Do., black, cartons, per carton    | 0 80     |
| Loganberries, 4 doz. case, pkt.    | 0 35     |
| Peaches, standard, per lb.         | 0 29     |
| Do., choice, per lb.               | 0 27 1/2 |
| Do., fancy, per lb.                | 0 32     |
| Do., Cal., in cartons, per carton  | 1 56     |
| Do., unpitted, per lb.             | 0 24     |
| Pears, extra choice, per lb.       | 0 30     |
| Do., Cal., cartons, per carton     | 1 75     |

**Prunes**

|                              |          |
|------------------------------|----------|
| 30-40s, 25s, per lb.         | 0 32     |
| 40-50s, 25s, per lb.         | 0 27     |
| 50-60s, 25s, per lb.         | 0 21     |
| 60-70s, 25s, per lb.         | 0 18 1/4 |
| 70-80s, 25s, per lb.         | 0 17     |
| 80-90s, 25s, per lb.         | 0 17     |
| 90-100s, 25s, per lb.        | 0 16 1/4 |
| In 5-lb. cartons, per carton | 1 30     |

**Raisins**

|  |          |
|--|----------|
| Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg. | 0 24     |
| Choice seeded, 15 oz., 3 doz. to case, per pkg.            | 0 28     |
| Fancy seeded, 11 oz., 4 doz. to case, per pkg.             | 0 21     |
| Choice seeded, 11 oz., 4 doz. to case, per pkg.            | 0 19     |
| Cal. bulk, seeded, 25-lb. boxes                            | 0 25 1/2 |
| Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.        | 0 21     |
| Do., bulk., seedless, 25-lb. boxes, per lb.                | 0 28     |
| Apricots, choice, 25s, lb.                                 | 0 45     |
| Do., 10s, lb.  | 0 47     |
| Do., Standard, 45s, lb.                                    | 0 40     |

|                       |      |
|-----------------------|------|
| Do., choice, 10s, lb. | 0 42 |
| Do., fancy, 45s, lb.  | 0 50 |
| Do., do., 10s, lb.    | 0 52 |

**Brazil Nuts Higher**

**Winnipeg.**  
**NUTS.**—The situation on shelled almonds this week is that the foreign exchange rates have advanced considerably and as usual have cost corresponding movement in the price of almonds. There is very little report regarding the walnut market, as it is practically the same as last year. Booking for Fall delivery are fairly heavy. Brazil nuts opened up higher than last year, the crop only being about 30 per cent. normal.

**NUTS, Shelled**

|                                 |          |          |
|---------------------------------|----------|----------|
| Almonds, per lb.                | 0 63     | 0 65     |
| Spanish Peanuts, No. 1, per lb. | 0 24 1/2 | 0 24 1/2 |
| Pecans, per lb.                 | 1 15     | 1 15     |
| Walnuts, per lb.                | 0 64     | 0 65     |

**Nuts in shell**

|                                  |      |      |
|----------------------------------|------|------|
| Peanuts, roasted, Jumbo, per lb. | 0 25 |      |
| Almonds, per lb.                 | 0 35 |      |
| Filberts, per lb.                | 0 30 |      |
| Walnuts, per lb.                 | 0 25 | 0 35 |
| Pecans, per lb.                  | 0 32 |      |

**Oranges Scarce and High**

**Winnipeg.**  
**FRUITS.**—Oranges are very scarce and prices high. Bananas are also scarce. Ontario plums and peaches arriving freely. Washington crop of peaches arrived this week and are being offered at \$3.00 a case. New Washington Italian prunes are expected this week.

**FRUITS**

|                                  |      |      |
|----------------------------------|------|------|
| Lemons, Cal., per case           | 6 00 | 7 00 |
| Bananas, per lb.                 | 0 14 | 0 14 |
| Peaches                          | 3 00 | 3 00 |
| Plums, per case                  | 3 50 | 3 50 |
| Cantaloupe, Stand., per case     | 5 00 | 5 00 |
| Do., Flats, 12s to 15s, per case | 3 00 | 3 00 |
| Cocoanuts, 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 |
| 176s                  | 11 00 |
| 150s                  | 10 00 |
| 126s                  | 9 00  |
| New Apples, per box   | 4 00  |
| Pears, per case       | 6 00  |
| Raspberries, per case | 7 50  |

**Vegetables Are Lower**

**Winnipeg.**  
**VEGETABLES.**—Local vegetables are arriving freely and are being offered at a much lower figure. Local tomatoes of good quality have been offered for 12 and 1-2 cents a pound, while Ontario are bringing from \$1.25 to \$1.50 a basket.

**VEGETABLES**

|                                      |          |      |
|--------------------------------------|----------|------|
| Carrots, new, per lb.                | 0 03     |      |
| Beets, new, per lb.                  | 0 02     |      |
| Turnips, new, per lb.                | 0 02     |      |
| Leaf Lettuce, per doz.               | 0 40     |      |
| Radish, per doz.                     | 0 50     |      |
| Green Onions, per doz.               | 0 30     |      |
| Cucumbers (hothouse), per doz.       | 2 25     |      |
| Cabbage (new), per lb.               | 0 02     |      |
| New Potatoes, per bushels            | 1 65     |      |
| Onions (Cal. Bermuda sack), per sack | 3 50     | 1 00 |
| Peas, per lb.                        | 0 15     |      |
| Cauliflower, per doz.                | 1 50     |      |
| Cauliflower, per doz.                | 1 50     |      |
| Celery (B.C.), per doz.              | 0 11     | 0 12 |
| Rhubarb, per lb.                     | 0 08 1/2 |      |
| Tomatoes, per basket                 | 1 25     | 1 50 |
| Head Lettuce, per doz.               | 1 75     |      |

**New Honey Higher**

**Winnipeg.**  
**HONEY.**—The opening prices have been named on honey and are higher than last year's prices. Twenty-four 12's glass, \$10.00 per case; 24 1/2's tins, \$21.50 per case; 12-5 pound tins, \$21.00 per case.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., September 9.—Rogers B. C. syrup dropped 70 cents per case on 2s and 95 cents on other sizes. Patent flour is quoted at \$13.60 per barrel. Government standard flour has been lowered to \$13.05 per barrel. Candles and parowax are higher. Brazil nuts to arrive are quoted at 30 cents per pound. On soaps there has been a slight readjustment of prices. New laid eggs supplies very short. Local potatoes are unchanged. B. C. cantaloupes are arriving in good shape, quoted at \$4.75 per case.

|   |             |
|---|-------------|
| Flour, Government Standard, 96s, per barrel | 13 05       |
| Flour Patents, 96s, per barrel              | 13 60       |
| Flour, 96s, per bbl.                        | 14 60       |
| Beans, B.C.                                 | 8 00 8 50   |
| Rolle doats, 80s                            | 5 30        |
| Rice, Siam                                  | 12 60 15 00 |
| Japan, No. 1                                | 14 50 15 50 |
| Tapioca, lb.                                | 0 09 0 11½  |
| Sago, lb.                                   | 0 09 0 11   |
| Sugar, pure cane, granulated, cwt.          | 21 97       |
| Cheese No. 1, Ont., large                   | 0 32½ 0 34  |
| Alberta cheese, twins                       | 0 29        |
| Do., large                                  | 0 31        |
| Butter, creamery, lb.                       | 0 60        |
| Do., dairy, lb.                             | 0 45 0 50   |
| Lard, pure, 3s                              | 17 10 17 40 |
| Eggs, new laid, local case                  | 19 00 20 00 |
| Do., storage, case                          | 17 00 18 00 |
| Tomatoes, 21½s, standard, case              | 4 60 4 75   |
| Wax and Green Beans, 2s, case               | 4 60 4 85   |
| Corn, 2s, case                              | 4 25 4 50   |
| Peas, 2s, standard, case                    | 4 50 4 75   |
| New early June peas, case                   | 4 50        |
| Strawberries, 2s, Ontario, case             | 9 75 10 40  |
| Raspberries, 2s, Ontario, case              | 10 60 11 70 |
| Gooseberries, 2s                            | 11 30       |
| Cherries, 2s, red, pitted                   | 9 00 9 50   |
| Apples, evaporated, 50s                     | 0 19 0 21   |
| Do., 25s, lb.                               | 0 23½ 0 24½ |
| Peaches, evaporated, lb.                    | 0 25 0 28   |
| Do., canned, 2s                             | 8 50        |
| Prunes, 90-100s                             | 0 17        |
| Do., 70-80s                                 | 0 18½       |
| Potatoes, local, ton                        | 45 00 50 00 |

## Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., September 9.—The sugar situation in Halifax wholesale quarters still remains unchanged, but further developments are expected shortly. Oats are down to \$1.50 per bush, a decline of 10 cents. Strictly fresh eggs are selling at 70 cents per dozen, an advance of 3 cents. Red Spring salmon, flats, have declined 50 cents per case, bringing the price to \$10.50. A sharp advance of \$1.50 per case on oranges, now quoted at \$11.50 to \$12. Cornmeal is listed at \$5 per bag, a 50 cent. decline on last week's quotation.

