

FEATURING FISH SELLING METHODS

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, OCTOBER 3, 1919

No. 40



**The Package may be imitated
but the Contents cannot**

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

Borden's
Reindeer Coffee
 and
Reindeer Cocoa

The convenience, economy and deliciousness of these two beverages have won great favor with housewives. Simply add boiling water and a wholesome cup of cocoa or coffee is instantly made.



These two superb brands will reap you big returns—always popular—always up to the high standard of quality that has always placed Borden lines ahead of all competition.

Reindeer Coffee and Reindeer Cocoa should always be on your shelf, Mr. Merchant.

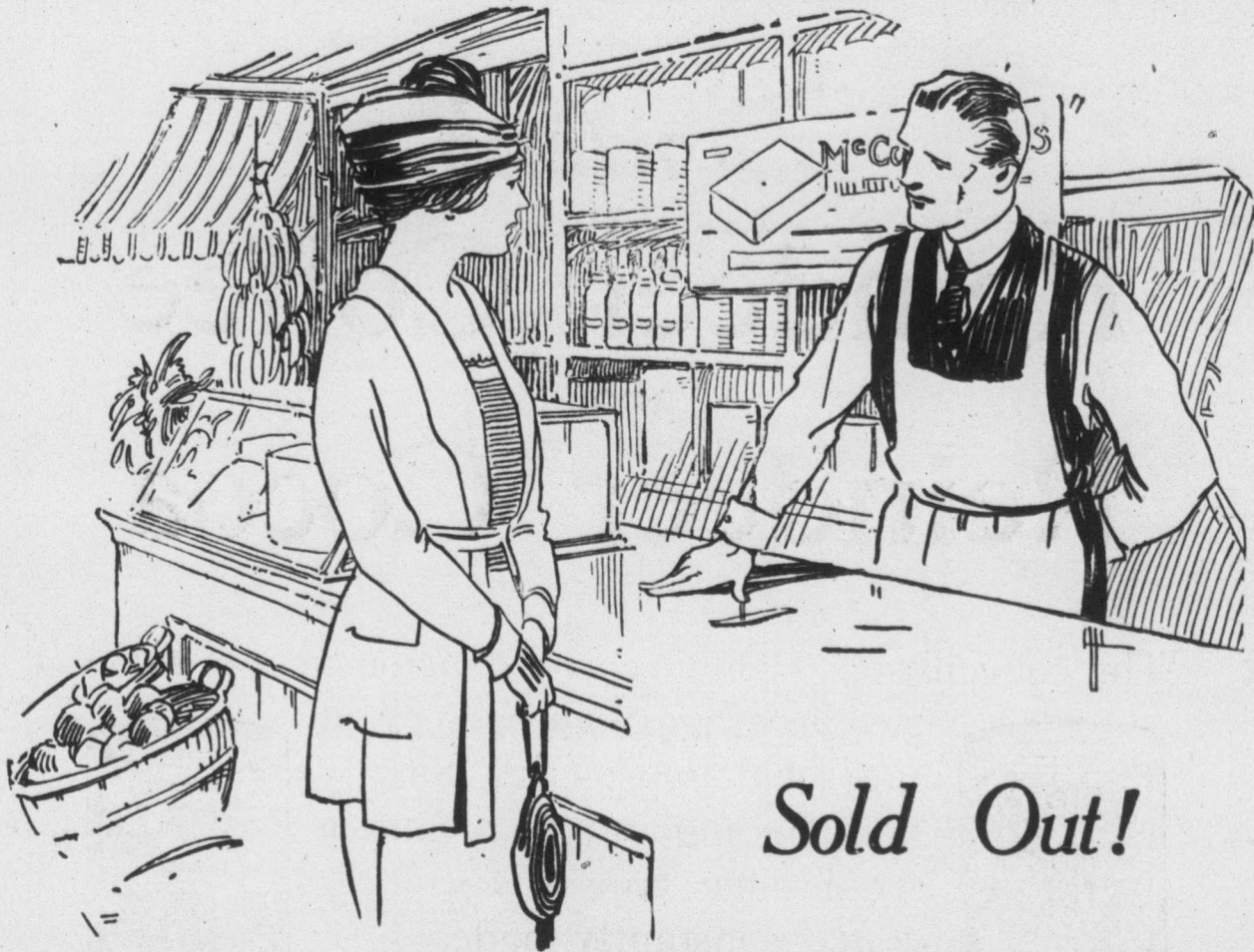
Just tell your customers they're Borden Products.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



Sold Out!

“NO, madam, we haven't a package of Jersey Creams left. There is such a demand for them!”

McCormick's

Jersey Cream Sodas

are rapid sellers because of their quality and because we create the market for them, so guard yourself against disappointing your customers.

They are so widely advertised that “Soda Biscuits” always mean McCormick's Jersey Cream Sodas, because your customers naturally want the best.

We produce the highest quality goods, and tell your customers about them.

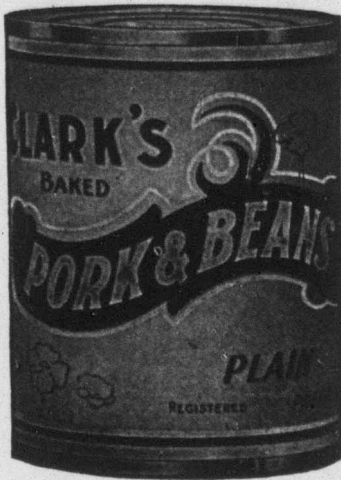
Stock up now with the goods your customers want.

Rapid Sellers are Money-Makers.

The McCormick Manufacturing Co., Limited
LONDON - CANADA

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY,
 PORT ARTHUR, ST. JOHN, N. B.

CLARK'S PREPARED FOODS



The Popular
MADE IN
CANADA
FOOD
SPECIALTIES



- | | | |
|--|-------------------|---------------|
| Pork and Beans | Corned Beef | Ox Tongues |
| Beef Steak and Onions | Cambridge Sausage | |
| Boneless Pigs' Feet | Potted Meats | English Brawn |
| Concentrated Soups | Tomato Ketchup | |
| Sliced Smoked Beef | Stewed Kidney | Loaf Meats |
| Spaghetti with Tomato Sauce and Cheese, etc. | | |

Buy Canadian Goods—Keep Canadians Busy

W. Clark, Limited



MONTREAL

Canada Food Board License No.14-216

BREWRIES | LONDON. EDINBURGH.



GOLD MEDAL

GOLD MEDAL

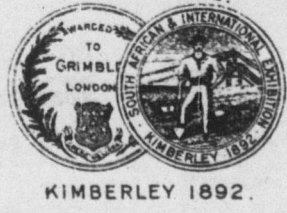


GOLD MEDAL

GOLD MEDAL



GOLD MEDAL



GOLD MEDAL



GRIMBLE & CO LIMITED,
VINEGAR BREWERY,

CUMBERLAND MARKET REGENT'S PARK

London, N.W.1 4th September. 1919.
HEAD OFFICE.



TO THE CANADIAN TRADE:-

WE DESIRE TO ANNOUNCE THAT ONE OF OUR DIRECTORS IS VISITING CANADA IN THE IMMEDIATE FUTURE.

OUR ENERGIES ARE DEVOTED ENTIRELY TO THE BREWING OF ENGLISH MALT VINEGAR AND WE BELIEVE OUR PRODUCT TO BE THE BEST OF ITS KIND IN THE WORLD.

CANADIAN PICKLERS, WHOLESALE GROCERS, AND OTHERS INTERESTED IN VINEGAR ARE INVITED TO COMMUNICATE WITH GRIMBLE & CO., LTD. C/O THE CANADIAN GROCER, MONTREAL, TORONTO, or WINNIPEG.

PROPRIETORS OF
THE
EDINBURGH
MALT VINEGAR CO
EDINBURGH.
AND
HUTCHINGS & CO
SPICED VINEGAR BREWERS.
BRISTOL.



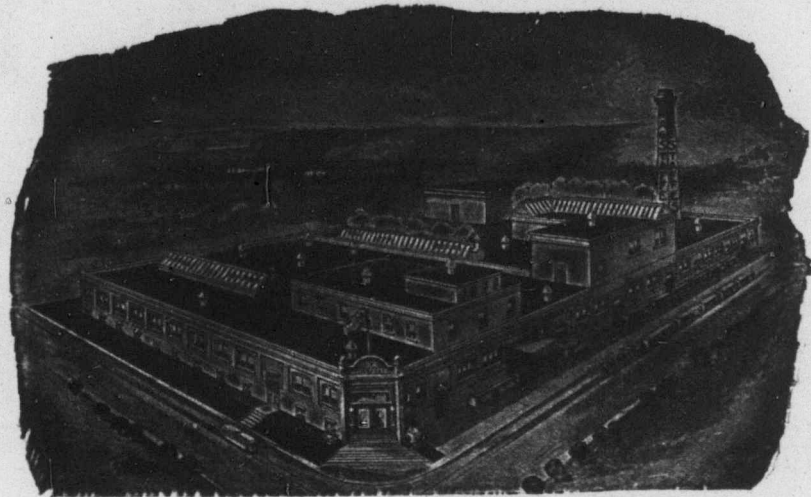
Your's faithfully,
GRIMBLE & CO. LIMITED
L.E.G. Piper,
Secretary.

WAGSTAFFE'S

New
Season's
1919

Lemon
Orange
and
Citron

Caps or Cut
Ready for
Use.



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

WAGSTAFFE'S

Crystallized Ginger, Cherries and
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

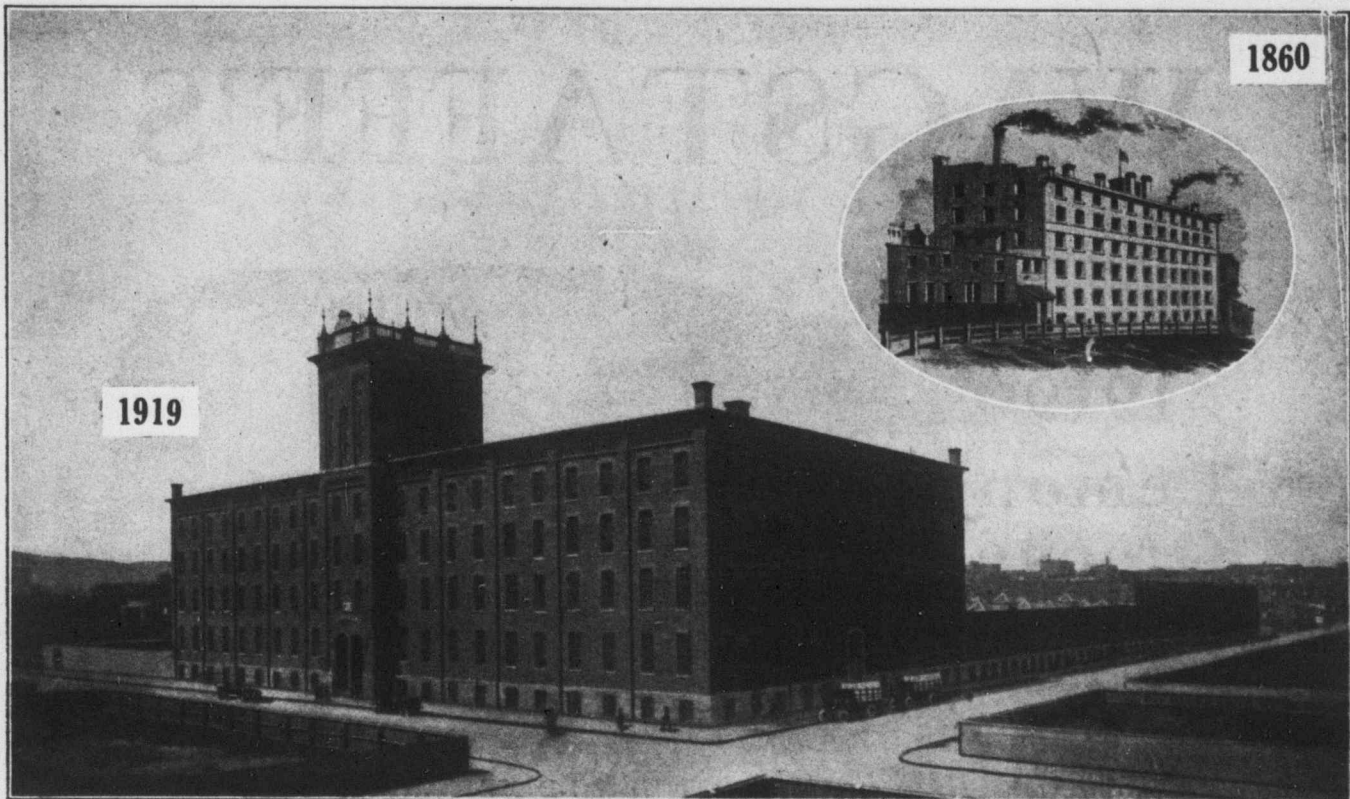
HAMILTON

CANADA

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

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

If interested tear out this page and place with letters to be answered.



Then and Now Macdonald Tobacco Factory

Plug Smoking

Brier
Index
British Consols



Trade Mark Registered

Plug Chewing

Prince of Wales
Crown
Black Rod (Twist)
Napoleon

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

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.

New Brunswick—Schofield & Beer, St. John.

Kingston—D. Stewart Robertson & Sons,
Kingston.

Ottawa—O. Stewart Robertson & Sons,
Ottawa.

Toronto—D. Stewart Robertson & Sons,
Toronto.

Hamilton—Alfred Powis & Son, Hamilton.

London—D. C. Hannah, London.

Manitoba and North West—The W. L. Mac-
kenzie & Co., Ltd., Winnipeg.

British Columbia—George A. Stone, Van-
couver.

Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED

MONTREAL

P.Q.

Sells Easily and Repeats Promptly

Everyone selling KINGNUT Margarin agrees
with La Fontaine's Letter

You Should Be Selling KINGNUT

See List of Jobbers Below

F. W. FEARMAN CO., LTD.
HAMILTON, ONT.

SILVERWOODS, LTD.
LONDON, ONT.

MOYNEUR, LTD.
OTTAWA, ONT.

CANADIAN PACKING CO., LTD.
PETERBORO, ONT.

THE BOWES CO., LTD.
TORONTO, ONT.

GUNNS, LIMITED
TORONTO, ONT.

W. G. CRAIG & CO., LTD.
KINGSTON, ONT.

GUNN, LANGLOIS & CO., LTD.
MONTREAL, QUE.

J. B. RENAUD & CO.
QUEBEC, P.Q.

R. B. COLWELL
HALIFAX, N.S.

H. D. MARSHALL

GENERAL REPRESENTATIVE
FOR CANADA

39 MOSGROVE ST., OTTAWA, CAN.

OLIVER LAFONTAINE, JR
DEALER IN CHOICE FAMILY GROCERIES FLOUR, ETC

Champlain N.Y. Sept. 18th, 1919.

Morrison & Reilly,

Melton, N.Y.

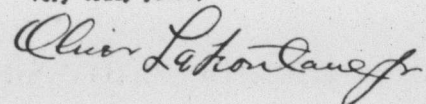
Gentlemen:-

A line to confirm my telephone order to-day for
four cases of Kingnut.

Regarding your inquiry as to how Kingnut is pleasing
my trade, I am pleased to say "it is absolutely the best I have
ever sold.

I hesitated to add Kingnut to my line on account of
the price being higher than the goods I had previously sold, but
am frank to say, it is the best business getter I have ever had
in my store, and would say to any live dealer, "By all means get
behind Kingnut."