|                                   |           |
|-----------------------------------|-----------|
| Flour, No. 1 patents, bbl., Man.  | 16 50     |
| Cornmeal, bags                    | 5 00      |
| Rolled oats, per bag              | 6 50      |
| Rice, Siam, per 100 lbs.          | 15 50     |
| Tapioca, 100 lbs.                 | 17 00     |
| Molasses (extra fancy Barbadoes)  | 1 65      |
| Sugar, standard, granulated       | 22 10     |
| Do., No. 1, yellow                | 19 50     |
| Cheese, Ont., twins               | 0 30      |
| Eggs, fresh, doz.                 | 0 70      |
| Lard, compound                    | 0 24      |
| Lard, pure, lb.                   | 0 29      |
| American clear pork, per bbl.     | 48 00     |
| Tomatoes, 21½s, standard, doz.    | 2 20      |
| Breakfast bacon                   | 0 48      |
| Hams, aver. 9-12 lbs.             | 0 43      |
| Do., aver. 12-18 lbs.             | 0 43      |
| Do., aver. 18-25 lbs.             | 0 41      |
| Roll bacon                        | 0 35      |
| Butter, creamery, per lb.         | 0 66 0 67 |
| Do., creamery solids              | 0 61 0 62 |
| Do., dairy, per lb.               | 0 50 0 55 |
| Do., tubs                         | 0 52 0 53 |
| Raspberries, 2s, Ont., doz.       | 4 90      |
| Peaches, 2s, standard, doz.       | 4 50      |
| Corn, 2s, standard, doz.          | 2 00      |
| Peas, standard, doz.              | 2 10      |
| Apples, gal., N.S., doz.          | 5 25      |
| Strawberries, 2s, Ont., doz.      | 5 10      |
| Salmon, Red Spring, flats, cases  | 22 50     |
| Do., Pinks                        | 10 50     |
| Do., Cohoes                       | 15 00     |
| Do., Chums                        | 8 00      |
| Evaporated Apples, per lb.        | 0 21      |
| Dried Peaches, per lb.            | 0 29      |
| Potatoes, Natives, per 90-lb. bag | 2 75      |
| Beans, white                      | 5 50      |
| Do., Yellow Eye                   | 7 50      |
| Lemons, Cal., case                | 7 50      |
| Grapefruit, Cal., case            | 5 00      |
| Oranges, Cal., 100s               | 11 50     |
| Do., Cal., 200s                   | 12 00     |
| Bananas, per lb.                  | 0 10 0 11 |
| Oats, per bush.                   | 1 50      |

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 9.—The Provincial Exhibition here this week is drawing large crowds and has increased business locally. Flour has declined to \$16.40. Cornmeal is down 25 cents, bringing the price to \$4.50 per bag. Rolled oats are 50 cents higher, now quoted at \$12.75. Molasses is down 10 cents per gallon. Cheese has advanced slightly, now selling at 30 to 31 cents per pound. Eggs are scarce, quotations on fresh eggs are 72 to 75 cents, and case eggs are 68 to 69 cents per dozen. Potatoes are coming plentiful and prices are holding at \$4.50 per barrel.

|                                   |             |
|-----------------------------------|-------------|
| Flour, No. 1 patents, bbls., Man. | 16 40       |
| Cornmeal, gran., bags             | 6 75        |
| Cornmeal, ordinary                | 4 50        |
| Rolled oats                       | 12 75       |
| Rice, Siam, per 100 lbs.          | 14 25 14 50 |
| Tapioca, 100 lbs.                 | 16 00 17 00 |
| Molasses                          | 1 60        |
| Sugar—                            |             |
| Standard, granulated              | 22 10       |
| No. 1 yellow                      | 21 60       |
| Cheese, N.B.                      | 0 30 0 31   |
| Eggs, fresh, doz.                 | 0 72 0 75   |
| Do., case                         | 0 68 0 69   |
| Lard, pure, lb.                   | 0 28½ 0 29½ |
| Do., compound                     | 0 24½ 0 24½ |
| American clear pork               | 47 00 50 00 |
| Tomatoes, 21½s, standard, case    | 4 35        |
| Beef, corned, 1s                  | 4 00 4 20   |
| Breakfast bacon                   | 0 43 0 46   |
| Butter, creamery, per lb.         | 0 60 0 65   |

|                                  |             |
|----------------------------------|-------------|
| Do., dairy, per lb.              | 0 55 0 60   |
| Do., tub                         | 0 50 0 55   |
| Peaches, 2s, standard, case      | 7 45 7 50   |
| Corn, 2s, standard, case         | 3 95        |
| Peas, standard, case             | 4 00        |
| Apples, gal., N.B., doz.         | 5 00        |
| Strawberries, 2s, Ont., case     | 9 75        |
| Salmon, Red Spring, flats, cases | 22 50       |
| Do., Pinks                       | 15 00 15 60 |
| Do., Cohoes                      | 7 50        |
| Do., Chums                       | 0 21 0 21½  |
| Evaporated Apples, per lb.       | 0 21 0 21½  |
| Do., Peaches, per lb.            | 0 27½ 0 28  |
| Potatoes, Natives, per barrel    | 4 50        |
| Lemons, Cal., case               | 7 00 7 50   |
| Grapefruit, Cal., case           | 8 00        |
| Bananas, per lb.                 | 0 11 0 12   |
| Oranges, case                    | 9 00 12 00  |

## ESSENTIAL FOR BULK GOODS

Continued from page 31

proved system for handling his goods.

When the margin on even the highest grade coffees in roasters' packages is reduced to less than twenty per cent., one needs to take thought of how he is to handle coffee in some way that will pay him his needful 25 to 33 1-3 per cent.

In the study, one must discriminate most skillfully between what items are best handled in bulk and which in packages, and care must be exercised to see that changes in conditions are conformed with in packaging. There is no blanket rule applicable to all cases. Constant care and observation, with quick adaptability, is needful to save the business life of the retail grocer today.

You cannot afford to feed rats and mice, dogs and cats. You can neither sustain the direct losses of flies who lay mites in your pickles and dried fruit to spoil it, nor the indirect loss of customers who are driven away by getting inferior goods or fine goods in bad condition.

You cannot afford to have stocks lost under old-fashioned counters, in partly emptied boxes which have been covered by new arrivals put on top of them and thus damaged by being kept too long before they are discovered. Nor can you afford the loss of interest and the vastly more serious loss due to slowed down turnover which results from the carrying of double stocks of surplus goods.

All these disadvantages can be overcome and eliminated by the use of modern equipment, the sanest, soundest, investment any merchant can make.

"Travelling" grocery stores are operated in the Middle West, constructed on a large motor chassis for the convenience of rural communities. There is no rent, heat nor light to pay and the provisions are offered for sale at wholesale prices.

# PRODUCE AND PROVISIONS

## A Meat Slicer Means Big Increase in Provision Trade

T. Booth and Sons, Courtenay, B.C., Are Now Getting More Business in Ham and Bacon—Facilitates Serving of People—Where Service Counts.

"SINCE buying a meat slicer our business in smoked and cooked meats has increased wonderfully," W. Booth, of T. Booth and Sons, Courtenay, B.C., remarked recently to a representative of Canadian Grocer. "We are now getting considerably more trade in these lines since the installation of the slicer. Apart from the increased sales, which, of course, is of first importance, the convenience and facility with which it permits customers to be served has made it worth more than its actual cost to us. Customers like to have their bacon and ham cut a certain thickness, and this is not always possible without a slicer. With a knife one gets slices of varied thickness, and I think there is a certain amount of waste that can be eliminated with a slicer. The fact that people will buy these lines only where there is a slicer is sufficient reason for having one. It brings new trade to the store."

### Business Has Trebled

T. Booth and Sons opened this store three years ago. W. Booth, who is the manager, is a returned soldier, and since coming back from the war he has made a number of changes. The town depends on the farming and lumbering of the surrounding district for its maintenance. Considerable new equipment has been placed in the store, and Mr. Booth insists on neatness and cleanliness in his place at all times. An auto truck is kept for delivering orders, and where three years ago two employees constituted the staff there are now eight clerks. The business in that time has trebled. Service to the public has been largely responsible for this remarkable increase, coupled with salesmanship of an efficient character. Mr. Booth endeavors to have his sales staff something more than mere order takers, and with this end in view all are urged to sell lines other than there asked for, an effort being made to introduce real selling ability behind various goods.

## Salmon Run is Larger Than Was Anticipated

Ottawa, Sept. 7.—"On the whole the condition of the salmon fishery on the west coast is very satisfactory," said W. A. Found, Assistant Deputy Minister of Fisheries, who has recently returned after a prolonged inspection trip. "The run to the Fraser, while comparatively small, is considerably larger than was anticipated," he continued, "but the river can never be brought back to its maximum of productivity until some international agreement for its protection has been consummated."

Mr. Found said that the run of sockeye in the different areas was quite good. Smith's Inlet and Rivers' Inlet had splendid runs, and the run of sockeye in the Skeena, now the most important salmon-fishing area in British Columbia, was considerably better than in

1915 or 1916, which were the cycles of production corresponding with this year's run.

## Are Restocking Northern Lakes

Ten Millions of Whitefish Fingerlings Have been Deposited in Lake Nipigon

Toronto, Sept.—Hon. F. C. Biggs, Minister of Public Works, is just back from an inspection trip to Lake Nipigon and Lake Nipissing, where he made a thorough study of Government fishing operations, inspected the equipment and generally familiarized himself with the whole scheme.

Despite the pressure being brought to bear upon him by the commercial fishermen, who want the Government to get out of the business, it is unlikely that Mr. Biggs will favor the stoppage of all operations. It is probable that any curtailment there will be in the future will be made with an eye to the conservation of the fish supply in the two lakes. The minister is a firm believer in restocking and conservation, and no more fish will be taken out of the lakes than can be spared.

"This year we have placed ten million whitefish fingerlings in Lake Nipegon," he said, "and that is more than twice the number of whitefish taken out last year."



Illustrating the attractive arrangement of the store of T. Booth & Sons, at Courtenay, B.C.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Sept. 10—There are no price changes this week in the produce market. The conditions have been rather quiet. The English market is free again for Canadian bacon on a competitive basis. Cheese production is improved. Eggs are imported to Montreal. Butter is not coming as freely. The shortage of beef cattle and hogs still continues. Fresh lake fish is in good supply.

### Fresh Meat Shortage

**Montreal.**  
**FRESH MEATS.**—No change is apparent this week in the market for fresh meats. The prices remain steady and rather firm except on grass cattle which is slightly easier. The shortage of beef cattle being offered still remains. The harvest and the tendency of the farmers to hold out for higher prices have hindered cattle buying but a change is looked for. This is the season of the year when the largest number of cattle are expected at the packing houses but they have not appeared and the drovers not able to purchase.

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

### Barrelled Meats Quiet

**Montreal.**  
**BARRELLED MEATS.**—The market for barrelled meats continues very quiet with little or no demand. Prices are unchanged.

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

### Bacon Unchanged

**Montreal.**  
**BACON.**—There is no change in the bacon market this week and prices remain unchanged. The British Government have withdrawn the control of bacon prices in England and the market is open once more to natural trade. This will have a great effect on the Canadian market since Canada is a big exporter of bacon to England and once more prices will be on a competitive basis. This may or may not affect

prices in Canada. It depends largely on the English market conditions.

| BACON—                     |      |      |  |
|----------------------------|------|------|--|
| Breakfast, best            | 0 37 | 0 46 |  |
| Smoked Breakfast           | 0 28 | 0 44 |  |
| Cottage Rolls              |      | 0 40 |  |
| Picnic Hams                |      | 0 30 |  |
| Wiltshire                  | 0 36 | 0 44 |  |
| <b>MEDIUM SMOKED HAMS—</b> |      |      |  |
| Weight, 8-14, long cut     |      | 0 40 |  |
| Do., 14-20                 |      | 0 40 |  |
| Do., 20-25                 |      | 0 36 |  |
| Do., 25-35                 |      | 0 32 |  |
| Over 35 lbs.               |      | 0 30 |  |

### Cooked Meats in Demand

**Montreal.**  
**COOKED MEATS.**—The seasonable demand for cooked meats continues. The prices remain unchanged although there is decidedly a shortage in good meats.

|                           |      |      |  |
|---------------------------|------|------|--|
| Jellied pork tongues      | 0 49 |      |  |
| Jellied pressed beef, lb. | 0 35 |      |  |
| Ham and tongue, lb.       | 0 42 |      |  |
| Veal                      | 0 30 |      |  |
| Hams, cooked              | 0 63 | 0 67 |  |
| Shoulders, roast          |      | 0 50 |  |
| Shoulders, boiled         |      | 0 42 |  |
| Pork pies (doz.)          |      | 0 80 |  |
| Mince meat, lb.           | 0 19 | 0 20 |  |
| Sausage, pure pork        |      | 0 25 |  |
| Bologna, lb.              |      | 0 18 |  |
| Ox tongue, tins           |      | 0 65 |  |

### Cheese Production Improves

**Montreal.**  
**CHEESE.**—Figures this week show a decided improvement in the cheese production as far as Quebec is concerned. The receipts in Montreal this week rank many thousand boxes better than receipts of last week. Despite this the receipts for the month are over eighty thousand boxes less than the same month last year. There is little export going on on account of the weakness of the foreign exchange at the present time. Local prices remain unchanged.

|                           |      |      |  |
|---------------------------|------|------|--|
| 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 | 0 35 |  |
| Quebec                    | 0 28 | 0 29 |  |

### Shortening Steady

**Montreal.**  
**SHORTENING.**—There is no change in the shortening market this week. The market is steady and no change is expected in the near future.

| SHORTENING—                |       |  |  |
|----------------------------|-------|--|--|
| Tierces, 400 lbs., per lb. | 0 25¼ |  |  |
| Tubs, 50 lbs., per lb.     | 0 25¼ |  |  |
| Pails, 20 lbs., per lb.    | 0 26  |  |  |
| Bricks, 1 lb., per lb.     | 0 27  |  |  |

### Lard Prices Remain Firm

**Montreal.**  
**LARD.**—The lard market has continued steady since the last decline in

price. The sales are very good and in view of the situation at the packers and the shortage of hogs being bought the market will remain firm for some time.

| LARD—             |       |  |  |
|-------------------|-------|--|--|
| Tierces, 360 lbs. | 0 26¼ |  |  |
| Tubs, 60 lbs.     | 0 27  |  |  |
| Pails, 20 lbs.    | 0 27¼ |  |  |
| Bricks            | 0 29  |  |  |

### Margarine Sales Slow

**Montreal.**  
**MARGARINE.**—There is no change in the margarine prices this week. The market is quiet and sales are limited.

| MARGARINE—                        |      |      |  |
|-----------------------------------|------|------|--|
| Prints, according to quality, lb. | 0 35 | 0 40 |  |
| Tubs, according to quality, lb.   | 0 31 | 0 34 |  |

### Creamery Butter Scarce

**Montreal.**  
**BUTTER.**—Creamery butter offerings have slightly fallen off this week. Probably the heavy harvest season has in some degree cut down the amount of cream brought to the creameries. The offerings fall far short of that of last year. Prices continue firm at the high level that has been current. The supply of dairy butter on the market locally has improved but the demand for it is limited. Prices are unchanged.

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

### Montreal Imports Eggs

**Montreal.**  
**EGGS.**—The shortage of eggs here has become so acute that in some cases eggs have been imported from the United States. This is just the reverse of what occurred last winter. There has been a steady drain on cold storage supplies and this may mean much higher prices in the winter. The market price this week is however unchanged but offerings are much short of the demand.

|                 |      |  |  |
|-----------------|------|--|--|
| Fresh, new-laid | 0 72 |  |  |
| Do., selects    | 0 68 |  |  |
| No. 1           | 0 60 |  |  |

### Fresh Fish in Good Supply

**Montreal.**  
**FRESH FISH.**—There is no change this week in the fresh fish market. Fresh lake fish is coming in in better supply as is also Pacific halibut. Haddock and cod are in good supply.

| FRESH FISH    |      |      |  |
|---------------|------|------|--|
| Haddock       | 0 08 |      |  |
| Steak cod     | 0 10 | 0 11 |  |
| Market cod    | 0 07 |      |  |
| Mackerel      | 0 16 |      |  |
| Flounders     | 0 08 |      |  |
| Prawns        | 0 50 |      |  |
| Live Lobsters | 0 60 |      |  |
| Skate         | 0 12 |      |  |
| Shrimps       | 0 50 |      |  |

# ONTARIO MARKETS

**T**ORONTO, Sept. 10—The produce and provision markets show some declines this week. Beef cuts are all lower. Spring lamb and mutton are also lower. Calves are a shade higher. Eggs, butter and cheese are firm, but quotations are unchanged. Poultry is slightly easier and supplies have improved. The fish market is steady under an active demand.

## Beef Cuts Lower

**Toronto.**  
**FRESH MEATS.**—The run of cattle at the stock yards during the past week has shown considerable improvement which has resulted in beef cuts declining. Loin is down six cents per pound making the present quotations 30 to 36 cents. Other beef cuts are down around two cents per pound. Calves are a shade firmer. Spring lamb, yearling lamb and mutton are down two to three cents per pound. Live hogs are slightly higher but the general opinion is that the hog market will be easier within the next week.