Very truly yours,



KELLOGG PRODUCTS, Inc., Buffalo, N.Y.

A Fish Department!

Stocked With Watson's!!

Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herrings at a time.

SMOKED

Kippers
Bloaters
Boneless Herring
Herring Chicks

SPECIAL

Feature Herrings
in 10-pound pails.

PICKLED

Scotch Cured Herring
in barrels, half
barrels or pails.

The Possibilities in These Lines For You are Well Worth Investigating

WRITE FOR PARTICULARS TO

Watson Bros. Fishing and Packing Co., Limited
VANCOUVER

We Offer:

A Limited Quantity

Stringless Green Beans

No. 2 cans, 2 doz. to case

Choice Quality

As the above are short pack, and goods scarce, can only offer
subject to being unsold.

Price on application.

J. W. Windsor, Limited
Montreal

Brunswick Brand

Sea Foods

Be sure to order a large stock of Brunswick Brands to fill the Fall and Winter demands.

The superior quality of Brunswick Brand has been proven by Government analysis to be more nutritious and *less expensive* than imported lines.



More and more, careful and efficient housewives are learning that Brunswick lines stand for "Supreme Quality."



Our reputation for satisfaction-giving means much to you. It's a guarantee of that perfect customer-satisfaction that spells bigger sales and better profits.

Make an attractive "Brunswick" display in your window.



Stock up from this list:—

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams
- Scallops



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

Fray Bentos Beef

Ones and Sixes

We take pleasure in announcing that we now have ample supplies of Fray Bentos Corned Beef, 1's and 6's, in store at St. John's, Nfld., St. John, N.B., Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Calgary and Vancouver, and are therefore in a position to make prompt shipment of any orders with which we may be favored.

OXO LIMITED

Montreal

356 St. Antoine St.

TORONTO

441 W. King St.

Winnipeg

Bon Accord Block

WHITE'S BRAND

Solid Meat Oysters

You need oysters to do business, and they need to be RIGHT. Have you ever stopped to think how large a factor NORTHERN GROWN OYSTERS are to you if you use them EXCLUSIVELY, or would be if you do not? They are of good flavor, firm meated, and they STAND UP. It will pay you to arrange your season's supply with us, and use our quality oysters. You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP, if kept chilled, much longer than ordinary oysters. You can order them freely, and, with reasonable care, go through a season making BIG SALES and NO LOSSES.

May we have your oyster business?

White & Co., Limited

Wholesale Fish and Fruit Distributors

Church and Front Sts., Toronto, Ont.

Mr. Merchant:

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

NATIONAL FISH DAY

Will be on the 11th of November this year, the anniversary of the Armistice. Now is the time to get ready; it will be the biggest day in the

History of the Fish Business

Get your supplies from the old and reliable *Headquarters*.

We can supply you now with Finnan Haddies, Kippers, Bloaters and Boneless Cod of all kinds, Pickled Labrador Salmon, Mackerel, Split Labrador Herring, Genuine Imported Scotch Herring fulls and all kinds of Fresh and Canned Fish, Bulk Oysters, Lobsters, Prawns, Shrimps, Dows and Scallops.

D. Hatton Company Montreal

Established 1874

What's your salary Mr. Clerk?

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

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

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

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

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

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

1919 Season Pack
of
Canned Salmon Now Ready
Cover your requirements now

*Our
Reliable Brands*

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback



*Our
Reliable Brands*

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

**WALNUTS, BEANS, RICE
PEANUTS**

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal.

Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO

WINNIPEG

Saskatoon
Edmonton
Vancouver

Regina
Calgary
London, Eng.

The "Pmk of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

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

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.



"and the greatest of these is cleanliness"

"Haven't you started to pack yet this season?" asked a visitor at the cannery the other evening. The floors were all freshly scrubbed. The machinery had all been scoured and scalded with live steam, and looked spick-and-span. We do this after each day's run—we are jealous of the good name of "Albatross Pilchards."

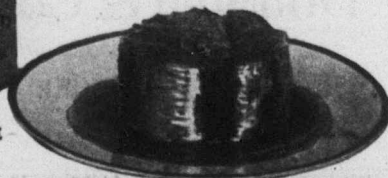
Packed by hand by the

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

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



EVERY MORSEL EDIBLE
AND DELICIOUS



A NATIONAL
SUCCESS

RED ARROW BRAND BISCUITS



YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND.

We will need the Grocers' friendly co-operation.



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

Order from your Jobber

'STAR' BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

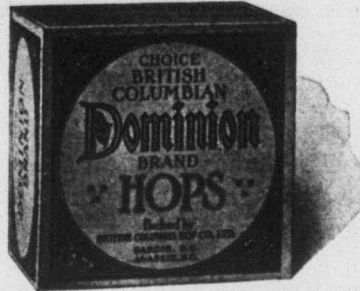


HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

DESICCATED COCOANUT

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

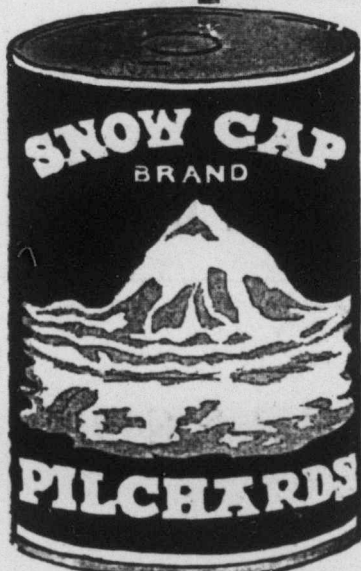
Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY
The Nootka
Packing Co., Ltd.

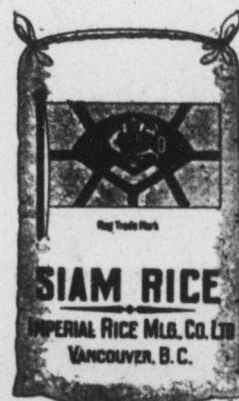
Packed in 1 lb. Tins
and 1-2 lb. Flats
Sold by your jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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



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

Mention this Paper When Writing to Advertisers

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.**Ample capital—and the reliability that goes with it.****A record of results—and the prestige that follows it.****An energetic, result-getting organization—with satisfied clients to
prove it.****Are all at your disposal if WE represent you.****Every branch a business in itself, directed by capable, experienced
managers.****All varieties of Food Products.****If you want results get in touch with us.****Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND**

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

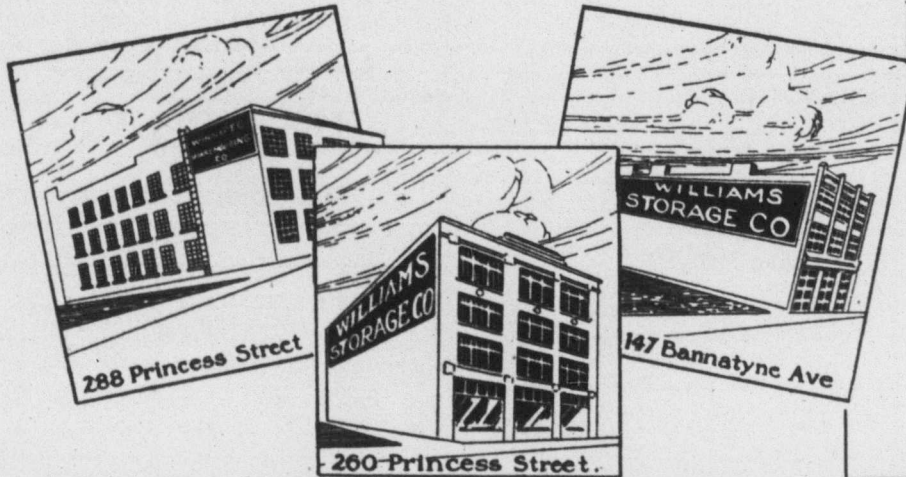
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.
Address:

140 Notre Dame Ave. E., Winnipeg

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

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

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

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Have You Taken Down Your Sign ?

A prominent merchant who has made a great success of all branches of his business has said that withdrawing advertising from a good trade paper is like taking down your sign. Advertising to the trade you serve is business insurance, but premiums must be kept up or the policy will lapse.

There never was a time when the trade was keener for business information. That is why the advertising pages of the CANADIAN GROCER are being followed so closely at the present time.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

EL ROI-TAN PERFECT CIGAR

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with
SERVICE that
SATISFIES

We have 20 **SCIENTIFIC**
SPECIALTY
SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

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

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

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.



Furnivall's

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

Are You Well Stocked?

FURNIVALL-NEW,
Limited
Hamilton, Canada
Canada Food Board License
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AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

Have you got your Fall
Supply of Non-Alcoholic
Liquors?

S. G. BENDON UTILITY CO.
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J. L. FREEMAN & CO.

Wholesale Grocery Brokers
ROOM 122 BOARD OF
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PAUL F. GAUVREAU

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

For Representation in Montreal

J. C. Thompson Company
209 St. Nicholas Bldg.

We cover the retail trade

THE DOMINION TRADING CO. MONTREAL

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

SILCOCK & DREW

Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufac-
turers' Agents.
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MONTREAL CANADA

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For Food Products, Confectionery, etc.
For the Dominion. Best References.
H. S. JOYCE,
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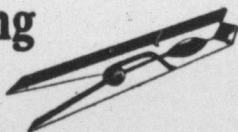
GAETZ & CO.

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

Our
Want Column
Will Help You

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



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

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

COUNTRY MERCHANTS

of Nova Scotia, New Brunswick,
Prince Edward Island

Ship us your

Butter, Eggs, Potatoes, Etc.

We pay highest market prices.

SMITH BROS.

7 Upwater St. - - HALIFAX



A New Package—A New Flavor

Introducing "Quality Oats," a really different oatmeal, packed in a new, attractive package that's bound to win you big profits and pleased customers.

Made from the choicest rolled oats, scientifically prepared under the most sanitary conditions in our Tillsonburg mill—with a really different flavor "that makes you want more."

Write us directly you read this advertisement. Our proposition will be profitable and interesting.

Canadian Cereal and Flour Mills Co.
LIMITED

Head Office: STRATFORD, ONT.

Oat Mill: TILLSONBURG, ONT.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

"SALADA"
TEA

27 Years
of giving consistent good
QUALITY

has earned for "SALADA" the international trade it enjoys to-day.

No matter where it is—in Canada, the United States, South America or Europe—the public shows its appreciation of "SALADA" quality by demanding it in increasing quantity.

TORONTO MONTREAL
 BOSTON

EUREKA

PATENTED

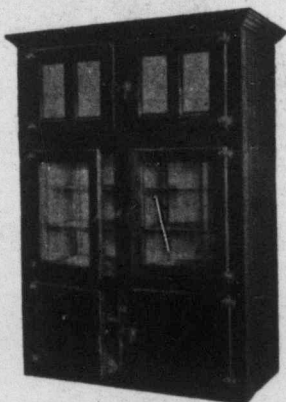
REFRIGERATORS

Don't wait until next spring to purchase your

EUREKA

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

Send for our illustrated catalog and price list.



No. 18 Eureka Refrigerator

Eureka Refrigerator Co.
LIMITED

Head Office: OWEN SOUND

Branches:

TORONTO HAMILTON MONTREAL HALIFAX



A TRADE BUILDER

Brodies XXX Self-Raising Flour

is sure to build up your trade. You can recommend it to your customers for making delicious pastry, cakes, muffins, pancakes, etc.

Brodies XXX Self-Raising Flour

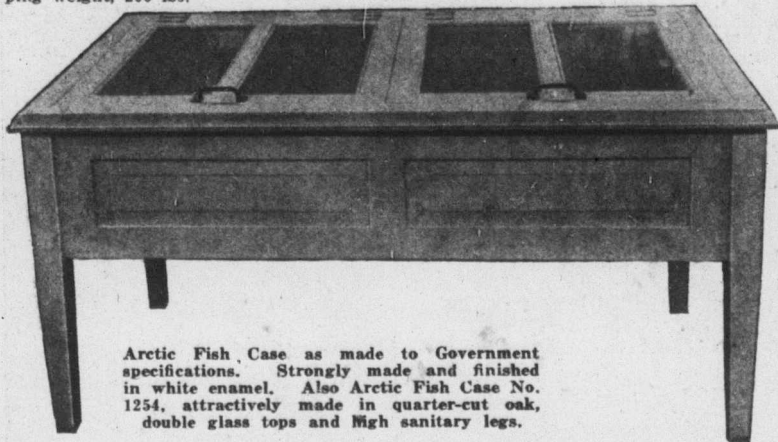
will help the housewife keep down the cost of living. It goes farther, makes better pastry and is healthy and nutritious.

It's a steady seller and shows a good profit. Order your supply now and be prepared for the demand. Your wholesaler has it, or write us direct.

Brodie & Harvie, Limited

Bleury St., Montreal

As below, 54 inches long, 24 inches deep, 33 inches high; shipping weight, 200 lbs.



Arctic Fish Case as made to Government specifications. Strongly made and finished in white enamel. Also Arctic Fish Case No. 1254, attractively made in quarter-cut oak, double glass tops and high sanitary legs.

Boost Fish

**But Boost It
Attractively**

Who could get enthusiastic over soiled or exposed fish? Fish, if anything, must LOOK fresh and BE fresh if it is going to sell as it ought to right now.

One or more ARCTIC FISH CASES will not only keep your supply absolutely free from spoilage but give you also the big advantage of attractive and clean looking display that should make fish a big seller in your store throughout the season.

Made according to Government specifications and with a view to perfect security and moderate cost. Why not start the season with the biggest certainty of profitable returns?

The ARCTIC Fish Case

Makes the Fish Season Truly Profitable

WRITE AT ONCE FOR CATALOGUE AND PRICES

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory:
154 GEORGE STREET - TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Armour's
Veribest
(TRADE MARK)
HAM



With the Stockinet Covering

Whether you sell a whole ham or just a few slices, if it's Armour's Veribest, you are sure of giving your customer absolute satisfaction.

None but the choicest hams are allowed to bear the Veribest brand. Every ham is Canadian Government inspected. And the delicate flavor developed by Armour's special cure is retained and intensified by the Stockinet Covering.

Remember that the same high quality, steadily maintained, that has made Armour's Veribest Ham and Veribest Boiled Ham, food leaders, is also found in all pure foods sold under the Oval Label. Ask your nearest Branch House about them or write us direct.



ARMOUR AND COMPANY

Head Office and Plant
Hamilton,
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Branch Houses
Toronto Montreal
Sydney, N.S. St. John, N.B.



Please Your Customers
Protect Yourselves

Kellogg's

WAXTITE
LINES

Are Money Makers for you, and satisfaction for your Customers. No waste and always crisp and always fresh.

Kellogg's
TOASTED CORN FLAKES

Kellogg's
DOMINION CORN FLAKES

Kellogg's
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Kellogg's
KRUMBLED BRAN

Made in Our Canadian Kitchens
TORONTO -- CANADA



*This signature guarantees
all our goods.*



Robinson's "Patent"
GROATS
 and
 Robinson's "Patent"
BARLEY

These are two products well known to the Canadian consumer. They are two excellent, wholesome, easily digested infants' and invalids' foods which you can heartily recommend. Check up your stock of Robinson's products. Be sure to keep well replenished.

MAGOR SON & CO., LIMITED

191 St. Paul St. West, MONTREAL

30 Church St., Toronto



**We'll Sell Your
 Product in a
 Big Way**

We'll give you every bit of service that a large and well-established organization working under full steam pressure can produce.

We cover Canada from the Great Lakes westward and if your product is in the A1 class (we handle nothing else) we'll push it for you with every ounce of energy we've got.