### FRESH MEATS

|  |       |       |
|--|-------|-------|
| <b>Hogs—</b>   |       |       |
| Dressed, 70-100 lbs., per cwt.                                 | 26 00 | 28 00 |
| Live, off cars, per cwt.                                       | 20 75 | 21 25 |
| Live, fed and watered, per cwt.                                | 20 50 | 21 00 |
| Live, f.o.b., per cwt.   | 19 50 | 19 75 |
| <b>Fresh Pork—</b>   |       |       |
| Legs of pork, up to 18 lbs.                                    | 0 39  |       |
| Loin of pork, lb.  | 0 45  |       |
| Fresh hams, lb.  | 0 40  |       |
| Tenderloins, lb.   | 0 61  |       |
| Spare ribs   | 0 17  |       |
| Picnics, lb.   | 0 28  |       |
| New York shoulders, lb.  | 0 32½ |       |
| Boston butts, lb.  | 0 38  |       |
| Montreal shoulders, lb.  | 0 33  |       |
| <b>Fresh Beef—from Steers and Heifers—</b>                     |       |       |
| Hind quarters, lb.   | 0 26  | 0 28  |
| Front quarters, lb.  | 0 14  | 0 16  |
| Ribs, lb.  | 0 28  | 0 34  |
| Chucks, lb.  | 0 14  | 0 16  |
| Loin, whole, lb.   | 0 30  | 0 36  |
| Hips, lb.  | 0 23  | 0 26  |
| Cow beef quotations about 2c per pound below above quotations. |       |       |
| Calves, lb.  | 0 26  | 0 30  |
| Spring lamb, lb.   | 0 26  | 0 28  |
| Yearling, lamb, lb.  | 0 20  | 0 24  |
| Sheep, whole, lb.  | 0 10  | 0 15  |
| Above prices subject to daily fluctuations of the market.      |       |       |

## Cured Meats Steady

**Toronto.**  
**PROVISIONS.**—Cured meats are ruling steady. In one quarter boneless backs are quoted 2 cents per pound higher but generally quotations are unchanged. Dry salt meats and barrel pork are also unchanged.

|   |       |       |
|---|-------|-------|
| <b>Hams—</b>  |       |       |
| Small, 6 to 12 lbs.   | 0 48½ | 0 50  |
| Medium, 12 to 20 lbs.   | 0 47½ | 0 48½ |
| Large, 20 to 35 lbs., each lb.  | 0 14  | 0 43½ |
| Heavy, 25 to 35 lbs.  | 0 38½ |       |
| Heavy, 35 lbs. and upwards  | 0 35½ |       |
| <b>Backs—</b>   |       |       |
| Skinned, rib, lb.   | 0 52  | 0 54  |
| Boneless, per lb.   | 0 60  | 0 64  |
| Rolled  | 0 67  |       |
| <b>Bacon—</b>   |       |       |
| Breakfast, ordinary, per lb.  | 0 46  | 0 48  |
| Breakfast, fancy, per lb.   | 0 49  | 0 53  |
| Breakfast, special trim.  | 0 60  |       |
| Roll, per lb.   | 0 35  | 0 38  |
| Wiltshire (smoked sides), lb.   | 0 41  |       |
| Wiltshire, three-quarter cut.   | 0 45  |       |
| Wiltshire, middle   | 0 47  |       |
| <b>Dry Salt Meats—</b>  |       |       |
| Long clear bacon, av., 50-70 lbs.   | 0 28  |       |
| Do., av. 80-90 lbs.   | 0 27  |       |
| Clear bellies, 15-30 lbs.   | 0 30½ |       |
| Fat backs, 10 to 12 lbs.  | 0 25  |       |
| Out of pickle prices range about 2c per pound below corresponding cuts above. |       |       |
| <b>Barrel Pork—</b>   |       |       |
| Mess pork, 200 lbs.   | 38 00 |       |

|   |       |
|---|-------|
| Short cut backs, bbl. 200 lbs.                            | 54 00 |
| Pickled rolls, bbl. 200 lbs.—                             |       |
| Lightweight   | 66 00 |
| Heavy   | 60 00 |
| Above prices subject to daily fluctuations of the market. |       |

## Cooked Meats Unchanged

**Toronto.**  
**COOKED MEATS.**—Boiled hams are quoted at 65 to 68 cents per pound according to the trim. Jellied meats are in better demand. Head cheese is quoted at 17 cents per pound. The market is steady with no price changes noted.

|   |      |      |
|---|------|------|
| Boiled hams, lb.  | 0 65 | 0 68 |
| Hams, roast, without dressing, lb.                        | 0 63 | 0 66 |
| Boiled shoulders  | 0 54 |      |
| Head cheese, 6s, lb.                                      | 0 17 |      |
| Cheese jellied ox tongue, lb.                             | 0 66 |      |
| Jellied calves tongue                                     | 0 52 |      |
| Ham bologna, lb.  | 0 20 |      |
| Large bologna, lb.  | 0 17 | 0 18 |
| Spice beef, lb.   | 0 32 |      |
| Above prices subject to daily fluctuations of the market. |      |      |

## Egg Market Firmer

**Toronto.**  
**EGGS.**—The egg market is a shade firmer this week. There is practically no movement in or out of storage at the present time and there are indications that the market will remain quite firm. Fresh eggs are quoted at 60 to 63 cents per dozen and extra selects at 65 to 66 cents.

|   |      |      |
|---|------|------|
| <b>EGGS—</b>  |      |      |
| Fresh, selects  | 0 65 | 0 66 |
| Fresh   | 0 60 | 0 63 |
| Fresh selects in cartons                                      | 0 66 | 0 72 |
| Prices shown are subject to daily fluctuations of the market. |      |      |

## Cheese Market Ruling Firm

**Toronto.**  
**CHEESE.**—The cheese market is firm with quotations ruling around 30 to 31 cents per pound. Prices on the board are up about 1-1-4 cents per pound but produce men have not changed quotations.

|  |      |      |
|--|------|------|
| <b>CHEESE—</b>   |      |      |
| Large, old   | 0 33 | 0 34 |
| Do., new   | 0 30 | 0 31 |
| Stilton  | 0 35 | 0 36 |
| Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese. |      |      |

## Butter a Shade Firmer

**Toronto.**  
**BUTTER.**—The butter market is firm with a good demand for the higher grades at the advanced prices noted last week. The lower grades of which there is a large supply are also a shade firmer. No. 1 quality creamery is quoted at 63 cents and the lower grades at 59 cents.

|                          |      |      |
|--------------------------|------|------|
| <b>BUTTER—</b>           |      |      |
| Creamery, prints         | 0 59 | 0 63 |
| Dairy prints, fresh, lb. | 0 53 | 0 58 |

## Lard Has Advanced

**Toronto.**  
**LARD.**—The easy market for lard which has prevailed for some weeks,

has shown considerable strength during the week and quotations are up 1-1-2 cents per pound. The easy tone was caused by an over supplied market. These surplus stocks are now moved off which has resulted in the market condition as stated above.

|  |      |  |
|--|------|--|
| <b>LARD—</b>   |      |  |
| 1-lb. prints   | 0 29 |  |
| Tierces, 400 lbs.  | 0 27 |  |
| In 60-lb. tubs ½ cent higher than tierces, and in ¼ cent higher than tierces, and 1-lb. prints 2c higher than tierces. |      |  |

## Shortening Steady

**Toronto.**  
**SHORTENING.**—The market for shortening is ruling steady under the recent declines. It is the general opinion that the lowest prices have now been reached.

|  |       |       |
|--|-------|-------|
| <b>SHORTENING—</b>   |       |       |
| 1-lb. prints   | 0 25  |       |
| Tierces, 400 lbs.  | 0 21½ | 0 22½ |
| In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¼ cent higher than tierces. |       |       |

## Margarine Quiet

**Toronto.**  
**MARGARINE.**—There is no change in margarine. The market is quiet under a steady demand.

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

## Fish in Active Demand

**Toronto.**  
**FISH.**—There has been an increased demand for fish during the past week probably caused by the Canadian National Exhibition. Fresh herrings are slightly higher now quoted at 10 to 11 cents per pound but otherwise the market is steady.

### FRESH SEA FISH.

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

### FROZEN FISH

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

### SMOKED FISH

|              |           |
|--------------|-----------|
| Haddies, lb. | 0 13      |
| Fillet, lb.  | 0 18      |
| Kippers, box | 2 25 2 50 |

## Poultry Prices Maintained

**Toronto.**  
**POULTRY.**—There are good supplies of fowl arriving and prices paid by commission men are down around 2 cents per pound but quotations to retailers are unchanged.

|   |       |         |
|---|-------|---------|
| Prices paid by commission men at Toronto: |       |         |
|   | Live  | Dressed |
| Turkeys                                   | 30 35 | 30 40   |
| Roosters                                  | 0 25  | 0 25    |
| Fowl, over 5 lbs.                         | 0 32  | 0 32    |
| Fowl, 4 to 5 lbs.                         | 0 30  | 0 30    |
| Fowl, under 4 lbs.                        | 0 28  | 0 28    |
| Ducklings                                 | 0 25  | 0 35    |
| Guinea hens, pair                         | 1 25  | 1 50    |
| Spring chickens, live                     | 0 33  | 0 40    |
| Prices quoted to retail trade—            |       |         |
|   |       | Dressed |
| Heans, heavy                              | 0 32  | 0 39    |
| Do., light                                | 0 30  | 0 35    |
| Chickens, spring                          | 0 35  |         |
| Ducklings                                 | 0 30  | 0 40    |

## WINNIPEG MARKETS

**W**INNIPEG, Sept. 10—The produce and provision market in Winnipeg is holding very steady. Hams and bacon are unchanged while we find cooked meats in good demand. Creamery butter is firm with upward tendencies. Egg receipts have dropped off and the market is becoming firmer. There is a good demand for all kinds of fish.

### Hog Market Steady

**Winnipeg.**  
**FRESH MEAT.**—The hog market remains unchanged, selects are being offered for \$20.25 per cwt. All other lines of fresh meat remain practically unchanged.

|                           |       |
|---------------------------|-------|
| <b>HOGS—</b>              |       |
| Selected, live, cwt. .... | 20 25 |
| Heavy, cwt. ....          | 17 00 |
| Light, cwt. ....          | 18 00 |
| Sows, cwt. ....           | 15 00 |

|                                       |       |
|---------------------------------------|-------|
| <b>Fresh Pork—</b>                    |       |
| Legs of pork, up to 20 lbs., lb. .... | 0 39½ |
| Spare ribs, lb. ....                  | 0 18½ |
| Loin of pork, lb. ....                | 0 37½ |
| Fresh hams, lb. ....                  | 0 39  |
| Tenderloin, lb. ....                  | 0 57  |
| Picnics, lb. ....                     | 0 27  |
| Shoulders, lb. ....                   | 0 28  |

|  |      |
|--|------|
| <b>Fresh Beef—from Steers and Heifers—</b> |      |
| Hind quarters, lb. ....                    | 0 21 |
| Front quarters, lb. ....                   | 0 10 |
| Whole carcass, good grade, lb. ....        | 0 15 |

|                                      |      |
|--------------------------------------|------|
| <b>Mutton—</b>                       |      |
| Choice wethers, 55-70 lbs., lb. .... | 0 25 |
| Choice ewes, lb. ....                | 0 20 |

|                              |      |
|------------------------------|------|
| <b>Lams—</b>                 |      |
| Choice, 30-45 lbs., lb. .... | 0 28 |

### Ham and Bacon Steady

**Winnipeg.**  
**PROVISIONS.**—Demand for ham and bacon remains very steady, with no change in prices.

|                                      |       |
|--------------------------------------|-------|
| <b>HAMS—</b>                         |       |
| 8 to 16 lbs., per lb. ....           | 0 51  |
| 16 to 20 lbs., per lb. ....          | 0 46½ |
| Boneless, 8 to 15 lbs., per lb. .... | 0 52½ |
| Skinned, 14 to 18 lbs., per lb. .... | 0 49  |
| Do., 18 to 22 lbs., per lb. ....     | 0 48  |

|  |       |
|--|-------|
| <b>BACON—</b>                                  |       |
| Backs, 5 to 12 lbs., smoked ....               | 0 61½ |
| Do., 12 to 16 lbs., smoked ....                | 0 58  |
| Do., 10 to 14 lbs., skinned and peamealed .... | 0 59½ |
| Do., 4 to 10 lbs., sliced ....                 | 0 61½ |
| Cottage rolls, boneless ....                   | 0 41½ |

### Cooked Meats in Demand

**Winnipeg.**  
**COOKED MEATS.**—The demand for cooked meats has been very active, prices remain steady.

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

### Creamery Butter Firm

**Winnipeg.**  
**BUTTER.**—Creamery butter is firm with possibility of higher prices in very near future. The supply of dairy butter is fairly good.

|                                      |      |
|--------------------------------------|------|
| Creamery, best table grade ....      | 0 63 |
| Dairy Butter, best table grade. .... | 0 50 |
| Margarine ....                       | 0 37 |

### Cheese Market Varies

**Winnipeg.**  
**CHEESE.**—The cheese market has varied considerably. The market declined, but has since reacted, advancing one cent per pound recently.

|                              |       |
|------------------------------|-------|
| Ontario, large, per lb. .... | 0 33  |
| Do., twins, per lb. ....     | 0 38½ |

|                              |      |
|------------------------------|------|
| Manitoba large, per lb. .... | 0 30 |
| Do., twins, per lb. ....     | 0 31 |

### Eggs Firmer

**Winnipeg.**  
**EGGS.**—Egg receipts have dropped off considerably during the past week and the market has shown a firmer tendency. Fresh farm eggs are quoted at 65 cents a dozen, with fresh candled being offered at 50 cents a dozen.

### Lard Steady

**Winnipeg.**  
**LARD.**—There has been no change in the lard and shortening market since last report. Lard is being quoted at 28 1-2 cents pound and shortening at 23 1-2 per pound.

|   |       |
|---|-------|
| Pure Lard, No. 1 quality, per lb. ....                | 0 28½ |
| (in tierces of 400 pounds.)                           |       |
| Do., wooden pails, 20 lb. pails ....                  | 6 20  |
| Shortening, wooden pails, 20-lb. pails, per pail .... | 5 20  |
| Shortening, tierces of 400 lbs., per lb. ....         | 0 23½ |

### Fish in Good Demand

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

|                               |      |
|-------------------------------|------|
| <b>FRESH FISH</b>             |      |
| Fresh Whitefish, per lb. .... | 0 15 |
| Fresh Halibut, per lb. ....   | 0 22 |
| Fresh Salmon, per lb. ....    | 0 34 |
| Fresh Pickerel, per lb. ....  | 0 16 |
| Fresh Trout, per lb. ....     | 0 22 |

### Consistently Read and Studied Canadian Grocer

*The buyer for a large wholesaler in Western Canada came to the West a few years ago and started as a clerk for an Italian grocer. The store was dirty, the stock was a jumble, but that Italian had the knack of making friends, keeping them, and making money. The clerk earned more than he got. He continued to earn more than he received. He got more. He studied the grocery business, and, as he said himself, "I have consistently read and studied Canadian Grocer for years, and probably that is why I sit here, instead of writing invoices."*

J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., has returned from a four month's trip to his native home in the Old Country—Cumberland County, England. Mrs. Hanley accompanied him. He attended the Canadian National Exhibition and was a visitor at the Toronto office of Canadian Grocer on his way west.

## Organizes New Branches of R.M.A. in Eastern Ontario

J. C. Campbell, secretary of the Ottawa and Eastern Ontario district of the Retail Merchants' Association, recently made an automobile trip through the eastern part of the province, organizing and generally furthering the interests of the retail trade in many small centres. He was accompanied on part of his trip by Henry Watters of the National Association and U. J. Goselin, organizer. New branches were opened at Winchester, Chesterville and Cardinal, Ont., and the way was paved for the establishment of six additional branches in different places some time next month. On the trip, altogether 80 new members were gained for the association, and merchants generally were impressed with the useful work being accomplished by the association, and were very optimistic in regard to future retail trade conditions.

### SUSPENSION OF APPLE ORDER United Kingdom Announces Suspension of Apple Control Order from Aug. 1 to Nov. 14

The Food Administration of the United Kingdom have announced the suspension of the Apple Control Order from August 1 to November 14. After November 14 the maximum retail price of apples will be 10d. per pound, which is 1d per pound in excess of the maximum retail price obtaining since December 6, 1918. After November 14 the maximum control price to primary handlers will again be effective, but it is expected that a new schedule will be issued shortly, and as the retail maximum has been raised it is assumed that the wholesale maximum will also be slightly advanced.

The following cable has been received from A. E. Griffith, Dominion Department of Agriculture, officially dated London, England, August 7.

"On and after November 15 Canadian, Maine and Western State apples in barrels of not less than 12 pounds will be controlled at maximum first receivers' price of 68s per barrel. British Columbian, Washington, Californian and Oregon apples in boxes not less than 40 pounds, 23s 6d per box; not less than 37 pounds 61s 2d per box."

W. H. Staten, of Chas. E. Cormier Rice Co., Ltd., of New Orleans, was a recent visitor to Winnipeg, and is renewing his acquaintance with the Western representatives, the Donald H. Bain Company.

The night watchman at the plant of Libby, McEil and Libby, Chatham, Ont., was held up at the point of a revolver the other night, and after binding him and gagging him, searched the premises, but made their flight before obtaining the object of their raid.





## For Your "Best" Trade

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

# "DIALSTONE"

## Brand Hams and Bacon

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

### In Your Next Order Specify

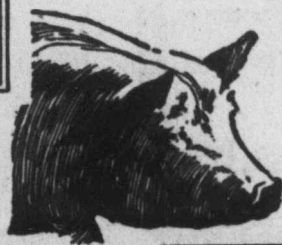
- "DIALSTONE" HAMS—Average 10 to 14 lbs.
- "DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.
- "DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

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

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WILLIAM LIMITED  
TORONTO

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## For Grocery Stores

This is a splendid style for grocers' stores. Dimensions are 84 ins. high, 46 ins. wide and 26 ins. deep. Ash case, dark golden finish. Ice box, galvanized iron. Inside walls of cooling chamber, white enamelled—adjustable shelves.

Now is the time to install a good Refrigerator. Our Catalogue illustrates a number of styles. Prices gladly quoted. Prompt deliveries.

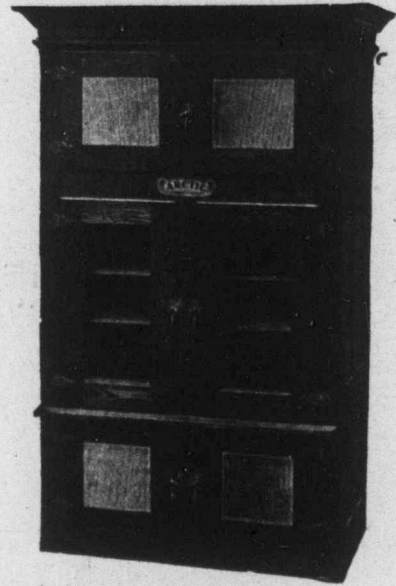
### John Hillock & Co., Limited

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will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected olives, Pimento and Malt Vinegar.