Our Annual Purchasing Power is Twelve and a Half Millions. Ask us for all particulars.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave.

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Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, OCTOBER 3, 1919

No. 40

Keeping After Fish Sales

The Canadian Packing Co., Ottawa, Uses Every Means to Keep Its Salesmen Speeded Up—Keeping a Card Index of Customers and Liberal Use of Window Strips Have Been an Element in Building Sales

By T. M. FRASER

THE Canadian Packing Company, Limited, as the old firm of Matthews-Blackwell is now called, has built up a large fish business in the city of Ottawa, and the way they have done it is perhaps best illustrated by the following phrase from one of the periodical circulars which are issued to all the company's branch stores: "Suggest fish to all your customers and endeavor to give them what they want."

The centre of the Matthews-Blackwell (the old name is still more familiar) fish business in Ottawa is to be found in their large space in the city market

building, and the personality back of it is T. W. C. Binns, who came to Ottawa from Montreal eight years ago to look after this end of the Matthews-Blackwell business. The firm was then handling fish, but not in a large way as the records of those early years will show. The fish store of the company was then on Rideau street; but in 1913 they had a chance to acquire the present premises in the city market, which they have gradually converted into a clean and modern plant, with cold storage facilities. From it they now supply their chain of retail stores, incidentally picking up whatever

business is in sight in connection with the jobbing and hotel and restaurant trade.

Getting the Goods in Best Condition

"I think the main secret of our success in the fish business," said Mr. Binns to CANADIAN GROCER, "has been the constant endeavor to get the goods in good condition, keep and handle them that way, and deliver them to the customer that way also. We have had our own cold storage plant here in which we keep the fresh fish in just the right temperature until we are ready to take it



An effective window display of the Canadian Packing Company, showing the use made of window sticker to catch attention.

out for delivery. Frozen fish are kept in our cold storage plant on Nicholas street."

A Card Index of Customers

"A further fact is the constant and regular use we make of the telephone in keeping in touch with customers." Here he produced a card index. "We keep these cards with the addresses and 'phone numbers of all our customers, and we keep them advised of what we have that is good. If there are two fast days a week for example, we ring them up twice a week; if one, then once a week; or when we have something special. The cafes and restaurants we 'phone daily, and if the store is going to be closed, we let them know a day ahead. When possible we let them know what we are getting in, but supplies have been so uncertain that often we do not know what they consist of until they get here."

"This time of year we sell more lake fish than either Atlantic or Pacific, though not more than both combined."

"We make regular deliveries four times a day. At first it was hard to get the hotels and restaurants to do their ordering for those regular deliveries, but they are on to it now, and we have no trouble."

Advertising and Window Strips Promote Sales

"We run fish advertising each week, and sometimes a special ad., and we make great use of window strips in all our stores."

"Looking back over the sales records, they seem small for that first week in August, 1913, compared with what they are now. Our total business for July of 1919, as compared with July, 1914, for example, was a good deal more than doubled."

"Business this year has not been nearly equal to last, for a plain reason. Last year there were restrictions on the use of meat. Everybody was urged to eat more fish, and a great many did."

Southern Peanuts Will Sell Cheaper

Market for Most Varieties of Nuts, However, is Very Strong—
Bordeaux Walnuts Are Quoted at \$1 Per Pound in France
—Enormous Demand for Almonds

WHILE the market in nuts is very strong at the present time, and all indications point to a continuance of high prices on most kinds of nuts, there is a likelihood that with the receipt of Southern peanuts, the market for them may become easier. A large importer of nuts told CANADIAN GROCER this week that he was bringing forward a large consignment of Southern peanuts, that ordinarily were not shipped until February. The present quotation on Spanish peanuts is 25c, and these Southern peanuts can be brought in here to sell at 25c per pound.

The situation in French shelled walnuts is so strong as to practically make the importation of them prohibitive. The price asked for Bordeaux walnuts in France is \$1 per pound. Export of walnuts was a very large business with France before the war, but importers state that there will not be many brought

The Food Board did a great deal to help the consumption of fish by education and advertising.

A Circular From Headquarters

"Each week a circular letter goes out from the wholesale fish department of the company, addressed to its store foremen, keeping their interest up to the mark. Here, for example, is the one issued during exhibition week:

"Store Foreman:

'Dear Sir,—

Exhibition Week

This is the week when every store should notice a decided increase in the turnover of fish, but to accomplish this you must co-operate with your customers.

Now that the weather is much cooler you will not have the same difficulty in handling your perishable goods. Suggest fish to all your returning customers and endeavor to give them what they want.

We have already received a shipment

of fresh "Sea Herring," and they were certainly beauties. We hope to be fortunate enough to secure a shipment for this week. At 10c per pound they should sell rapidly. We also had a few Fillets and Finnan Haddies. Those who tried them have asked for more. We are doing our best to have a shipment to arrive at Ottawa Wednesday a.m. ORDER EARLY. Our other expectations include:

Halibut	Red Spring Salmon
Silver Salmon	Flounders
Haddock	Cod
Hake	Skate
Mackerel	Trout
White	Pickrel
Sturgeon	Kippers
Smoked Ciscoes	Bloaters
Sword Fish	Live Lobsters
Frogs' Legs	Eels

What about a half barrel of salt herrings?"

Mr. Binns complains that the great drawback to the fish business at present is poor transportation. The rates are going up and the service going down.

Market in Teas Grows in Strength

Stocks on Spot Are Being Rapidly Depleted and the Situation
in Ceylon Continues to be One of Advancing Prices
—Shipments En Route

CONDITIONS point to higher quotations ruling on teas in less than two months' time, importers informed CANADIAN GROCER this week. For a long period the supplies in reserve with importers were very heavy, rendering possible a free outflow to the wholesale trade, and in turn to the retailer. Both the wholesaler and retailer have been loaded with stocks of teas. But the position in the foreign markets throughout the summer, and even yet, has been very strong, with the result

that continued buying on a large scale has been discouraged and the reserves have been drawn upon, until now they are pretty well exhausted. The shipments en route are said to be almost nil. The market in Ceylon is influenced by a number of factors that tend to make primary quotations very strong. The most important factor contributing to sensational prices is the rupee exchange situation. The rupee is now quoted at 2s. ½d., and money in Ceylon must be paid in silver and not in gold. Silver that used to be worth only 50 cents an ounce is now quoted at \$1.08. The unfavorable balance of trade against Great Britain makes for an abnormal rate of exchange, and consequently enhances the quotations on teas. The advance in freight rates from Ceylon will mean an increase of 3 cents a pound in the price of teas from there. The freight advance in the last three months has been approximately five per cent., and exchange during the same period means an increase in the price of teas ranging from 10 to 25 cents per pound.

The time is approaching when the prices on the Canadian market must reflect the changes that are taking place, and the fact that stocks are depleting very rapidly makes higher prices here likely in the very near future.

The market here for coffees is unchanged. Mild coffees here are scarce, and the ordinary coffees, which have largely been the coffees that have been declining on the New York market, are not sold here to any extent. The spot market in Canada has not been materially affected by the declines in New York, for the reason that spot prices had never reflected the high prices that were ruling at primary points a few weeks ago.

to the Canadian market at present quotations. One of the reasons for the high prices is the fact that the case in which they are shipped has risen to such a high figure. Where it used to only cost 15 cents, it now costs \$1.60. Manchurian walnuts are very firm. A good many houses have been cleaned out of these walnuts and new buying will be at very high figures.

The enormous demand for almonds renders the likelihood of easier prices for them very improbable. New shipments are not expected until about the middle of November. Three crown almonds will likely sell to the trade at from 62 to 65 cents per pound.

The situation in Ceylon, that is the high rate of exchange, etc., affects the market in cocoanut very vitally. Quotations on cocoanut are very strong just now, and the unsweetened stuff is selling at 37 cents per pound.

Epsom Salts Mined in B. C.

New Industry for the Pacific Coast Province — Remarkable Deposits of Pure Magnesium Sulphate Found—Former Supplies Came From England, United States and Germany

Written especially for Canadian Grocer

A NEW and important industry has recently come to light in Canada—the mining of Epsom Salts.

The discovery of large deposits of these salts, which are known in the chemical world as Magnesium Sulphate, was made a few years ago in British Columbia, but it is only now that they are being marketed to any extent in Canada.

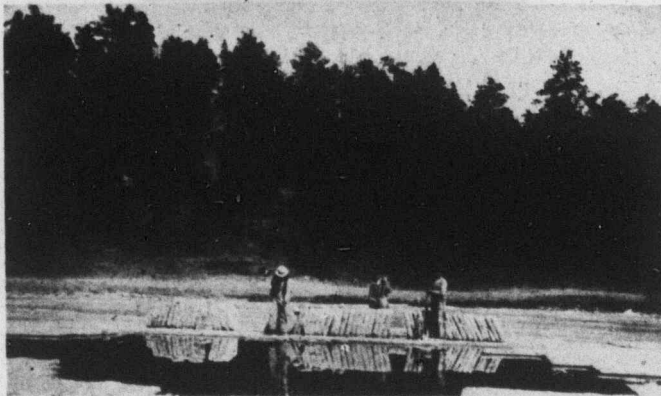
There are many interesting facts for the Canadian trade in the discovery and in the methods of mining.

The deposits were found in a chain of five lakes near Basque, B.C., which is some fifteen miles from Ashcroft, the well-known potato country of the Pacific Coast province. They are controlled by the Basque Chemical Production Co., of Vancouver, and through them a number of Eastern capitalists have become interested, including some in Toronto and in Walkerville, Ont. Among these are R. Pinchin, vice-president and manager of the Ontario Oil and Turpentine Co., Toronto, which firm has control of distribution from Fort William east to the Atlantic. This means that interest in the company are held jointly in the East and in the West.

Much Like Lake of Ice

To one who has never seen this interesting phenomenon and who is uninitiated in the matter of mining, the story of the formation of these deposits is particularly interesting. The surface of the salt lake is simply a mass of hard white crystal which at a distance would look not unlike a sheet of ice. From one of the accompanying pictures it will be noticed that men are walking on the lake. Slabs of salts are cut out by saws similar to those used in ice harvesting. Underneath this hard crystal surface is a liquid of the same chemical nature which, when it oozes up and comes in contact with the sun and air, becomes hard and can be cut into slabs just the same as the top surface. The investigations made show that the deposits are at least forty feet deep, and an analysis by a Government analyst shows that the salts are practically 100 per cent. pure magnesium sulphate.

Epsom salts originated, of course, at Epsom, England. This was back in 1618. There the article is secured in form of a brine and has to be chemically treated to form crystals which we have always known as "Epsom" salts. Germany had been one of the big exporters of salts to this country until the war. It was sent over as ballast in ships, and in this way the Germans could undersell



Top view shows one of the salt lakes; bottom, workers mining Epsom salts in large slabs.

Great Britain. Germany practically had the world trade in this article at that time. During the war it has been made principally in the United States by large chemical houses from sulphuric acid, crushed magnesite rock and dolomite of lime.

Among the big users of these salts in Canada are the tanners for tanning

hides, veterinaries, poultry raisers, dairymen, and lastly, human beings.

Epsom salts is recognized as one of the greatest remedies known to the medical profession. This discovery is, therefore, bound to be of great importance to Canada and particularly to British Columbia. Experts calculate there are sufficient quantities in the Basque region to supply the North American Continent for an unlimited period. Lake No. 1 contains about 6 acres, No. 2 about 5 acres, No. 3, 4 acres, No. 4, 3 acres, No. 5, 2 acres. Lake No. 1, which is the largest of the five, is at the highest elevation, about 1,500 feet higher than the railway or 2,500 feet above the sea level. Lake No. 5, following down the chain, is some 50 feet lower than No. 1. The distance between the lakes varies from 500 to 2,500 feet. The lakes are of the basin variety and are in the dry belt where the combined rain and snow fall does not exceed 5 inches annually. The deposits are covered with water from 6 inches to 1 foot from the last of March until June or July. The hot, dry summer winds evaporate the water very rapidly and during most of the year the magnesium sulphate may be removed easily.

The salts occur in solidified masses of varying shapes and sizes, surrounded by mud rings. Underneath a number of layers is found a solid body of salt. Drilling operations have been carried on to 40 ft. in depth in places.

This is a brand new industry for British Columbia, and one that is undoubtedly likely to have a big future.

W. R. Robinson has sold out his business at 3rd and Maple, Vancouver, B.C., to H. P. Tucker.

Margarine Has Come to Stay

OTTAWA, Oct. 1.—(Special).—It is understood that the matter of legalizing the sale of margarine in Canada permanently is now being considered, and that action will be taken in this direction in the very near future, either by a bill in Parliament or by Order-in-Council. The only opposition to the sale of margarine is from a small section of farmers, and even the opposition from this source is not very pronounced. It is safe to assume, therefore, that margarine has come to stay.

As the admission of margarine was originally a war-time measure, and as

there has been some uncertainty as to the action that would be taken in regard to the product, the Minister and Deputy Minister of Agriculture were approached recently regarding the matter, and while no definite statement was made, the impression was given that the sale of margarine would be definitely legalized, both as to manufacture and importation of the product. Canada is about the only country where opposition to the product exists and the opposition here is growing to be of a somewhat nominal nature.

"Cleanliness" the Fish Man's Slogan

Wellington Fish Market Believes in Using Whitewash Brush and Tanks of Running Water—Food Products Must Be Appetizing to Sell Freely—
A Big Future For Cooked Fish

HARRY Woolmer, proprietor of the Wellington Fish Store, 127 1/2 Wellington Street, Verdun, Quebec, believes in the gospel of clean water and lots of it, as applying to the enterprise of fish selling. The accompanying photograph goes a long way toward emphasizing that Mr. Woolmer has practised what he preaches, and the writer can say that the cleanly appearance of Mr. Woolmer's store was fully evidenced in every particular when he called to interview the owner on some aspects of fish selling.

CANADIAN GROCER realizes more and more, that the merchant who is going to handle fish must, in his own interests, pay increasing attention to the elimination of all dirt and muss if his fish trade is to be cumulative, and therefore, increasingly profitable. The methods of Mr. Woolmer have been in effect for some years, and he states that he looks forward to a steady growth on these principles.

No Success Without Water

Mr. Woolmer's arrangements are made with a view to using water liberally—almost lavishly. This water flows from a conveniently located faucet, and a short piece of hose may be attached to convey this elsewhere, if desired. The point is that all fish are cleaned of accumulated slime and scales, and, when dressed, the whole fish is as fresh and free from odor as one could wish it to be. This entails some work—in the case of preparing a fish for the customer, for it takes time to scale and clean a fish, but it pays. The customer will scarcely ever question the addition of a few cents extra for a nice, wholesome fish that is made ready for the fry pan.

Then, that the premises may be wholesome-smelling, Mr. Woolmer engages with the whitewash brush and slaps on many a coat of this inexpensive and germ-killing wall coating. It is really ideal for use in premises where fish are carried extensively. Not only so, but the increased supply of light within the store or workshop makes its use an added economy.

Making Good Display

The Wellington Fish Store is located on a busy business street and in the centre of a well-populated residential district. Within the store a fish case of the regulation pattern and dimensions is used, and Mr. Woolmer takes pains to see that there is no slime or muss on the fish which go to this case. The point should be greatly emphasized that these cases must be clean, always. To make cleanliness possible, the fish that are placed on display should be first taken to the workshop or cleaning room and



Interior of the Wellington Fish Store, 1721 Wellington St., Verdun, Montreal.

treated to a good bath. Mr. Woolmer does this, using a stiff bass brush to make sure that the fish are thoroughly cleansed. Thus, when the fish are neatly arranged on the crushed ice in the display case, they are bound to look attractive. When a housewife glances at them she is really invited to buy.

In addition to the one case shown in the photograph, another is placed in the window, and here forms the background for a neat showing of fish. Crabs and lobsters with their red shells, help to make the showing attractive when they are interspersed throughout the case.

Merchant Must Work Hard

There is profit to be made selling fish, but not without considerable real work on the part of the merchant. Mr. Woolmer realizes this, and certainly goes the limit in preparing his fish for the customer.

"Here's the way we do it down here," he stated to CANADIAN GROCER as he proceeded to first clean, then scale, then bone and trim a fine big haddock. And it was some demonstration, for with lightning rapidity was the fish grasped and rushed through the various necessary operations. When completed—inside two or three minutes, it was actually ready for the frying pan, or, if desired, for baking or boiling. And here Mr. Woolmer explained that the little attentions such as asking the customer whether the fish was desired for boiling, baking, frying, or for preparation otherwise, went a long way toward pleasing the patron. It was just as easy, he stated, to prepare the fish as wanted, and the customer much appreciated the attention.

Sells Cooked Fish, Too

The Wellington Fish Store does a unique business aside from the regular counter trade in fresh, frozen and other varieties of fish. This consists in preparing and offering to the citizens cook-

ed fish. That the best facility may be afforded for taking care of this trade promptly and effectively, a huge range of the overhanging "canopy" type is used, and the photograph accompanying bears a clearer description of this than words can convey.

"Some days we cannot supply all the customers for this cooked fish," said Mr. Woolmer. "Some leave their orders in the morning and call for the cooked fish at noon, on their way to lunch. This is a convenient and a cheap way of providing something tasty for the noon or evening meal."

The fish are filleted and then rolled in self-raising flour, being divided into individual portions first. Thus, with bones removed, when the fish is ready for the table, it is in a most palatable and tempting form. The fried batter is light and even luscious in the mouth, and the hot fat—bubbling fat—so treats the little mass of food when it is dropped into the big kettle, that a ball of lovely fish browned "to a turn," and a dainty-looking as a doughnut, and even more palatable.

Sees Big Future

Mr. Woolmer believes that there is a great future for the "fish and chip" business in Canada. In a few places it has already become quite popular, but as Mr. Woolmer points out, it is far from having attained the popularity—this idea—that it has in Great Britain. With the work completed away from home, and with the fish prepared under the best of sanitary and other conditions, there are many who will eventually be won over to this idea. Not only so. Mr. Woolmer points out that the cost, per portion, of codfish or haddock, whitefish or other varieties, so prepared, is very economical. For instance, he sells portions at 5c each, and larger portions could be had for families.

Fillets are very popular, and may be prepared as above. During the war, when there were many munition workers in the vicinity of the Wellington Fish Store, a unique business was done with the workers in light lunches, with this fried fish and potato chips as the basis. "We have sold as many as 300 lunches in one day," said Mr. Woolmer.

Business has grown largely in the past three years. It was pointed out that the excellent food value of haddock, mackerel and flounders make these fish desirable to the consumer because of

their lower cost. Salmon and halibut have reached such high levels that they are almost in the luxury class. On some occasions as much as 1,000 pounds of haddock had been ordered from the wholesale in one week.

In cooking fish, city gas is used, and this may be turned on and off at will.

Delivery is made to patrons not too far removed from the store, but Mr. Woolmer endeavors to have his customers carry small parcels and so minimize the expense of delivery.

Fish Sales Average \$300 Daily

Mrs. Margaret Chambers Has Developed Big Business in Fish at Danforth and Bowden Sts., Toronto. Her Specialty is Filleting Fish and This Feature Has Built Up Her Trade

SELLING 2,000 pounds of haddock alone, in addition to all manner of other fish, is the record for a week, in the store of Mrs. Margaret Chambers, at Danforth and Bowden avenues, Toronto. Receipts on Wednesdays and Fridays total more than \$500, and on other days from \$200 to \$300. It is three years since Mrs. Chambers opened up in her present place, and her success has amply repaid her efforts. Having learned the fish business in Scotland, where her mother has conducted a store for many years, Mrs. Chambers is an expert in the handling of fish. Her specialty is filleting, and for a long time after opening there she had a hard time to get the people to buy the fillets. Filleted fish was unknown in Toronto, and the difficulties were many in trying to induce people to buy it. However, she persisted. Her store is always well stocked with every variety of fish on the market, but the demand seemed to be only for salmon and halibut. Mrs. Chambers always keeps a good window display, and making it as attractive as possible, she believes, stimulates trade. She kept on filleting a certain amount of fish every day, but for a long time found she was only disposing of about ten pounds of haddock a day prepared in this fashion.

However, Mrs. Chambers stated, the people were finally won to her way of doing it, and now she says they don't want it any other way. Where she used to sell only ten pounds of haddock a day, she now sells 200 pounds, in addition to all the other varieties. Her trade has grown enormously since she first opened her shop, and with her helpers she is kept until midnight on Thursday preparing for the Friday rush. "Last night I filleted 300 pounds of fish," she told CANADIAN GROCER, on a recent Friday, when a representative dropped into the store at a busy hour. "I am now on my second hundred to-day," she added, "and it won't be enough to supply the demand." Filleting fish removes

all the bones and make it much more tempting.

Mrs. Chambers believes that there is a great field in Toronto for more fish stores, but she has hesitated to open up

any more for the reason that her specialty is filleting, and she has not enough trained helpers to warrant her extending her operations. She is convinced that filleting, once it won favor with the public, has really brought her business to its present prosperous condition.

Mrs. Chambers won a certificate of merit from the Canada Food Board in 1918 for the way in which she complied with its requests. She has sold a lot of Government fish, but, on the whole, she prefers what she buys from the wholesale, and that which she brings in from the Atlantic coast on her own account.

ALMOND CROP THIRTY MILLIONS

The first carload of new-crop almonds was shipped from the warehouse of the California Almond Growers' Exchange, Chicago, August 13. It consisted of 500 bags of Nonpareil almonds and was sold to a New York purchaser. The exchange expects to move almond carloads daily from now on.

The California almond crop for 1919 is estimated at about \$3,000,000. The quality this season is exceptionally fine, due to the favorable climatic conditions.

Little Likelihood of Oyster Shortage

Supplies for Current Season Will be Normal—Ten Cents Per Gallon Increase Over Prices of Last Year—Heavy Advance in Carrying Charges

Speaking as to the probable supplies of oysters for the present season. T. J. McKee, manager of the Connecticut Oyster Co., Toronto, told CANADIAN GROCER there was no likelihood of any shortage. The immediate outlook is all right, Mr. McKee stated, but looking to the future, he expressed the opinion that there was a very grave possibility of a curtailment of supplies. Possibly next year, the catch would not be so heavy. This is accounted for in the fact that there has been no spawn since 1914. Every four years there is what is called a "set," and the present "set," from which the oysters are being taken, took place over four years ago. Unless every effort is put forth to carefully preserve the spawn it is going to very seriously affect the supplies of oysters. The tendency is too much in the way of looking after the present, instead of looking to the future, with a desire to preserve the oysters and secure sufficient supplies for the years to come.

50 Per Cent. Increase in Business

Receipts of oysters in Toronto so far this season have been very heavy. Business with the Connecticut Oyster Co. just opened, for the season, during the last week of September, and during that brief period business shows an increase of fifty per cent. over a year ago. The first part of September is generally too warm to warrant the handling of oysters, and Mr. McKee stated that the sale of them, that is of any account, did

not start until the end of the month. The advance in the quotations on oysters are comparatively light as compared with other lines of foodstuffs.

Ten Cents a Gallon Higher

The increase this year over the prices of 1919 only amounts to ten cents per gallon. Mr. McKee does not consider this unreasonable, in view of the fact that the carrying charges have almost trebled. In addition to an increase in freight rates, there has also been an advance in the classification. The cost of bunker icing that was previously borne by the railway is now charged the shipper, and the charge has been increased from \$6 to \$14. The cost of labor has also increased, and this advance, too, has had to be taken into account in the new prices of oysters. Number one cans are quoted at from \$3.40 to \$4.10. The threes are selling to the trade at from \$10.10 to \$12, and the fives at from \$16.50 to \$20. There is an active inquiry for blue points at from \$13 to \$15.50 per barrel.

Little Export Inquiry

As to an export inquiry from this side for oysters, Mr. McKee did not think there was likely to be any of any account. For a number of years there was an export of oysters from the American Coast, but oysters are now being grown both off the Irish and English coasts. There is in a very small way some export business from this side.

Educate Your Trade--They'll Buy Fish

Per Capita Consumption in Canada Should Be Doubled—Many Grocers Have Made a Big Success and Even Smallest Can in Remotest Towns—Montreal
 Producer Advises Education

Based on interview with D. J. Byrne and written by A. H. Illsey

MONTREAL.—“If our Canadian people could be made to reach the per capita consumption of fish of the British people, then our trade would develop enormously.”

In this statement of D. J. Byrne, general manager Leonard Fisheries, Limited, Montreal, is summed up the importance of education in securing for Canadian fish a larger market, and through this a wider distribution of the profits to be secured through this greatly increased turnover.

Mr. Byrne outlined some important considerations and believes that the grocer, no matter where located, can handle fish—a complete line of it, with decided advantage. The matter of profits which may be derived from its sale is one for the individual grocer to work out for himself. The elimination of waste is, so to speak, “up to him.”

Go Get the Business

Probably the importance of getting the business, of actually convincing one's regular customers that they need fish, is of first and primary importance. Mr. Byrne lays great stress on this phase of the development, and since

a start has to be made, the consideration of this suggestion, rightly fits in here.

“There are many merchants who have their men go out and take orders for various goods which they sell. In connection with fish the grocer can get a printed list showing exactly what the fish will cost him. He then gets his rate from the express company and can tell, every week, what his supplies will cost. He can, through these salesmen, quote a price on fresh fish or any fish, the housewife thus knowing what her order will cost. If the merchant will work along this line he will soon find that his weekly or twice-a-week supply of fresh fish will not be large enough to meet the demand.”

Of course Mr. Byrne did not make this an unqualified statement, as will be seen in the following observations.

This Kills Business

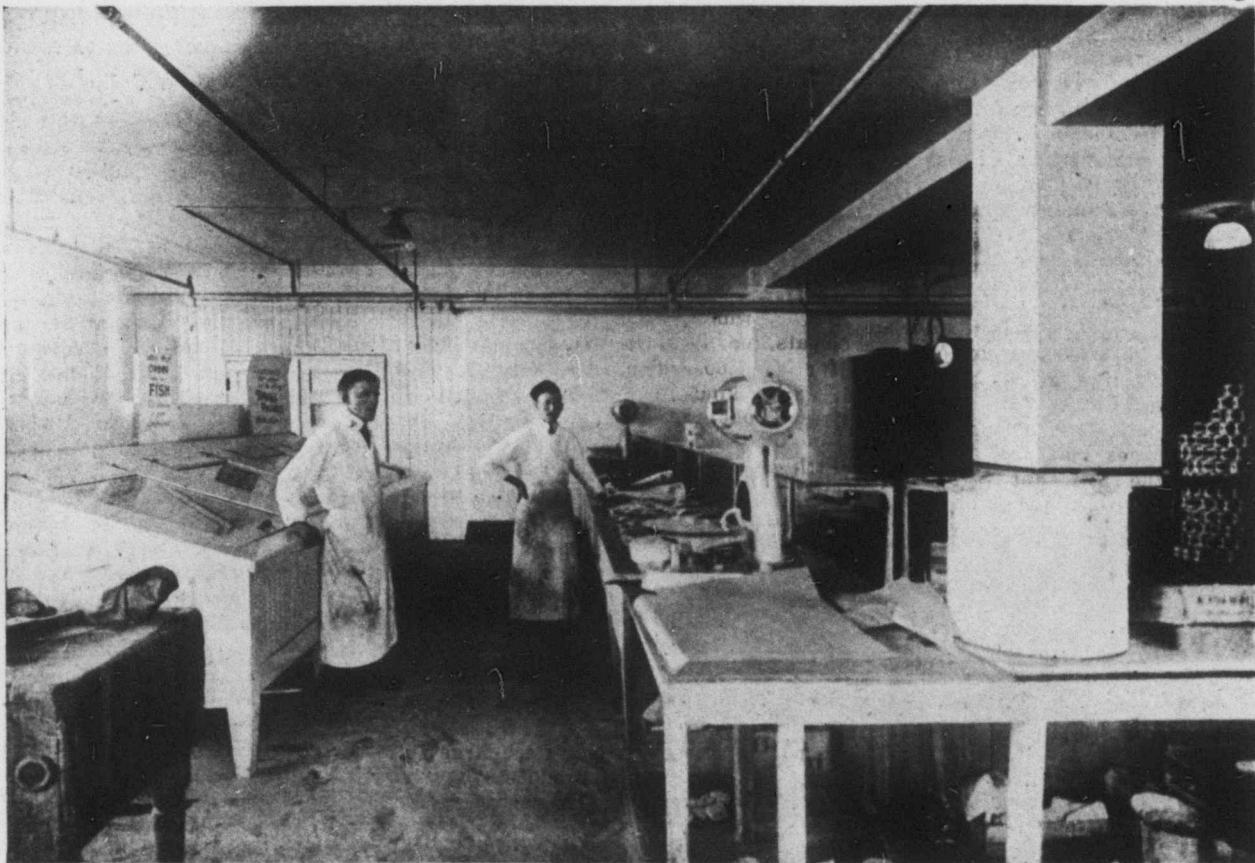
“There are some storekeepers,” Mr. Byrne continued, “who get in a supply of fish and put it out in a barn or a shed, lift one of the boards off and take out a fish or two at a time. The case is left there in the dirt and dust. Sometimes the sun is allowed to shine on the supply and the fish loses its freshness and in

time becomes spoiled. If the customer gets this it means—‘once bitten, twice wise,’ and trade is killed.”

This bears out the contention which CANADIAN GROCER has made on many occasions, that the success of the individual fish business is to be built upon attention to such details as will ensure freshness in the supplies delivered to every customer—freshness is vital. That it may be maintained is a matter of business arrangement as will be sensed by good grocers: Details must be worked out to suit the needs in a given locality, and of which needs the grocer on the spot is the best and really the only judge.

Build Trade This Way

Mr. Byrne believes that the grocer has a very real opportunity in that he always carries canned and tinned fish as an important part of his stock. To add to these varieties is an easy matter and there is every good reason why smoked and cured fish should be handled. Taking this view of the matter, the grocer might well decide to create a separate fish section in his store, keeping all fish here, the tinned as well as the boxed fish. A little additional space will afford room



The fish department of Almy's, Ltd., Montreal.

for salt and pickled varieties of wholesome fish and there will be no difficulty in making the department really attractive. A scale, suited to weighing out the fish, may be suspended from the ceiling and thus save room. Altogether with arrangements worked out to suit a given case, it will agreeably surprise the proprietor, what an excellent effect has been secured. With a fresh supply of clean wrapping paper the shelves may be fixed up, the cases laced on these, and the tinned fish neatly arranged to "call hither" the housewife who has made a purchase elsewhere in the store. Thus centralizing the stock, it may be possible to place the department under the direction of one salesman. If he becomes enthusiastic, as he probably will, the sales will increase.

Distance No Barrier

Mr. Byrne, in answer to a question of the writer concerning the difficulty that seemed to exist in the matter of securing regular delivery to remote points, said that this difficulty was not a real one. "The supplies are kept fresh in the big refrigerators of the producers and distributors. Express shipments of fish are coming to hand every day. The grocer, no matter if he may be off the main line of railway, can get his fish in first-class condition, just as he may expect to get his meat or other supplies. If he takes care of these when they are received there will be no difficulty."