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Toronto and Winnipeg  
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# Brunswick Brand

## Sea Foods

are steady, profitable business-builders, and are worthy of a regular berth in your displays.

Especially at this season of the year, their palatable goodness and delightful flavor, coupled with their great convenience and reasonable price, will appeal to campers, picnickers and summer cottagers in a big way. Keep your Brunswick Brand stock well displayed and tell your customers that they are ready to serve without cooking. This suggestion alone will increase your summer sales immensely. Just try it.



## Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

“Quick Profits!” That’s a favorite slogan of ours. It’s an *alias* for Gunns’ Easifirst—the quick seller, the satisfaction giver. Quality and big advertising march with it.

Phone Junction 3400  
for your supplies.

**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



**Can You Supply the Demand?**

This season is the time when customers will be asking for something to make Sandwiches, Croquettes, Salads, etc. Suggest Scotch Snack—but be sure and have a good stock on hand and display it well.

Nothing Just as Good.

**ARGYLL BUTE, Reg., Montreal, Que**

**COSGRAVE'S  
PURE MALT VINEGAR**

Cosgrave's makes a neat display on your shelves. And its quality makes a fine impression on your customers. No waste when you handle Cosgrave's—and no complaints. We absolutely guarantee every bottle. Prices are standard and widely advertised—25c and 15c per bottle. Ask your jobber for Cosgrave's.



**TORONTO VINEGAR WORKS, TORONTO**

**Dominion Spring  
Clothes Pins**



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

**There's greater Satisfaction**

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

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

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

**TOMATO PASTE**

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**  
340 ST. ANTOINE STREET - - - - MONTREAL, QUE.

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

**LEMON BROS.**  
OWEN SOUND - - - ONTARIO

# LANKA—Meaning Ceylon

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon—the name used in a quaint folk-lore poem called the "Ramayana"—translated from the Sanskrit.

Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens—the tea which gives your customers the best that British growers can produce.

**WM. BRAID & CO.**

Vancouver, Canada

*Packers of the Famous Braid's Best Tea and Coffee*

Agents for Ontario  
S. H. MOORE & COMPANY, Toronto

They will thank you for bringing it to their notice—for recommending this exquisite blend of Ceylon's finest growth.



**Display This  
Handsome Package**

## Five good reasons for selling.....



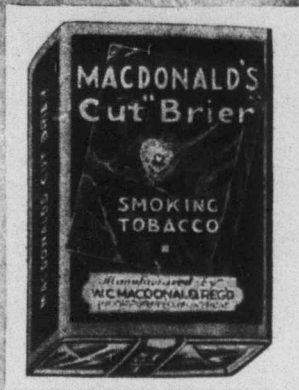
**White Swan  
Wheat Flakes**



- 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

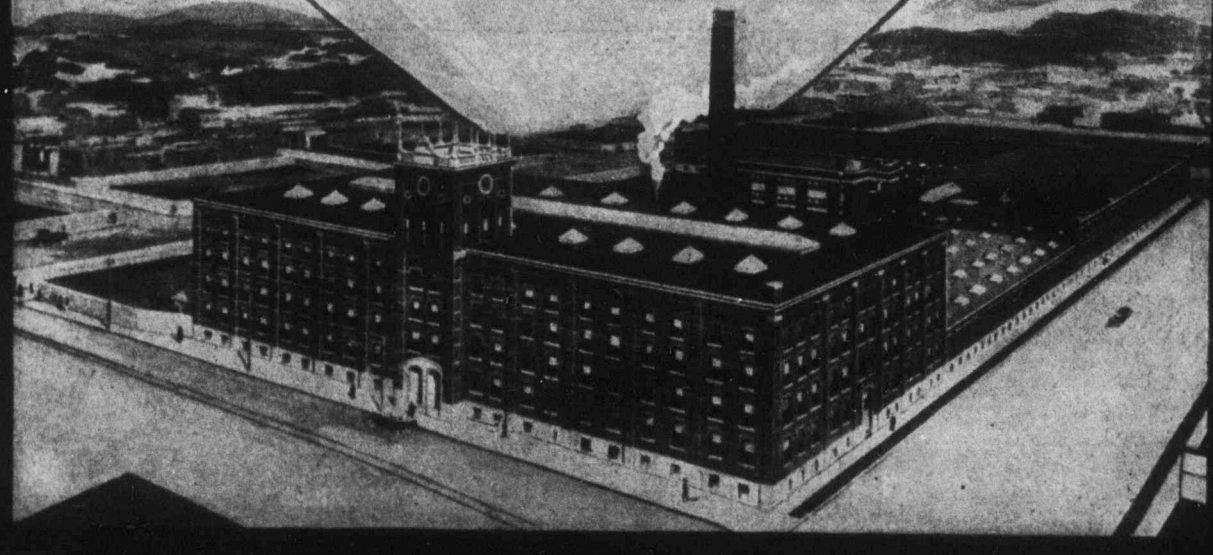
*The tobacco  
with a heart*



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

## THE MAPLE PRODUCTS ACT

Copies of the new Maple Products Act have just been printed by the Government at Ottawa for circulation to all persons interested. The new law prohibits the use of the word maple alone or in combination with other words on the label of any article that is an imitation of maple syrup or sugar. Considerable confusion has arisen on the application of this law. It is now definitely established that the word maple or any part of the word maple may be used on products that do not resemble maple syrup or sugar. For example, the law in no way affects the sale of Maple Leaf Flour, Maple Leaf Lard, Maple Buds or Mapleine, as one of our leading legal authorities pointed out. Mapleine is a product sold extensively for flavoring cakes, puddings and also for making syrup which has a maple taste. The fact that Mapleine is sold in the form of an essence which could not possibly be mistaken by anyone for maple syrup or maple sugar is the reason why it does not come under the Maple Product Act.

This information will be of use to hundreds of merchants who have had a demand for Mapleine but who were reticent about selling it, fearing that it might be an infringement of the law. Mapleine and other maple flavors may now be sold quite freely and without fear of violating the law.

**Frederick E. Robson & Co.**

25 Front St. East - Toronto, Can.

# N. B.

# Egg

# Carriers

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

Prompt Shipment.

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

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### JAMS

DOMINION CANNERS, LTD.  
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies,  
Guaranteed Fresh Fruit and  
Pure sugar only.  
Screw Vac. Top Glass Jars, 16 oz.  
Strawberry ..... \$5 15  
Currant, Black ..... 5 05  
Pear ..... 4 40  
Peach ..... 4 40  
Plum ..... 4 20  
Apricot ..... 4 50  
Cherry ..... 4 35  
Gooseberry ..... 4 50

### "AYLMER" PURE ORANGE MARMALADE

Per doz.  
12 oz. Glass, Screw Top, 2 doz. in case ..... 3 25  
16 oz. Glass, Screw Top, 2 doz. in case ..... 3 95  
16 oz. Glass, Tall, Vacuum, 2 doz. in case ..... 3 95  
2's Tin, 2 doz. per case ..... 6 15  
4's Tin, 12 pails in crate, per pail ..... 1 00  
5's Tin, 8 pails in crate, per crate ..... 1 25  
7's Tin or Wood, 6 pails in crate ..... 1 74  
30's Tin or Wood, one pail in crate, per lb. ..... 0 24

### PORK AND BEANS "DOMINION BRAND"

Per doz.  
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case ..... \$0 85  
1s Pork and Beans, Flat, Plain, 4 doz. to case ..... 0 92½  
1s Pork and Beans, Flat, Tom. Sause, 4 doz. to case 0 95  
1s Pork and Beans, Tall, Plain, 4 doz. to case ..... 0 95  
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case ..... 0 97½  
1½s (20 oz.), Plain, per doz. 1 25  
Tomato or Chili Sauce ..... 1 27½  
2s Pork and Beans, Plain, 2 doz. to the case ..... 1 50  
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case ..... 1 52½  
2½s Tall, Plain, per doz. .... 2 00  
Tomato or Chili Sauce ..... 2 35  
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles. Per doz.  
¼ Pts., Aylmer Quality ..... 1 80  
12 oz., Aylmer Quality ..... 2 55

Per Jug  
Gallon jugs, Aylmer Quality, \$1 65  
Per doz.  
Pints, Delhi Epicure ..... \$2 75  
½ pints, Red Seal ..... 1 25  
Pints, Red Seal ..... 1 90  
Quarts, Red Seal ..... 2 40  
Gallons, Red Seal ..... 6 45

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

CONDENSED MILK  
Terms—Net 30 days.  
Eagle Brand, each 48 cans ..... \$12 50  
Reindeer Brand, each 48 cans 12 00  
Silver Cow, each 48 cans ..... 11 50  
Gold Seal, Furity, ea. 48 cans 11 35  
Mayflower Brand, each 48 cans 11 05  
Challenge Clover Brand, each 48 cans ..... 10 60  
EVAPORATED MILK  
St. Charles Brand, Hotel, each 24 cans ..... \$7 90  
Jersey Brand, Hotel, each 48 cans ..... 7 90  
St. Charles Brand, tall, each 48

cans ..... 8 00  
Jersey Brand, tall, each 48 cans ..... 8 00  
Peerless Brand, tall, each 48 cans ..... 8 00  
St. Charles Brand, Family, 48 cans ..... 7 00  
Jersey Brand, Family, each 48 cans ..... 7 00  
Peerless Brand, Family, each 48 cans ..... 7 00  
St. Charles brand, small, each 48 cans ..... 3 70  
Jersey Brand, small, each 48 cans ..... 3 70  
Peerless Brand, small, each 48 cans ..... 3 70

### CONDENSED COFFEE

Reindeer Brand, large, each 24 cans ..... \$7 50  
Reindeer Brand, small, each 48 cans ..... 8 00  
Cocoa, Reindeer Brand, large, each 24 cans ..... 6 25  
Reindeer Brand, small, 48 cans 6 50  
W. B. BROWNE & CO.  
Toronto, Ontario  
Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case ..... \$6 00  
98-lb. jute bags, per bag ..... 8 00  
98-lb. jute bags, with 25 ¾-lb. printed paper bags enclosed, per bag ..... 8 50  
5-lb. tins, 1 doz. in case ..... 7 15  
HARRY HORNE & CO.  
Toronto, Ont.

Per case  
Cooker Brand Peas (3 doz. in case) ..... 4 20  
Cooker Brand Popping Corn (3 doz. in case) ..... 4 20  
COLMAN'S OR KEEN'S MUSTARD

Per doz. tins  
D.S.K., ¼-lb. ....  
D.S.F., ¼-lb. ....  
D.C.F., 1-lb. ....  
F.D., ¼-lb. ....

Per Jar  
Durham, 1-lb. jar, each ..  
Durham, 4-lb. jar, each ..

CANADIAN MILK PRODUCTS, LIMITED  
Toronto and Montreal  
KLIM  
8 oz. tins, 4 dozen per case. \$12.50  
16 oz. tins, 2 doz. per case. 11.50  
10 lb. tins, 6 tins per case .. 25.00  
Prices f.o.b. Toronto.

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

Boxes  
40-lb. Canada Laundry... \$0 12  
100-lb. kegs, No. 1 white... 0 12½  
200-lb. bbls., No. 1 white... 0 12½  
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 13½  
40 lbs., Benson's Enamel (cold water), per case... 4 10  
Celluloid, 45 cartons, case... 5 30  
Culinary Starch  
4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)  
Challenge Corn ..... 0 12  
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. .... 0 15½  
(20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP  
2-lb. tins, 2 doz. in case ..... \$7 05  
5-lb. tins, 1 doz. in case ..... 8 05  
10-lb. tins, ½ doz. in case ..... 7 75  
20-lb. tins, ¼ doz. in case ..... Celebrated Prepared ..... 0 13½  
40-lbs. Canada Pure or Barrels, about 700 lbs. .... 0 10  
Half barrels, about 350 lbs. 0 10½  
CROWN BRAND CORN SYRUP  
2-lb. tins, 1 doz. in case ..... 6 45  
5-lb. tins, 1 doz. in case ..... 7 45



# Campbell's Tomato Soup

This line has been very scarce for some months back and many of our buyers have been anxiously waiting for a supply. We are now pleased to inform you that we have a car which arrived in Toronto this (Wednesday) morning and are able to make immediate shipment of all orders booked.

We solicit further orders at the following price:

Campbell's Tomato Soup, \$1.70 doz.  
5-Case Lots Less 5%

Terms Net 30 Days Ex Warehouse

Send Us an Order.

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# This is Peach Time! Plum Time! Pear Time!

Let us fill your requirements.

Fresh Shipments

Spanish Onions

— Cases and 1/2 Cases

Malaga Grapes Bartlett Pears

## WHITE & CO., LTD.

High Class Fruits

TORONTO

Main 6243

## 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

|   |        |
|---|--------|
| 10-lb. tins, 1/2 doz. in case..                                 | 6 85   |
| 20-lb. tins, 1/4 doz. in case....                               | 7 60   |
| (5, 10, and 20-lb. tin have wire handles.)                      |        |
| GELATIN   |        |
| Cox's Instant Powdered Gelatine (2-qt. size), per doz...        | \$1 80 |
| INFANTS' FOOD   |        |
| MAGOR, SON & CO., LTD.  |        |
| Robinson's Patent Barley—                                       | Doz.   |
| 1-lb. ....  | ....   |
| 1/2-lb. ....  | ....   |
| Robinson's Patent Groats—                                       |        |
| 1-lb. ....  | ....   |
| 1/2-lb. ....  | ....   |
| BLUE  |        |
| Ken's Oxford, per lb. ....                                      | 0 27   |
| In cases, 12 12-lb. bxs. to case                                | 0 27   |
| NUGGET POLISHES   |        |
| Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each | \$1 25 |
| White Cleaner (liquid)  | \$2 00 |
| Card Outfits — Black, Tan, Toney Red, Dark Brown                | 4 80   |
| Metal Outfits — Black, Tan, Toney Red, Dark Brown               | 5 60   |
| IMPERIAL TOBACCO CO. OF CANADA, LIMITED                         |        |
| Black Watch, 10s, lb. ....                                      | \$1 24 |
| Bobs, 12s   | 1 18   |
| Currency, 12s   | 1 18   |
| Stag Bar, 9s, boxes, 6 lb. ....                                 | 1 08   |
| Pay Roll, thick bars  | 1 80   |
| Pay Roll, plugs, 10s, 6-lb. 1/4 caddies                         | 1 28   |
| 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 80   |
| Old Virginia, 12s   | 1 70   |
| Old Kentucky (bars), 8s, boxes, 5 lbs.                          | 1 85   |
| THE COWAN CO., LTD., Sterling Road, Toronto, Ont.               |        |
| COCOA AND CHOCOLATE   |        |
| COCOA   |        |
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. ....      | \$6 25 |
| Perfection, 1/4-lb. tins, doz. ....                             | 1 70   |
| Perfection, 1/2-lb. tins, doz. ....                             | 3 25   |
| Perfection, 10s size, doz. ....                                 | 1 25   |
| Perfection, 5-lb. tins, per lb. ....                            | 0 45   |
| Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz.  | 3 50   |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.   | 0 80   |
| UNSWEETENED CHOCOLATE   |        |
| Supreme Chocolate, 12-lb. boxes, per lb.                        | 0 47   |
| Supreme Chocolate, 10c size, 2 doz. in box, per box             | 2 35   |
| Perfection Chocolate, 10c size, 2 doz. in box, per box          | 2 00   |
| SWEET CHOCOLATE   |        |
| Eagle Chocolate, 1/4s, 6-lb. boxes                              | 0 38   |
| Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case            | 0 38   |
| Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case   | 0 38   |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case     | 0 38   |
| Diamond Crown Chocolate, 28 cakes in box                        | 1 30   |
| CHOCOLATE CONFECTIONS   |        |
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.              | \$0 44 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.         | 0 40   |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.              | 0 40   |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.            | 0 40   |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.        | 0 40   |
| Milk Croquettes, 5-lb. boxes                                    | 0 40   |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.       | 0 40   |
| 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, 6-lb. box, 30 boxes in case, per lb.      | 0 45   |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.       | 0 42   |
| Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.            | 0 45   |

|  |        |
|--|--------|
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....  | 0 60   |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....                                       | 0 60   |
| NUT MILK CHOCOLATE, ETC.   |        |
| Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box                                | 2 35   |
| Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box                                | 2 35   |
| Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 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 85   |
| 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 60   |
| 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-lb. 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, 60 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, 60 boxes in case, per box   | 1 00   |
| Cream Bars, 24 in box, 50 boxes in case, per box   | 0 95   |
| We pack an assorted case of 60 boxes of bars.  |        |
| Maple Buds—  |        |
| 6c display boxes   | ....   |
| 6c pyramid packages, 4 doz. in box   | ....   |
| 6c glassine envelopes, per box   | 1 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 & HARVIE, LTD. 14 Bleury St., Montreal.   |        |
| XXX Self-Rising Flour, 5 lbs. packages, doz.   | \$6 40 |
| Do., 3 lbs.  | 3 24   |
| Superb Self-Rising Flour, 6 lbs.   | 6 20   |
| Do., 3 lbs.  | 3 15   |
| Crescent Self-Rising Flour, 6 lbs.   | 6 20   |
| Do., 3 lbs.  | 3 20   |
| Perfection Rolled Oats (55 oz)   | 6 00   |
| Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz.  | 1 60   |



## Your Customers will Learn to Value Brodie's XXX Self-Raising Flour

Its Sale-producing Efficiency is enough in itself. It also gives entire satisfaction to customers when making Pancakes, Muffins, Biscuits, Doughnuts, etc.

*Your Wholesaler or Jobber can supply you.*

**Ontario Representatives:**  
Chadwick & Co., Toronto  
**Quebec Representatives:**  
Renaud & Cie, Incorporated, Quebec

**Brodie & Harvie, Limited**  
Bleury St., Montreal

## UPTON'S PURE MARMALADES AND JAMS

*It is not too soon to order your supply of the NEW 1920 PACK.*



UPTON'S New 1920 pack of marmalades and jams is up to its usual high standard of quality. Made only from the choicest fruits from the Niagara Fruit belt and pure granulated sugar. Twenty-five years' experience is back of UPTON'S Products.

Every week UPTON'S advertising is reminding the housewives of Canada of these superior jams and marmalades.