It was then pointed out that the great success attained by some firms in developing a large fish business was not a surprising thing. Furthermore, Mr. Byrne asserts that the success of others can be duplicated if the development of a fish business is given the attention that its merits, and which is the price that all must pay to attain that success. There are many grocers, it was pointed out, who have developed a very satisfactory fish trade in various sections of the country, profitable trade indeed.

The Question of Profit

One of the questions upon which the writer desired an answer was that as to whether it was possible to secure a good margin of profit if a grocer attempted to enlarge this feature of his business. The reply was definitely affirmative, and Mr. Byrne believes that profit is something which the merchant can adjust without much trouble, and that he can obtain a good return over his cost for all the fish he sells. In support of his conviction in this regard he referred to one or two very successful fish-selling enterprises which had arisen from very meagre beginnings. In one case, the business referred to secures big margins of profit—probably 25 per cent. greater than the average store, selling fish. And why? Simply as a result of having the supplies fresh, of delivering them in first-class condition, and of not being afraid to ask the price that one should get. After all it is a matter of fixing the price upon the individual order that is reasonably just and there need

MR. BYRNE STATES:

- 1—That if the per capita use of fish were made to equal that of Great Britain, Canada's fish trade would expand enormously.
- 2—That, no matter how remote, the grocer can, with proper attention, handle all kinds of fish with profits.
- 3—That greater use of fish would mean economy and, in some cases, food of higher food value than more costly meats.
- 4—That the grocer can become one of the real educative forces in building up an extensive fish trade.
- 5—That with meats and eggs high, and likely to be, an opportunity exists for pushing fish sales.
- 6—That fish should be bought often, to suit one's trade needs, a plan to be worked out to suit individual businesses.

be no fear but that the profit will be large enough.

An important point to consider here is that the greater number of one's customers one can induce to use fish regularly, each week, the greater and speedier will be the accumulating profits. In addition to this the speeding up of sales will serve to increase one's interest in still improving the fish department, thus attained.

Is Time to Begin

A new venture is usually entertained with some care, and quite rightly so. With October here the grocer should have no fear of making a start or of enlarging upon his present beginnings. With the tinned fish already carried, it would perhaps be in order to make a mental estimate of the space which can be assigned for a "fish department." This done, with a hammer and saw and the assistance of the head salesman, perhaps, or of the window dresser, why not see what can be done to "dress up" a neat little department.

The tinned fish, and other tinned meats, too, will afford a good background for the loose fish of dried, cured or salted kinds. Interspersing these throughout the display, and by "pyramiding" the cans and packages, there is little question but that this department can be made the Mecca, in due time, of the womenfolk. Just make things tasty and neat, keep the flies away and the variety as large as good judgment will suggest, and there will be a surprising increase in the dollars reaching the cash register.

Remember These Things

Do not overbuy. Fish are kept in cold storage from the hour they are received from the fishing grounds. The large jobbers, wholesalers and producers have so arranged matters that the merchant acting as the ultimate seller need not take unnecessary chances with a big supply of fresh fish, or of any variety. The jobber is not anxious that the grocer buy

beyond the actual needs of his trade; to desire this would but defeat his own ends. The whole system of distribution must be worked out on co-operative lines, and the fresher the fish is when it reaches the user, the larger buyer will be the user eventually be. Therefore, it is the part of wisdom to buy with discretion, in the quantities that can be disposed of, and as often as need be.

Be sure of your ice supply. Perhaps the butcher in your town does not sell fish extensively. He must have ice. If you cannot arrange to get this elsewhere why not arrange to put a quantity each winter with him on a percentage expense basis? In any case ice must be secured. It will preserve the supplies you receive in prime condition.

See that the fish purchased by the womenfolk go to them in the best possible condition. That this may be always accomplished will require that vigilance be exercised. Remove the slime from fresh fish and fresh frozen varieties. If the supply reaches the housewife's kitchen in the proper condition it will reach there in appetizing form. Let this feature have close attention and your effort, coupled with judicious advertising by word of mouth, through the local paper, and the display window, will reveal results that may surprise you. Canada's per capita consumption should soon increase from 28 pounds per capita to 50 pounds.

SHORTAGE OF CANS FELT IN ONTARIO

Stocks in Some Canneries Entirely Out—Steel Strike Limited Supply

The shortage of tin plate, caused by the great steel strike in the United States, is causing a great deal of inconvenience among the canners and growers throughout the whole province. The Niagara, Ont., district is especially hard hit, a few canneries being compelled to shut down owing to their stock of cans having become exhausted. The plants of the Dominion Canners at Welland and Niagara-on-the-Lake are closed, and the plant at Jordan Station will have to close to-morrow.

The Schenck plant, in this city, has a sufficient supply for to-day, while the Simcoe plant has by far the best supply, and will be able to keep in operation for a few days to come.

Relief appears to be in sight, which, it is hoped, will care for the large crop of tomatoes in this and other districts. The Dominion Canners were fortunate enough to secure a number of cars of cans in the Eastern States, which are being rushed to St. Catharines and elsewhere for distribution among their many factories.

USE OF CONDIMENTS TREBLED SINCE WAR

The demand for sauces and appetizers is now so great in Great Britain that grocers can scarcely meet it.

"The sale of these articles since the war started has trebled."

Retailers in Arms Against Sugar Price

Can Only Do Business at a Loss on Present Basis—Opinion of Various Dealers on This Vital Question.

TORONTO, Oct. 2.—“The decree of the Board of Commerce which fixes the profit on sugar is meeting with a great deal of adverse comment from the retail trade,” said F. E. Cleland, 400 Bloor West.

“At the present fixed price, we are handling sugar at a loss. It costs us \$11.21 per cwt., and we are supposed to sell it again at 12½c a lb. As a matter of fact, we are charging 13c, and even at this we will not break even. To run an average business in Toronto costs from 18 per cent. to 20 per cent. If we sell sugar at cost, or a trifle below, some other commodity must be advanced in price. We feel that supply and demand ought to be taken into consideration in a question of this kind.”

Items That Make the 1c Profit Negligible

“In fixing the profit on sugar at an advance of one cent on the invoice cost of goods, the Board of Commerce have overlooked several important items that enter into its price to the dealer,” said W. J. Parks, 473 Bloor West. “A 100-lb. bag does not yield 100 lbs. for sale. In our experience, at least 2 per cent. is lost in handling. To-day a 100-lb. bag costs \$11.21. To that we must add 7½ per cent. for delivery. Bags and twine are other items to figure on, and both have advanced over 300 per cent. within the last few years. Rent, labor, store fixtures and many other things—all have doubled, sometimes tripled in value.

“At 13c I figure that I may make a very small margin of profit—perhaps 5 per cent.”

“Where will the remaining 15 per cent. for running expenses come from?” he was asked.

“Well, that is something I am puzzling over right now,” was the reply. “To carry sugar nowadays is merely a courtesy toward our regular customers. There is nothing in it for us.”

Can Only Handle at a Loss

Mrs. A. H. Moore, of 1261 Bloor W., was equally emphatic.

“At the present fixed price of sugar we can only handle it at a loss. If it were not to oblige my customers of long standing I should discontinue the sale of it altogether. I find that in handling sugar we lose from 2½ to 4 per cent. on every 100-lb. bag. The prices of bags and twine have advanced to such an extent that a selling price of 12½c to 13c a pound leaves us an almost negligible profit.”

Mrs. Moore's is practically a cash and carry business, so that her computation makes no allowance for delivery.

No Allowance Made for Investment in Goods and Credits

C. Barrett, 1193 Bloor W., endorsed the statements made by the grocers of

his locality. “Not only have we to meet a greatly increased cost in connection with the handling of sugar, but few people stop to consider that our money is tied up for some time in the goods. Those of us who have a credit system are at a special disadvantage. Our profits on sugar in the palmy days when sugar sold at \$5 a cwt., never were in proportion to the cost of running a business. To-day at from 12½c to 13c a pound, we are lucky if we make 5 per cent. on sales.”

F. Aitchison, 1100 Bloor West, declared that at present prices the margin of profit was so small that he only carried sugar to accommodate his customers, and that he could not do this very long unless prices changed.

Never Any Profiteering on Sugar

Fleming Bros., 1022 Bloor W., are charging 13c per pound, and, at that rate, reckon they are making about 8 per cent. on sugar. This cost of operating a business is in the neighborhood of 14 per cent. Mr. Fleming feels that an injustice is being done the retailer. “There never was any profiteering in sugar,” he smilingly remarked, “nor is there likely to be. At certain seasons the demand naturally tends to inflate prices for a time, but there is too much competition to maintain these so-called ‘peak’ prices when the call for sugar has passed.”

B. Kelly, 237 Clinton Street, feels that the retailer is being unfairly treated. “If prices of sugar and other articles are to be fixed, why not begin with the producer?” One cent per pound fixed profit is a farce. At that rate we are making nothing. Every line of goods that we handle, everything we need in our business, has advanced enormously.

CANADIAN GOODS WANTED

Cyril A. D. Chase, representing the Anglo-West India Agency, Bridgetown, Barbados, B.W.I., is coming to Canada this month to endeavor to establish connections for the representation of Canadian goods in the Barbados. Mr. Chase left there about September 30. His company points out in a letter that he will be visiting the Toronto office of the MacLean Publishing Company. Any Canadian manufacturer interested in export trade with the British West Indies and who would like Mr. Chase to call on them while in Canada should write him c/o this paper and the MacLean Publishing Co., University Ave., Toronto.

The Anglo-West India Agency will establish branches in Trinidad, Demarara and Jamaica on the return home of Mr. Chase. They are endeavoring to secure the agency for all classes of Canadian manufactured goods.

Only by the closest figuring can we hope to make our store pay. In these days, when every man is demanding a living wage and an eight-hour day, the grocer alone is at a serious disadvantage. Far from making money at the present time, the retailer is losing. When he dies penniless, people remark: ‘Poor fellow, it was too bad.’ Sympathy does not help a business; fair prices do, however. If things keep on as they are I'll have to discontinue handling it.”

Will be Harmful to Business

F. J. Bowley, 338 Manning Ave., pointed out that certain staples such as bread, sugar, etc., never did yield a profit equal to the cost of handling. Under present conditions, if the retailer continued to carry sugar, etc., in stock, he must advance the price of other articles. Such discrimination, he felt, would hurt business and place very many retailers at a serious financial disadvantage.

Thinks of Charging for the Bags

G. L. Dean, 385 Harbord Street, said: “I feel that under present conditions I must quit handling sugar or charge extra for the paper bag, over and above the one cent allowed as fixed profit.”

Isaac Jeffs, 583 Crawford Street, is charging 13c for white and 11c for brown sugar. He claims that he is losing money.

H. S. McCabe, of 1148 Bloor West, is of the opinion that the retailer ought to handle only cartons, which would enable him to make a certain definite profit.

Made Too Small Allowance for Overhead

The consensus of opinion is that the Board of Commerce has made too little allowance for overhead expenses in retail stores, and that a fixed profit for sugar or any other staple commodity, means a shifting of prices inimical to the sale of other lines. If, because of a fixed price, a grocer is forced to mark up certain other lines in order to meet running expenses, these lines are likely to move slowly, or not at all. The dealer must then impair his credit with the wholesaler, discontinue to stock articles not yielding a reasonable profit—a serious inconvenience to the householder—or go out of business.

HUDSON BAY FISHERIES

The fisheries of Hudson Bay are very extensive, and the food fish found in abundance include the Arctic salmon, which resembles the British Columbia variety; the sturgeon, cod, and whitefish, which is the most abundant and valuable fish of that region. The Beluga or white whale is numerous and several varieties of seal are found, as stated in a bulletin issued by the Department of the Interior.

Are My Computations Incorrect

One Reader Says So—Some Consideration of the Points of This Objection

By HENRY JOHNSON, Jr.

A CORRESPONDENT, who signs himself Chester Cooper, writes thusly—and I quote him because he endorses his letter: "For publication if desired."

The CANADIAN GROCER, under date of June 21, contains an article written by Henry Johnson, jr., purporting to show the impracticability of our present method of percentage computation. A careful analysis of his writings and figures will show that while there may be a better way, he has failed to produce it. First let us remember that our schools have been very successful in inculcating into the minds of our pupils methods that have caused great advancement in mathematics. Boys and girls have grown up to be wonderful calculators. Great things have been accomplished in the arithmetical field. All this speaks well for our schools.

To be sure, if we judge methods taught in the schools by our failures in business it would not seem so satisfactory, but while doing that we must remember that the keener the judgment of our business men the mightier are the problems that confront us.

The fallacy in Mr. Johnson's logic is found in his attempt to shift the base of computation from the cost to the selling price. The article in question says that the right way to figure margins is on the selling price, not on the cost, because expenses are always figured on the sale. Now, such is not the case; quite the contrary, the sale is always figured on or by the expense and cost combined. While his objective is the same, his methods are quite different, and much more confusing than the present method in vogue.

The word margin is not entirely synonymous to our common term per cent. of profit. Buyers use the word margin as applied to the difference between the cost and the selling; especially hog or cattle buyers, who have learned how much must be made to assure them a safe profit; this they call margin. Mr. Johnson uses it as per cent. based on the selling price.

Here is example as was given: Article cost \$1.70. Margin desired, 32. to find the selling price which is \$2.50. Notice his step. Deduct 32 from 100 and divide cost by result. The thing I wish to show is: He already has the necessary figures with which to work in order to get \$2.50. Ordinarily, we would take the per cent. of profit which we had previously adopted and make quick work in getting the selling price. A quicker method cannot be found. The shifting of the base is merely a matter of choice, in either case we arrive at the same conclusion.

In order to be consistent in his logic he must assume a selling price calling it

100 per cent. Now we have given the cost \$1.70, the margin 32, and the assumed S.P. 100 per cent. Looks like one ought to be able to get results with that much data. Of course, his reasoning is correct, but logic poor. Why shift the base of percentage? Surely he did not accomplish anything from the standpoint of brevity.

Many have tried to introduce a so-called short-cut method, and because a little time was eliminated they proceeded to lambaste the schools. However, in this case no time was saved; rather, it is a longer process. Take for granted that this method is a success for an ordinary business man—just try convincing the banker of the simplicity of such a system and hear what he says.

Old Habits Hard to Change?

May I be pardoned if I say that a careful analysis—in fact, several of them—of Mr. Cooper's letter, fails to reveal very clearly the cause of his complaint or even its exact nature? Yet that is not very remarkable, nor is Mr. Cooper to be blamed for it. Rather let us sympathize; for he has tried to cover in a single letter a subject which has been treated from many angles by many writers for many years—myself among them. And it takes a lot of thought and great care to make it all clear; though, like most other things, it is simplicity itself, clear as limpid crystal, once it is grasped.

Maybe I can help him out a bit.

Let me, then, be "consistent" by making it clear—as perhaps I did not in my former story—that the theory on which margins are computed on the sale is based on a sale price of 100 per cent. Thus what we get when we make a sale is 100 per cent. and 100 per cent. is all we get; and, as cost, expense and profit must be in that 100 per cent. and each is a part of that 100 per cent., it must follow that one never can make 100 per cent. margin or profit.

Process to Find One Per Cent.

In the example given of goods costing \$1.70 on which a margin is desired of 32 per cent., we take the 32 from 100, leaving 68. This, because, with a sale price of 100 per cent. and a margin of 32 per cent., the cost must be 68 per cent. of the sale price.