Please your customers by stocking them.

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

SELLING AGENTS:

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



## Your Jam Business

will show a steady, profitable increase if you recommend

**Furnival's**  
FINE  
FRUIT  
PURE JAM

to your customers and feature it in your displays.

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



## Champagne de Pomme

*A Delicious Beverage*

Made from the Juice of  
Canadian Apples

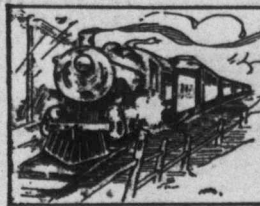
Can be sold in all parts of Canada without a license

Packed 2 doz. and  
4 doz. to the case

Order your supply to-day

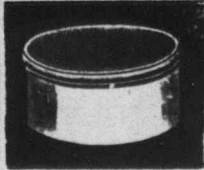
**CIE. CANADIENNE D'IMPORTATIONS**

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



# 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

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**BEFORE BURNING** **AFTER BURNING**

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¼-INCH CUSHION FILLERS  
CORRUGATED FLATS

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Preserve the Leather  
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Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



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



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**MAKES AND HOLDS  
CUSTOMERS**

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

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Limited

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Vin Tonic  
**Sanator**  
 a genuine Tonic for  
**Invalids**  
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*Send your orders  
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Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

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

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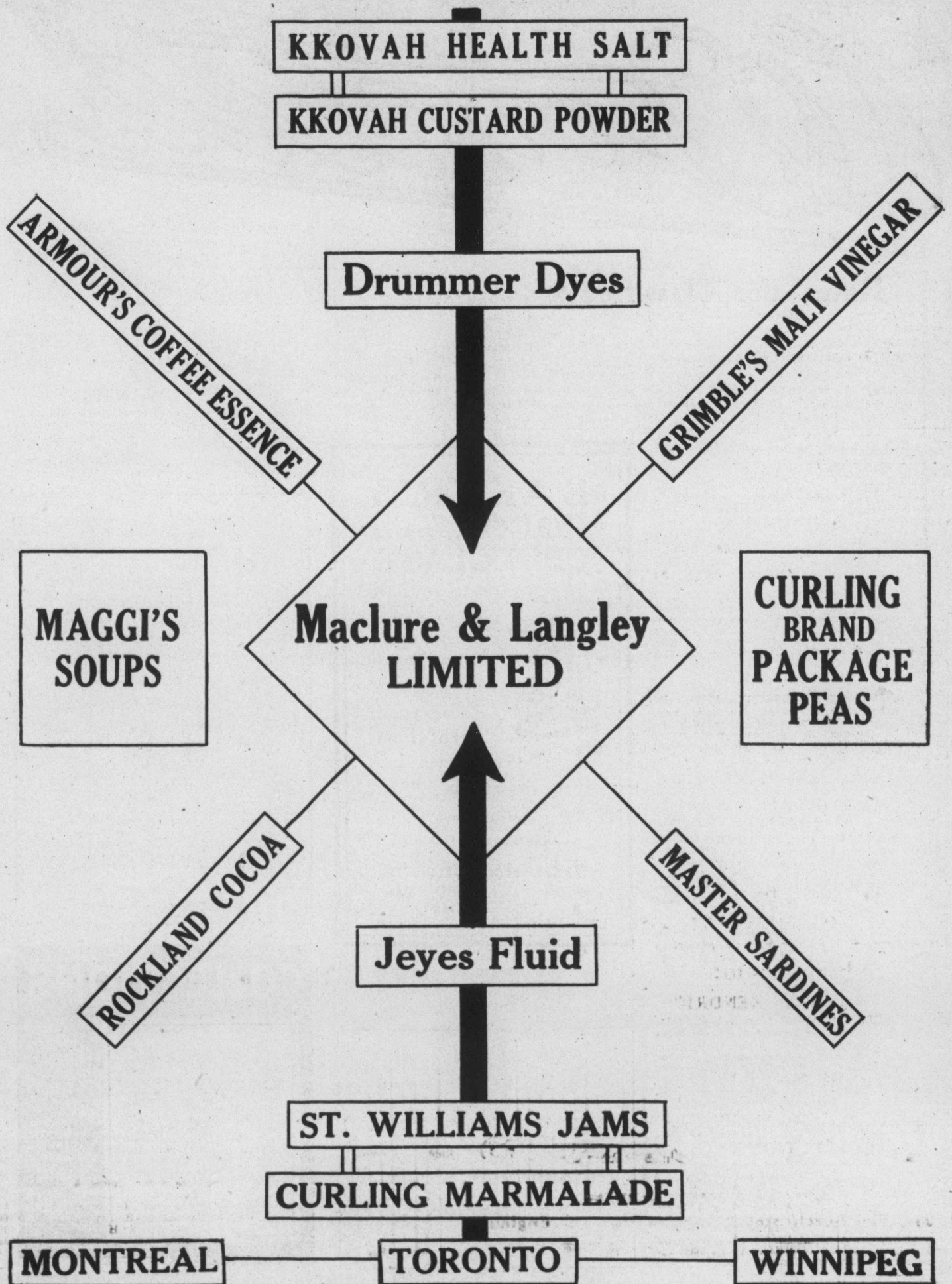
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Spratt's Patent Limited  
 24-5 Fenchurch Street, London, E. C. 3, England

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# 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.

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**FOR SALE — GOOD GROCERY BUSINESS.** rent thirty-five; two living rooms; price thirteen hundred. Good reasons for selling. Apply C. Nelson, 688 College St., Toronto.

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**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

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**MANUFACTURERS, WHOLESALE 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.

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## BAKER'S COCOA and CHOCOLATE



Registered  
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

**Walter Baker & Co. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

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

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

**M**ANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

## COLLECTIONS

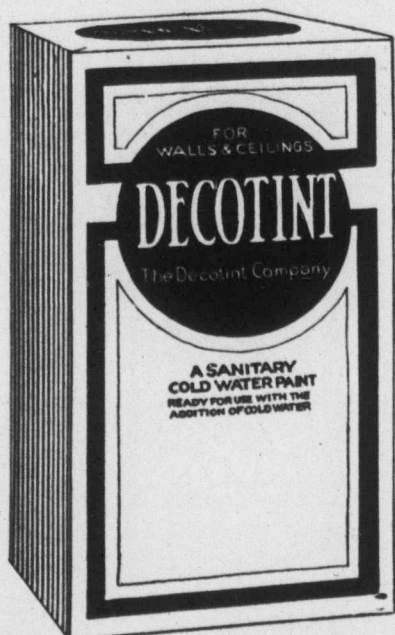
Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency**  
Laprairie (Montreal) Que

EVERYWHERE  
NO COLLECTION  
NO CHARGE  
EFFICIENT  
RELIABLE

# DECOTINT

The Sanitary Cold Water Paint  
for Walls and Ceilings



DECOTINT is an ideal wall paint—artistic, easy to apply and entirely sanitary. It is the most satisfactory finish on the market for decorating all interior wall surfaces.

It will pay you to stock and recommend DECOTINT. Your customers will be quick to appreciate the superior advantages of this economical wall paint and from among the twenty-two delicate DECOTINT colors, it will be an easy matter for the most critical among them to select the right combination for their particular problem.

Throughout the Spring months, a strong campaign of Consumer advertising will run in all important publications, circulating throughout Canada—Order your Spring supply of DECOTINT now and be one of those to reap the benefit of sales which this publicity is sure to create.

A CANADIAN PRODUCT

## DECO-TINT PRODUCTS

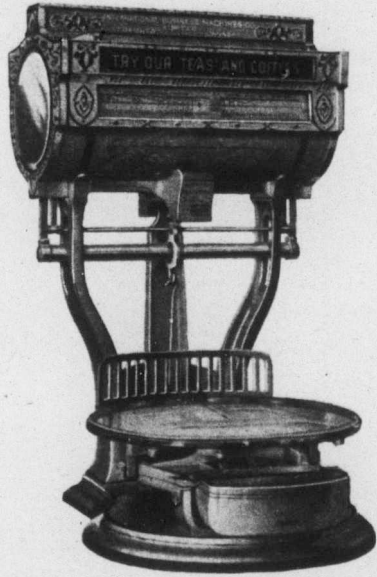
HAT BRITE—The best hat enamel made. METAL BRITE—Metal polish.  
DECO-WAX—The wax polish for floors, furniture, autos, etc. POLISH-OL—Auto and furniture polish.  
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

THE DECO-TINT COMPANY

P.O. Box 2640  
MONTREAL



*Overweight loses money—  
underweight loses customers*



## Dayton Computing Scales

**Prevents Leaks  
and Please Trade**

Measure the time saved, the profits saved and the satisfaction of your customers against the price of the Dayton Computing Scale, and you will not think in terms of cost. Rather you'll think in terms of saving. You'll want to know — "What's the earliest date I can get one?" You'll realize that every day you put off buying costs you money.

Then write us to-day, and complete information about Dayton Computing Scales — including prices and terms—will be mailed to you right away.

**International Business Machines Co. Limited**

FRANK E. MUTTON, Vice-President and General Manager.

**Head Office and Factory, 300 to 350 Campbell Avenue, Toronto**

*Offices at*

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*(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)*