Then we divide the cost, \$1.70, by 68 to find what one per cent. of the sale prices. This we find to be 2.5 cents, or 2½ cents, and since the 100 per cent. must be one hundred times one per cent., we multiply the 2.5 cents by 100 and so get the sale price of \$2.50.

Of course, it is plain, as Mr. Cooper says, when you have all the figures given. So is the "answer" in the arithmetic. But we go through the process to familiarize ourselves with it that we

may use it on other figures for which we have no answer.

Mr. Cooper might take that same \$1.70 and tell us what we must sell for to make 44 per cent. margin; 51, 39, 23 per cent. on the sale. But he must use some process other than one I have used, and he must show what his process is. Then if it proves to be better in any way—either in time saving, or greater accuracy, or clearer, or in any other way an improvement, we shall jump at it pronto, believe me!

I am not out to prove anybody right, nor to show how smart I am. I seek only truth and try to spread it where I may. New ways and better ways are devised daily, and we want to use 'em as fast as possible. If I have not produced a good way, then let us see one, and we shall all use it on the drop of the hat!

School Criticism Stands

My criticism of the schools was confined to just one point, and that is a vital one to business men. "If we are to judge by our failures in business," says my critic. Well, is that not enough? Whenever a man or a boy or girl gets into business and begins to learn the way to compute margins used by the successful ones everywhere, he or she must drop a lot learned in school and begin over again.

As for my authority to advocate the plan I stick to, refer to the big men of the country, to your own jobbers, to Marshall Field & Co., to all the mail-order houses—the big ones, that is, to the chain stores, to all big, progressive, successful merchants. The clincher might be the Food Administration, composed of the biggest, brainiest men in business. The rules promulgated by the food people were all predicated on computation of margins by the sale price.

Necessarily, I must cut short detailed expounding of all this, for to cover every point would fill a book; and most merchants already accept the plan as sound, even if they are not very expert in its application, so there is no need to write much by way of excuse or apology for advocating this way of figuring margins.

Meaning of Margin, Profit, Etc.

Mr. Cooper may have missed former papers of mine wherein I have explained about margin and profit. But he may go to Webster's dictionary and find margin properly defined about this way: "The difference between cost and selling price from which, after expenses are deducted, a profit may be realized." So I call margin the total difference, or spread between invoice cost and sale price, and Mr. Webster is further correct in thus hedging—"from which a profit

Continued on page 39

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The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN President
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COURTESY IN BUSINESS

DON'T regard the traveller as an intruder. Modern commercial conditions have made him almost as important a factor in the business world as the retailer. His business is honorable and he has a legitimate claim on your time and is entitled to be received courteously. If you do not have time to talk to him just when he calls tell him so and tell him in such a way that he cannot help seeing that you would gladly talk to him if you could. Make an arrangement to see him later. If he has a new line, listen to him for there may be some good profit in it for you. If he has goods that you do not need you can tell him so courteously.

GET THEM TALKING

"IF a customer does not ask questions I know I am not interesting him," said a merchant to CANADIAN GROCER recently. "One of the biggest points in salesmanship is to hold the interest of people. There are times when it is necessary to talk briskly in order to get people started, but I find that the majority of customers, especially women buyers, want to hear all about whatever they are planning to buy. Salesmanship is a real art and the man who succeeds best must use his own judgment when to talk and when to listen. Some salesmen think they have to overwhelm prospective

buyers with a flood of talk. This is a mistake. I have obtained the best results by letting the buyer ask questions and then answering them carefully, never trying to force matters."

WE CAN'T AFFORD THIS

CANADA'S fire waste in spite of our enormous resources is suicidal, and if continued means only one thing, an enormous and unnecessary drain upon every man, woman and child in the country. Because it does not appeal to them personally, the great majority of people fail to realize that they suffer every time there is a fire loss. The whole country is just that much poorer every time property is destroyed. It can never be replaced. The insurance companies may pay for it but they cannot bring it back and the great mass of people provide the insurance companies with the money. Every merchant who carries insurance provides for it in his overhead and the consumer pays. Last year Canada's fire losses were almost \$34,000,000. This year it is not expected they will be quite so large. One of the reasons for the reduction is the attention that is now being given to the problem of checking fires. Every merchant in the country can do his share in this good work and it is to his interests to do it.

Editorials You Should Read

FALSEHOOD AND TRUTH

PROFITEERING is the most lurid and offensive factor in raising the cost of living, but the fact that it is a minor factor compared with the world-wide shortage of materials should be realized more generally than it is.

Platform oratory clusters around the sensational. Men find it easy to weave explosive and arresting phrases aimed at the profiteer. The public loves to be told the "something for nothing" story and, besides, there exists intense and quivering indignation at suspected robbery in some cases which, naturally, pants for expression in strong language.

Nevertheless, it is a crime to deceive the people into a belief that any force other than greater production will really remedy the present condition. It is public disservice to invite a faith in anti-profiteering crusades as remedial measures which cannot be justified by experience and which, widely depended upon for betterment, may interfere with general and energetic acceptance of the basic duty, which is production.—"The Montreal Star."

What Are the Powers of the Board of Commerce?

This is a Question That is Being Frequently Asked. It is a Question About Which There is Some Doubt. The Actual Powers of the Board and the Authority Under Which It Gets Its Powers Are Here Stated

THERE has been some uncertainty in regard to the powers and jurisdiction of the Board of Commerce. There are some who are inclined to doubt that it has the powers that the commissioners are claiming for it. There can be no real doubt on this score. The scope of its operations and its powers have been very definitely set by two acts recently passed by the Dominion Parliament.

"The Board of Commerce Act" and "The Combines and Fair Prices Act" were passed at the last session of the Dominion Parliament and came in force on July 7, 1919.

The Board of Commerce of Canada is a tribunal created under this act to enforce the terms of the "Combines and Fair Prices Act," which act relates not only to fair prices, but defines the offences relating to combines, mergers, trusts, monopolies, etc., but does not include combinations of workmen or employees.

The board consists of three members, but power is given under the act for a commissioner to sit alone, take evidence and submit same for the consideration of the whole board. It does not follow that because a person is invited or subpoenaed to appear before the board that any charges have or will be made against him, the sole object of the board being to obtain information through these witnesses.

The Fair Prices Act

The Fair Prices Act deals with necessities of life. The term "necessaries of life" is declared to mean a staple and ordinary article of food (whether fresh, preserved, canned or otherwise treated), clothing and fuel, including the products, material, and ingredients from or of which any thereof are in whole or in part manufactured, composed, derived or made, and such other articles of any description as the board may from time to time by special regulation prescribe. The important and outstanding feature of the act is its creation of new statutory offences for the punishing of hoarding and excessive profits. It is declared that no person shall accumulate or shall withhold beyond an amount thereof reasonably required for the use or consumption of his household or for the ordinary purposes of his business. It is directed that every person who shall at any time hold any necessary of life beyond an amount thereof reasonably required for the use or consumption of his household or for the ordinary purposes of his business and every person who shall hold for the

purpose of sale, whether as manufacturer, wholesaler, jobber, retailer or otherwise, any stock-in-trade of any necessary of life shall offer for sale the said excess amount, or the said stock in hand, as the case may be, at prices not higher than are reasonable and just.

Farmers Exempted

The exceptions from this general rule against excessive accumulation are: It does not apply to accumulation by a farmer or gardener of farm or garden products of any land cultivated by him. 2. No manufacturer, wholesaler or jobber is, because of anything in the act, obliged to sell to other than such classes of persons as are accustomed to purchase from manufacturers, wholesalers or jobbers, nor shall any person be under obligation to sell otherwise than in accordance with the ordinary course of business.

What Constitutes An Unfair Profit?

On the subject of unfair profits, the act makes an important definition. An

unfair profit shall be deemed to have been made when, pursuant to and after the exercise of its powers by this act conferred, the board shall declare an unfair profit to have been made. The unfair enhancement of cost or price shall be such enhancement as has resulted from the making of an unfair profit.

The board is empowered and directed to enquire into and to restrain and prohibit the making or taking of unfair profits for or upon the holding or disposition of necessities of life, and to restrain and prohibit all such practices with respect to the holding or disposition of necessities of life, as in the opinion of the board are designed or calculated to unfairly enhance the cost or price of such necessities of life.

Whenever an offence has been committed against the fair prices part of the act, the board may remit the evidence to the attorney-general for such action as he may be pleased to institute. But the act also provides that the board may itself declare or find as to the guilt of the person concerned, and it may order or prohibit the doing or omission of any act or practice relevant to or connected with the offence and in case of disobedience by such person of such order he shall be liable to a penalty not exceeding one thousand dollars and costs for every day after the expiration of four days during which such person continues to disobey or to omit to perform such order.

Montreal Marketers to Sell by Pound

By-Law Requiring That Most Root Vegetables, as Well as Eggs, Game and Poultry be Sold by Pound to be Vigorously Enforced

INSTRUCTIONS have been issued by the Administrative Commission of Montreal, to the Chief of Police and the superintendent of markets that by-law 665 adopted by the City Council a year ago is to be enforced. It requires that certain vegetables, game and fowl, and even eggs, be sold to the retail trade by weight.

The instructions to the police read as follows: "It is the desire of the Administrative Commission that this by-law be enforced, and you will have an understanding on the matter with the superintendent of markets."

The clauses in by-law No. 665, which refer to the retail sale of vegetables and eggs by weight read as follows:

Root Vegetables to be Sold by Weight

"Section 27a—In the city, the following vegetables, when sold by retail, shall be sold by weight:

- (a) Potatoes, cabbages of any kind:
- (b) Onions, beets, carrots, turnips, parsnips, leeks, except when such vegetables are sold with their green stem."

"Section 27b—In the city, eggs, game and fowl, when sold by retail, shall be sold by weight."

By-law 665 was adopted by the Administrative Commission in April, 1918, and approved by the City Council the July following.

Difficulties in Selling Eggs

As regards buying eggs by weight it appears that a customer would ask for a pound or more, and that the dealer might count them if he liked. The dealer would ascertain for himself, for example, how much a dozen of small eggs or large ones should weigh, and then decide what he should charge for them by the pound. For such reason the by-law does not specify what a dozen eggs should weigh. In general a dozen and a half of fresh eggs of the average sizes will weigh one pound, it is said.

The selling of vegetables by weight at the city markets may cause more difficulty on account of the time it would take to dispose of a load by weight. Each farmer would require to have scales for weighing his produce, and one possible effect is that some of them may get tired of this and dispose of their loads by wholesale to the retailers.

It will be noted that the by-law makes a distinction between certain vegetables when sold with their tops on, and those without tops. This applies to onions, beets, carrots, turnips, parsnips and leeks which, when bought with tops on need not be weighed. Such vegetables are brought to the city markets as they come out of the ground up to the time of frost.

CURRENT NEWS OF THE WEEK

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

MARITIME

John Byrne, Government vendor, of Charlottetown, P.E.I., died suddenly a short time ago. He was a native of Philadelphia, Pennsylvania, and came out to this province when a boy with his parents and was for years in business here with his brother, the late Edward Byrne. Up to a few months ago Mr. Byrne conducted a general grocery store on Queen Street. He was 56 years of age.

QUEBEC

J. K. Neil, grocer, Aylmer East, has suffered loss by fire. The loss is covered by insurance.

Mr. Begloff, with the Begloff Fish Co., New York City, was a recent visitor to the trade in Montreal.

J. A. Jeffrey, general merchant, Campbell's Bay, has been succeeded by Coyne and Hamelin, Ltd.

W. H. Spooner, wholesale fish dealer, Montreal, returned from a trip to Eastern Canada points last week.

Anatole Gamache has been registered in the grocery business in Montreal under the name Maison St. Clothilde.

Arthur P. Tippet, of Arthur P. Tippet & Co., Montreal, has been confined to his home through illness, but is now reported better.

Miss Mary McFarlane, of the staff of Magor, Son & Co., Ltd., Montreal, has returned from her vacation, spent in Schenectady, N.Y.

Omer Boul and Raoul Hebert have been registered in a general store business at Princeville under the firm name Boul & Hebert.

James S. Eckman, with the Canadian Fishing Co., Ltd., and the New England Fish Co., Vancouver, was in Montreal last week.

T. H. Johnson of the Canada Fish and Cold Storage Co., Prince Rupert, was in Montreal last week on his annual trip to Eastern points.

Harold Perley of St. John, representing the Frank E. Davis Co., fish foods, Gloucester, Mass., was in Montreal last week.

J. A. Paulhus, proprietor of D. Hatton Co., Montreal, will have the sympathy of the trade in the loss he sustained in the death of his father, P. Paulhus. Mr. Paulhus, senior, passed away at his home in Sorel after an illness of several months, on Sept. 18th. While spent physically, his mind was wonderfully alert to the very last.

ONTARIO

A. D. Anderson, general merchant, Keene, is dead.

The melting of the sprinkler heads in the building occupied by the Perkins,

Ince Co., wholesale grocers, Front street, Toronto, was responsible for upwards of \$30,000 damage by water recently. The fire damage was only \$25. The cause of the blaze is unknown.

ONTARIO BUSINESS CHANGES

Collingwood Bros., Toronto, have sold to S. Kirk.

G. Kinsman, Toronto, has sold to W. Wilson.

Louis Rossman, Toronto, has sold to M. Stein.

F. R. Kilgour, Toronto, has sold to Brewery & Buker.

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

J. E. Tress, grocer, Toronto, has sold to Andrew Bros.

P. Boileau, grocer, Casselman, has removed to Fassett, Que.

Dean Bros., grocers, Goderich, have sold to W. A. Hoey.

Andrew Lambert, Sarnia, Ont., has sold to Geo. Taylor.

Bert Summers, grocer, London, has sold to C. H. Thomas.

J. A. William, grocer, London, has sold to Bert Summers.

J. J. Knight, grocer, Tottenham, has sold to C. H. Thomas.

E. Bellefeuille, grocer, South Indian, has been succeeded by J. B. Plante.

Lewis Teitelbourn, grocer, London, Ont., has sold to N. S. Peitte.

G. Cohen, general merchant, Carp, has been succeeded by T. Lucas & Son.

J. W. Cronk and W. O. Franklin, general merchants, were among those whose stores were destroyed in the disastrous fire that visited Port Rowan recently.

F. S. Kelsey, grocer, Toronto, has been succeeded by T. Lucas & Son.

A. E. Elliott, grocer, Smith's Falls, has been succeeded by R. A. Corbett.

FLOUR MILLS ROBBED

The owners of the Raglan Flour Mills, Lindsay, Ont., were the victims recently of a daring robbery when burglars entered their mill and made a fairly clean sweep, appropriating 900 lbs. of flour and cereals and sundry minor articles were taken.

OTTAWA GROCERS PLAN FOR LARGER FOOD SHOW

The Pure Food Show at the Central Canada Exhibition proved such a success in the new building this year that the Ottawa Retail Grocers' Association are already making arrangements to increase the space for the 1920 show. If possible the whole of the Machinery Hall will be taken over as it is believed that many other firms will be anxious to secure allotments next year.

The detailed report has not yet been presented but a very satisfactory financial result is assured.

Clarke Cummings, the energetic secretary of the show has been presented with a gold watch by the Association as a mark of appreciation for his very able work during the past year, much of the success being attributed to his continual determination to beat all previous records.

APPOINTED AGENTS

S. H. Moore & Co., manufacturers' agents, Toronto, have been appointed selling agents for the Basque Chemical Products Co. of Vancouver, B.C., miners of Epsom salts in the Basque Lake regions of B.C.

ROBERT DUFF DIES

The death of Robert Duff, manager of the John Duff & Sons' pork factory, occurred recently at his home in Hamilton.

For over two months past, deceased had been in ill-health, and for seven weeks of this time he had been confined to his home, suffering acutely.

Mr. Duff was the youngest son of the late John Duff, and was born in Hamilton, Ont., nearly 49 years ago. He had been connected practically all his business life with the meat provision industry. He was engaged in the provision business first on York street, and latterly in the factory in the east end of the city.

A WIDE-AWAKE GROCER

Mistaken for a burglar, Constable Ahier, of Montreal, was shot at by a grocer whose store he was investigating. Finding the door open, the constable had entered the store and had lighted a match to see if there was anyone inside the shop. The proprietor, hearing noise downstairs, ran into his shop and fired a shot in the air while he shouted for the burglar to put up his hand. It was with difficulty that the constable managed to convince the man that he was mistaken. The constable threw his hat with his number towards the grocer, who picked it up and realized the mistake.

NEW CREAMERY BUILDING FOR WINNIPEG

A ten thousand dollar creamery is to be erected on Sherbrooke street, near Bannatyne, Winnipeg, for the Manitoba Creamery Co. The building will be modern in every respect. It will be built of brick and concrete.

DARTMOUTH, N.S., MERCHANTS FORM ASSOCIATION

The Dartmouth Business Men's Association was formed yesterday at a most enthusiastic meeting and luncheon at the White Lantern, at which about 52 business men were present. C. H. Harvey was elected chairman of the first meeting and the speakers were Mr. Harvey, Mr. John Forsyth, Mr. Leo. Graham, Mr. Lorn Allan and other representative business men of the town.

The election of officers followed and the result was:

President—J. Lorn Allan.

Vice-president—L. Graham.

Secretary—George Orman.

Treasurer—Lorne Teasdale.

Executive—C. J. Walker, J. J. O'Toole and Gordon Moore.

The regular meeting of the association will be held in the banquet hall of the White Lantern fortnightly for the present time. The constitution and rules of the Association will be drawn up at next meeting.

FOREIGN MARKETS WANT CANNED FISH FROM CANADA

If Canada can produce tinned fish of the desired quality—and it has been asserted that she can readily do so, many foreign markets await exploitation.

CANADIAN GROCER was in the office of a fish wholesaler in Montreal this week and was shown an order just received from a house in Alexandria, Egypt. This order was but a sampler, so to speak. If the goods ordered are satisfactory, when opened up, they will perhaps prove to the buyer that Canadian packed fish are quite as wholesome and quite as satisfactory in every way as the products put up in older countries that have been packing for generations.

The foreign markets that may be developed, CANADIAN GROCER is informed, include South America, Spain, India, Egypt, Turkey and other places. It is simply a matter of going after this business the writer was informed, and of giving a high-class product.

Has Been Development

Since the beginning of the war certain canned fish, notably herrings in tomato sauce, and also plain, have been scarce, the supply in some cases, being almost entirely shut out. This made it necessary that the Canadian canners endeavor to overtake the demand by offering a product of the same pack and species, and it is stated that the results have been highly satisfactory. Considerable quantities have been sold throughout Canada of recent years, and improvement will, it is expected, be made from time to time in the flavor of the tinned product. With some of the best herring caught in waters adjacent to Canada, there is every reason to hope that the salability of these fish will be quite equal to that of those produced elsewhere.

In addition to herrings, such fish as pilchards, hake, haddock, pink and chum salmon, will doubtless find their way

into outside markets. With the red and sockeye salmon so greatly in demand—exceeding the supplies at the present time, it is expected that development in export trade will come by way of the lines of fish other than these.

H. W. McCONNELL GOES TO WINNIPEG

Howard W. McConnell, who, for the past sixteen years has represented the A. Ramsay & Son Co., of Montreal, has left for Winnipeg, where he will represent the firm in Manitoba and Saskatchewan. He will be associated with H. L. Perry Co., Ltd., 214 Princess St., Winnipeg, and will also have charge of the commission lines now handled by that firm. He will be located at 214 Princess Street. Mr. McConnell is a native of Morewood, Ont. During the



HOWARD McCONNELL,

Who is going to Winnipeg as Manitoba and Saskatchewan representative of the A. Ramsay & Son Company, of Montreal.

sixteen years he has been with A. Ramsay & Son Co., he has covered the territory from Quebec City to Victoria. During 1912, '13 and '14 he was in the wholesale trade out of Winnipeg. In 1915, '16 and '17 he was in the wholesale trade in Toronto, and looked after points between Kingston and London.

LOCAL R.M.A. BRANCH WILL HOLD BANQUET

VANCOUVER, Sept. 27.—All sections of the Retail Merchants' Association of the city will participate in a banquet to be held at Spencer's dining rooms at 7 o'clock next Monday evening on the occasion of the reorganization of the Vancouver branch. In addition to an election of officers there will be speeches by Mr. N. G. Neill, manager of the Employers' Association, and Mr. W. A. Blake, a prominent business man of Melbourne, Australia, who had just completed a several months' tour of the leading centres of Europe and North America. He will tell of retail mer-

chandising conditions in Australia, where legislation has reached an advanced stage.

STRIKE CLOSES ATLANTIC SUGAR REFINERY

The Atlantic Sugar Refinery's plant at St. John, N.B., was shut down at 1 o'clock Tuesday morning of this week as the result of a decision of the employees' union to go on strike, following the refusal of their demand for an eight-hour day and 10 cents an hour increase in wages, bringing the minimum wage to 45 cents an hour.

Nearly 500 men are involved, and the tie-up is complete. The refinery has been running day and night with two shifts, eleven and thirteen hours, respectively.

The company have made an offer of 40c an hour and an eight-hour day.

ARE MY COMPUTATIONS INCORRECT?

Continued from page 35

may be realized"—for it is evident that if the margin be not wide enough to cover expenses and leave something over, there will be no profit at all. That is why I use margin as the spread, and leave the word profit severely alone until I know one is there! It is proper to state at the same time, that many prefer to say gross profit, net profit—and they are perfectly correct in such preference if it suits them, and they know what they are talking about.

Margin thus is the same thing whether used by grocers or hog buyers, by merchants or traders on 'change, for it means always the total difference between cost and sale price.

I think Mr. Cooper's chief grievance is that this idea is new to him and that some mental effort must precede its thorough understanding and ready application. If he will get that idea out of his head, take up the right way and work at it for a while, it will become as mechanical to him and as easy to operate as any other system. Not always is it needful to go through all the motions I have indicated. Most common figures will be read off like one would read a paragraph of print, in a ver, little while. But meantime, it will be useful when a young fellow comes in and tells you his goods pay you 70 per cent. to be able to satisfy yourself that they actually pay you 41 per cent. plus. It will be useful to know, too, that said 41 per cent. is in exact ratio with our expense of, say, 16 per cent., and therefore, is a safe figure to rely on. Nor need you ever fear, in this case, that your "reasoning will be good, but your logic poor"—though just how those two things can happen will need some explaining too; since logic, as I understand it, is the essence of pure reasoning.

The Coca Cola Bottling Co., Saskatoon, is changing its name to The Consolidated Candy & Biscuit Co.

NEWS FROM WESTERN CANADA

WESTERN

D. H. M. Little, general merchant, Camrose Alta., has sold to Lowrey's Stores, Ltd.

Osborne & Brown, Holden, Alta., are dissolving partnership, E. L. Osborne continuing the business.

C. Masson & Son, general merchants, Howell, Sask., have suffered loss by fire.

R. P. McClelland, of Medicine Hat, has purchased the business formerly operated by Jas. Finch in that city, and will conduct it in future under the name, The Fifth Ave. Cash Grocery.

The Red Deer Dairy Product Co., Red Deer, Alta., have disposed of their business to W. J. Clement, who has been practically in charge of the business for some months past.

George Bros., 410 St. Johns Ave., Winnipeg, have sold their grocery business to ex-chief of police Donald McPherson.

Mr. McPherson has been on the police force for about fifteen years, rising from constable to sergeant, then to chief of police.

A TRAGIC HUNTING TRIP

Ernest A. Lawrence, aged 40, cashier with Western Grocers, Winnipeg, was instantly killed at Big Lake near Stalbert, when his gun, which was lying in the duck punt, muzzle toward him, and both barrels at full cock, went off. The charge passed through his chest.

A. W. BISHOP GOES TO ENGLAND

A. W. Bishop, Winnipeg, is leaving the first of October for London, England, to take charge of the European business for the "B.B.B." Co. and Adolph Frankam & Co., New York.

Mr. Bishop has been a director and Western Canada manager for a number of years for these companies. He is known by many in the trade in Winnipeg, where he has made his headquarters; also in the Western provinces, where he has been representing the B.B.B. Pipe Co., Craven and Black Cat Cigarettes.

Mr. Bishop started several years ago with one branch in Winnipeg. There are now five offices distributed over the West, at Brandon, Regina, Calgary and Vancouver.

GETS NEW ACCOUNT

Oppenheimer Bros. & Richardson have just completed negotiations whereby they will have absolute control of the Indian Packing Co.'s line canned meats for Manitoba, Saskatchewan, Alberta and British Columbia.

It is learned that a heavy advertising campaign will soon be put on in the Western provinces to introduce these popular lines to the consumer and the trade.

SASKATOON GROCERY BRANCHES OUT

A. M. Sorenson Quadruples Business in Fourteen Months

"Business conditions, so far as I am concerned, could not be better," states A. M. Sorenson, one of the principal grocers of Saskatoon, Sask., to a representative of CANADIAN GROCER, and produces the best of evidence to substantiate his statement.

Just about fourteen months ago he came to Saskatoon from Islay, Alberta, where had had farmed on a large scale for a number of years, and opened a small store on Saskatoon's main street.

At that time Mr. Sorenson did all the buying and selling, but employed one boy to deliver goods and help around the store.

Since then the business has increased by leaps and bounds until at the present time Mr. Sorenson employs four clerks and is looking for a fifth.

An auto delivery car has taken the place of the errand boy, while a second truck is on order, "and at that," says Mr. Sorenson "two trucks are going to be kept mighty busy."

Buy and Sell For Cash

A spot-cash business is Mr. Sorenson's explanation of his progress. He buys in bulk, taking his discounts, and pays cash for everything, placing orders

where he can get the biggest advantage. Similarly, by selling for cash, he cuts down expenses to a minimum and gives the advantage to his trade.

The new store is situated at 252 Second Avenue, one of the best locations in the city. The store has been renovated throughout, new fittings and fixtures installed and all the modern labor-saving devices either in use or ordered.

With over four times the floor space, two large store rooms, a big warehouse and full basement equipped with the newest type of ammonia cold storage plant, Mr. Sorenson anticipates doubling his business within one year.

Hitherto he has confined his attention to groceries, but the new store has a fine marble counter, and a large refrigerator for the sale of cooked meats and fish, for which there is already a considerable demand.

A cigar and tobacco stand will also be installed at the main entrance to the store. The show cases are already ordered and will be installed as soon as they arrive.

Mr. Sorenson attributes his success to the healthy business condition of the city and to the public appreciation of efficient and honest service. At the present time he is watching the markets very closely, giving as his opinion that, in the main, grocery prices will show a decline during the winter.

Gossip From the B. C. Coast

W. H. Lindsay, 1630 Broadway West, Vancouver, B.C., has sold out to S. Merrill.

Wincott & Lawrence have purchased the business formerly conducted by G. R. Grieve, at 788 39th Street East, Vancouver.

H. E. Thompson, grocer in Victoria, B.C., has sold his business to J. E. Fuller.

W. J. McLean has bought the A.B.C. Grocery, 1701 Robson Street, Vancouver, from J. Bailly.

E. C. Chappell has purchased the store at Edmonton, Alta., formerly owned by Graydon & Wilson.

TELL IT TO THEM IN CANADIAN GROCER

"Say, CANADIAN GROCER," said S. McElroy, of the Beaver Grocery, Granville Street, "you might mention in your paper that Saturday is a very busy day, and Wednesday being a half holiday, Wednesday morning is also very busy, and all the salesmen that call on me would be assured of a much more cordial reception, at any other time. And

as for specialty salesmen, with new stuff, why in the deuce can't these people tell us all about it in CANADIAN GROCER, so we could read it when convenient, instead of when we're busy? Half the time it isn't that we're not interested in what's new in the grocery line—it's because they catch us at inconvenient times and cannot be bothered with anything except the immediate things to be done."

EVOLVED FROM BUTCHER DEPT.

The Ideal Meat and Grocery Market, Vancouver, B.C., has evolved from a butcher shop. There are many lines that seem to be associated with meats, such as pickles, olives, lard, salad dressing, etc., and this little 4th Avenue store has gradually branched out into a regular grocery section.

It is claimed that the groceries help the butcher department and the meat leads to grocery sales, all of which is tending to make each month better than the last, for the Ideal Meat and Grocery Market.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets for the most part are steady and strong in general grocery commodities this week. In the West rolled oats are higher, but no changes are reported on the Eastern markets. Teas continue to show very strong tendencies. The sugar situation is easier in the East, but at the Coast there is still a great scarcity.

MONTREAL—Price changes are fewer this week than they have been for some time. The decline in Crisco is in accord with the lowering tendencies for other shortening materials. Caraway seed is quoted at 30c per pound, but as a general thing the spice markets are very firm. Pancake flour and buckwheat flour are both reduced in price for one private brand. Cornmeal is easier and is quoted less in one quarter. Feed oats are less.

Advances have been made for bottled malt vinegar of one make and for malt extract.

The general feeling is that, were there larger quantities of goods available, there would be a continued demand for them. Dried fruits are short and it will be some time before stocks are replenished. Rices are firm and steady as are also nuts, beans, spices and flour. Millers have received increased stocks of wheat and are milling extensively now. Teas are very firm and there is a tendency upward on Ceylons. The coffee and cocoa markets are steadily firm.

TORONTO—The markets in general grocery commodities this week are firm and strong. The tendency in some instances is towards higher prices and there is little indication of recessions. The improvement in the sugar situation is a feature that is appreciated by the trade, and there are ample supplies coming forward to supply the demand, even though not abundantly. Now that the preserving season is nearing an end, there will undoubtedly be not the same heavy demand for sugar that has characterized the market the past few weeks. All refineries are now quoting \$11.21, on the

basis of Toronto delivery. Owing to the high prices that are being paid for raws, there is little likelihood of a lower figure prevailing. The position of the market in teas is still one of growing strength. Stocks among dealers are said to be low, and the opinion is expressed that the spot prices will advance in the very near future. Coffees are steady and the mild coffees are none too plentiful. Shipments of new Southern rices which are now en route should help considerably to relieve the present scarcity. Tapioca is in very small supply. Spot peppers in New York are advancing, and the feeling in the entire spice market is very strong. All factors point to higher prices ruling in peppers and spices before very long. Shipments of new crop prunes are expected in the course of a week or ten days. Apricots, too, should be along at an early date. Thompson's seedless raisins in bulk are also announced to arrive in the next few days.

The produce markets are for the most part unchanged. Fresh meats and provisions are at easier levels, as well as lard and shortening. Butter is firm and eggs show a tendency to go higher. There is a brisk demand for both fish and poultry.

WINNIPEG—There are some changes noted in the grocery market this week. Rolled oats show a further advance and is still in a strong position. Teas are very firm with the indications that new arrivals of Japans will be at materially higher figures. Beans are in fair demand though prices are slightly easier. The general scarcity of potatoes throughout the Western Provinces gives a firmness to this market.

In produce lines there is a general decline following the further declines in hog prices. All provision lines show a general decline. On the other hand there is a very firm feeling in butter and eggs. Arrivals in both are very limited. Ontario cheese is also quoted at higher figures.

QUEBEC MARKETS

MONTREAL, Oct. 1—The grocery trade has been an active one during the past week for such lines as are available in quantity. The general tendencies are steady and there have been few actual changes of price.

*Shortening is Down;
Vinegar, Extract Up*

Montreal.
SHORTENING, VINEGAR, EX-

TRACT.—A decline has been effected for Crisco line of shortening, the case price declining \$1.70 to \$12 for single cases. Holbrook's malt vinegar, pint size, is quoted at \$2.25, an advance of

30c, and quart size at \$3.50, an advance of 50c. Wyeth's liquid malt extract is quoted up 10c per case at \$4.10.

*Sugar Prices Firm
And is Improvement*

Montreal.
SUGAR.—Since last week there has been an undiminished demand for sugar and the refineries are melting night and day to cope with the demand, if this be possible. Deliveries are being made the

trade daily and this necessitates frequent movement of delivery service. All sections of the trade are receiving some supply and the whole situation has been quite improved, though there is still a crying demand from the trade which can only be overtaken in time. Shipments have been greatly augmented to the West of late, it is understood. All refiners are now quoting on the basis of \$11 for refined, "Canada" having advanced their price to this figure during the week.

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

Will Be Shortage Of Some Canned Goods

Montreal.
CANNED GOODS—In view of the extended season for green vegetables and fresh fruits, the movement is naturally less for the canned varieties. There has been no announcement, as yet, as to the basis for tomatoes, and there will be interest in this when it is made. In the meantime little or no export movement is reported from this port, and it is anticipated that there will be but a partial delivery of some lines. Canned salmon could be sold in larger quantities than are procurable. In addition to this there will be restricted delivery of some other varieties of vegetables and fruits, as already referred to.

Canned Vegetables—	
Asparagus (Amer.) mammoth green, doz.	5 75
Asparagus, imported (2 1/2s)	4 85
Asparagus tops (Canadian)	4 00
Beans, Golden Wax	1 85
Beans, Refugee	1 85
Beets, new sliced, 2-lb.	0 95
Corn (2s)	2 10
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 25
Spinach, 2s	2 85
Spinach, Can. (2s)	1 80
Spinach, California, 2s	3 15
Do. (wine gals.)	8 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 50
Tomatoes, 2 1/2s	2 10
Tomatoes, 3s	2 15
Tomatoes, gallons	6 00
Pumpkin, 2 1/2s (doz.)	1 10
Pumpkins, gallons (doz.)	3 25
Peas, Standards	1 85
Peas, early June	1 92 1/2
Peas, extra fine, 2s	3 00
Do., fancy, 20 oz.	1 87 1/2
Potato, Can. sweet, 2 1/2-lb tins	2 75
Do., 2-lb. tins	2 75

Olives (in bis. 49 wine gals.), gal.	1 35
Canned Fruits—	
Apples, 2 1/2s, doz.	1 40
Do., 3s, doz.	1 80
Do., gallons, doz.	5 25
Blueberries, 2s	2 25
Currants, black, 2s, doz.	4 65
Do., gallons, doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50
Cherries, white, pitted	4 40
Gooseberries, 2s, heavy syrup, doz.	4 50
Do., 2s (pails)	2 77 1/2
Peaches, 20 oz. doz.	2 80
Do., No. 2	3 75
Do., 2 1/2 (best)	2 50
Pears, 2s	3 25
Do., 2 1/2s	1 90
Do., 2s (light syrup)	2 80
Pineapples (scrated and sliced), Do., 1 lb. flat, doz.	1 90
Do., 2 lb. talls, doz.	2 30
Do., 2 1/2s	4 00
Plums—Lombard	2 00
Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s, black or red, heavy syrup	4 70
Do., 2 1/2s	4 65
Strawberry, 2s, heavy syrup	4 65
Canned Fish—	
Salmon—	
Chums, 1-lb. talls	2 00
Do., 1/2s, flat	1 20
1 lb. talls, cases 4 doz., per doz.	4 50
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 60
Pale, 1/2-lb. doz.	1 37 1/2
Pale, 1 lb. doz.	2 37 1/2
Pinks, 1/2-lb. doz.	1 50
Cohoos, 1-lb. talls	3 50
Cohoos, 1-lb. flats	2 25
Cohoos, 1/2 lbs. flat	1 75
Red Springs, 1-lb. talls	4 00
Red Springs, 1-lb. talls	4 00
White Springs (1s)	2 80
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Alaska, red, 1-lb. tall	4 25
Pilchard, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 00
Herrings, imported, tomato sauce	3 10
Do., kippered	2 85
Do., kippers, doz. (4 doz. case)	2 35
Do., tomato sauce, doz.	2 35
Haddies (lunch) (14-lb.)	1 00
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines (case)	6 25
Norwegian sardines, per case of 100 (1/2s)	24 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 20
Lobsters, 1/4-lb. doz.	3 00
Do., 1/2-lb. tins, doz.	5 25
Do., 1-lb. talls	8 50
Do., 1/4-lb. doz.	4 00
Do., 1-lb. flats	8 25
Lobster paste, 1/2-lb. tins	3 50
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	5 25
Sardines, French	32 00
Scallops, 1-lb. doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 40
Do., 1 1/2s	4 50
Frags, No. 1 (es 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, dz., Montreal	2 50

Beans Not Active; But Prices Held

Montreal.
BEANS, PEAS.—There has been little interest to note in the bean market and supplies are going out in but a limited way. There will be more enquiry and larger sale within the coming weeks when the colder weather makes these a more appreciated and seasonable line. Prices are steadily held.

Canadian, hand-picked, bush	5 40	5 50
British Columbia	5 00	5 00
Brown Beans	3 50	4 00
Japanese	5 00	5 00

Yellow Eyes	5 50
Japanese Lima, per lb. (as to quality)	0 10
Lima, California	0 15
Kidney beans	0 00
Peas, white soup, per bushel	3 50
Peas, split, new crop (98 lbs.)	4 00
Peas (three)	0 08
Peas, Japanese, green, lb.	0 11

Rices Move Out In Fair Quantities

Montreal.
RICES.—A fairly good movement of rices is manifest these days and there is little change, excepting that values are quite firm. There seems to have been a better movement of late to the jobbers, that is, certain lines have been gradually procurable to a greater extent.

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

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

Nuts Still Firm; Fair Movement Here

Montreal.
NUTS.—The fall movement, in a retail sense, has been fairly restricted one and it may be some weeks before the trade experience much activity. The jobbers have been doing quite a lot of business, at least the importers have had a good demand upon any stock that they could offer. Prices are firm and will rule high according to recent advices.

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

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

Dried Fruits Would Sell If Available

Montreal.
DRIED FRUITS.—Were there larger stocks of dried fruits on spot there would be sale for them, the jobbers state. It is expected that new stocks

will not arrive for some little time yet and when they are received the absorption into trade channels will be readily accomplished. In a general way there has been little change, but for the most part the undertone is strong.

Apricots, fancy	0 22
Do., choice	0 23
Do., slabs	0 26
Apples (evaporated)	0 25
Peaches (fancy)	0 26
Paced	0 19
Choice	0 20
Extra choice	0 21
12 oz., per pkg.	0 16
Pears, choice	0 26
Drained Peels (old)—	
Citron	0 45
Orange	0 48
Citron	0 59
Raisins—	
Bulk, 25-lb. boxes, lb.	0 18
Muscatels, 2 crown	0 16
Do., 1 Crown	0 14
Do., 3 crown	0 18
Cal. seedless, cartons, 16 oz.	0 23
Choice seeded, 12 oz.	0 14
Fancy seeded	0 14
15 oz.	0 16
11 oz.	0 13
Choice seeded, 15 oz.	0 18
Seedless, 15 oz. pkg.	0 23
Currants, Greek, 15 oz.	0 24
Currants (Amarites), loose	0 27
Dates, Excelsior, per case (36-10s)	6 25
Fard, 12-lb. boxes	3 25
Packages only	0 19
Do., Dromedary (36-10 oz.)	7 25
Packages only, Excelsior	0 20
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 23-lb. boxes	0 14
Do. (28 8-oz. boxes)	0 09
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
30-40s	0 32
40-50s	0 30
50-60s	0 25
60-70s	0 22
70-80s (25-lb. box)	0 20
80-90s	0 17
90-100s	0 16
100-120s	0 14
Peels—	
Orange	0 45
Lemon	0 42
Citron	0 62
Mixed, 1/2-lb. cartons, doz.	2 75

Syrups Big Sellers; Much Molasses Sold

Montreal.
SYRUPS, MOLASSES.—During the past several weeks there has been quite a movement of corn syrups. This is accounted for owing to the shortage of sugar, and then there has been, of recent years, an increasing use of syrups for preserving purposes. The basis is unchanged, although the corn market has sagged materially of late. Whether a change will come in prices at an early date is not defined.

Molasses orders have been filled extensively of late, imports, in many cases, going direct to the trade.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 08 1/2
Half bbls.	0 08 1/2
Kegs	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 36 1/2-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25
White Corn Syrup—	
2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per cs.	7 50
Barrels, per 100 lbs.	10 00
Half barrels, per 100 lbs.	10 25
Glucose, 5-lb. cans (case)	4 80

Prices for

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

Maple Products and Honey Still Steady

Montreal.
MAPLE PRODUCTS, HONEY.—There is still some movement of maple sugar and syrup, though this is only seasonal. The prices are fully maintained and there is no evidence, now, of declines being effected. Honey is a good seller in this district and the average of prices is steadily held without change.

Maple Syrup—	
13 1/2-lb. tins (each) (nominal)	2 50 2 60
10-lb. cans, 6 in case, per case	15 10 20 15
5-lb. cans, 12 in case, per case	17 10 21 05
2 1/2-lb. cans, 24 in case, per case	18 50 21 30
Maple Sugar (nominal), small lots	0 27 0 32
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 26
In tins, 60 lbs., per lb.	0 24
30-lb. pails	0 25
10-lb. pails	0 26
5-lb. pails	0 25
Buckwheat, 6-lb. tins, lb.	0 18

Import Business in Good Grade Japans

Montreal.
TEAS.—There has been considerable sale of late of Japan teas at prices running from 30-34c per lb. at point of production. The movement generally has been well maintained and the outlook is for a satisfactory fall business. Ceylons are tending upward, owing to the exchange rates. It is predicted that prices will be higher, on these a little later, perhaps within the next six or eight weeks, probably sooner. It takes some time for these teas to arrive, hence the continued price basis in this market.

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

Coffee is Steady; Movement Active

Montreal.
COFFEE, COCOA.—The coffee situation is one of continued firmness and there is little prospect of an easier undertone at this time. The movement has continued to be an active one at full prices, particularly on the better grades and on mediums. Cocoa sales are fairly good and there will be an improvement in these as the cold weather approaches.

Coffee—	
Borotas, lb.	0 45 0 47
Cut mixed (1-lb. cartons), doz.	4 10 4 50
Maracaibo, lb.	0 43 1/2 0 45
Mocha (types)	0 44 0 47
Jamaica	0 42 0 46
Mexican, lb.	0 44 0 46
Rio, lb.	0 37 0 39 1/2
Santos, Bourbon, lb.	0 44 0 47
Santos, lb.	0 43 0 45

Cocoa—	
In 1-lb., per doz.	5 25
In 1/2-lb., per doz.	2 75
In 1/4-lb., per doz.	1 45
In small size, per doz.	1 10

Caraway Seed Less But Spices Firm

Montreal.
SPICES.—There is more Canadian caraway seed offering now and as a consequence of this the undertone is easier, with 30c being quoted as the base price. As a general thing the markets are very firm, some lines are difficult to obtain, and there is a scarcity, still, of cream of tartar.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls		0 55
Pure ground	0 35	0 40
Cloves		0 65
Cream of tartar (French pure)		0 30
American high test	0 80	0 86
Ginger		0 29
Ginger (Cochin or Jamaica)		0 31
Mace, pure, 1-lb. tins.		1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
64, lb.		0 45
80, lb.		0 43
100, lb.		0 40
Nutmegs, ground, 1-lb. tins		0 65
Pepper, black	0 38	0 40
Do., special		0 32
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk		2 00
Caraway (nominal)	0 30	0 35
Cinnamom, China, lb.		0 30
Cinnamom, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

Flour Very Strong; Much Wheat Arriving

Montreal.
FLOURS.—There has been quite an active movement during the past week and the undertone, as far as price goes, is a very strong one. The flour received is stated to be of good, hard quality and the mills are beginning to operate actively again. It is stated that some varying of price is manifest for winter wheat flours.

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

Pancake Flour Less; Package Goods Move

Montreal.
PACKAGE GOODS.—The price of Teco brand pancake flour has been reduced in one quarter 72c per case to \$3.60, and on the same brand of buckwheat flour there is a decline of \$1.11 per case to \$3.60. There is quite a steady movement of various cereals in packages at unchanged prices.

PACKAGE GOODS	
Corn Flakes, 36s, case	3 90 4 15
4 15	4 25
Rolled oats, 20s	5 60
Do., 18s	2 00
Do., large, doz.	3 00

Oat Flakes, 20s	5 40
Puffed rice	5 25
Puffed wheat	4 25
Pancake Flour, case	3 60
Buckwheat Flour, case	3 60
Wheat food, 18-1 1/4s	3 25
Porridge wheat, 36s	6 45
Do., 20s	6 25
Self-rising flour (3-lb. pack.) doz.	2 90
Do. (6-lb. pack.), doz.	5 70
Corn starch (prepared)	0 11 1/4
Potato flour	0 16 1/2
Starch (laundry)	0 12

Rolled Oats and Cornmeal Easier

Montreal.
CEREALS.—The movement of rolled oats is quite heavy and the undertone is, if anything, easier. The price basis is without change of any kind. Cornmeal is selling at 25c per sack less at \$5.75, while some are asking \$6. The basis for pearl hominy is \$6.25.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 60
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 65	5 85
Oatmeal, fine cut, in pkgs., c/s		4 60
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	6 15	5 40
Rolled wheat (100-lb. bbls.)		7 10
Tapioca flour, lb.	0 16	0 16

Big Sale For Feeds And Are Very Firm

Montreal.
FEEDS.—There has been full demand for the available shorts and bran offered by the mills and from now on there will be even a heavier demand from the milk producers, as well as from others. The supplies will be larger from now on, with the mills operating on a flour milling.

Shorts—	
Mixed cars	55 00
Bran—	
Mixed cars	45 00
Crushed oats	60 00 68 00
Barley chop	64 00 75 00
Special, middlings	56 00
Feed flour (98 lb. sack)	3 75
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	56 50
F.O.B. Fort William	55 00

Feed Oats Are Less But Market Reacting

Montreal.
FEEDS, HAY, GRAIN.—While there has been a lower market for various grains, the reaction has gone the other way and although prices as given herewith show a decline over last week of three cents per bushel, there may be a firming again. Now, when the movement is greater it is probable that there will be a lower price basis from week to week for a time. The British market is at present getting considerable supply from the Argentine.

Hay has been resting on an unchanged basis, the movement not having started in earnest as yet.

Hay—	
Good, No. 1, per 2,000-lb. ton	23 00
Do., No. 2	22 00
Do., No. 3	20 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 97
No. 3 C.W.	0 96

Extra feed	0 96
No. 1 feed	0 96
No. 2 feed	0 96
Barley—	
No. 3 extra Ontario	1 47
No. 3	1 43 1/2

Fruits a Big Seller And Prices Are High

Montreal.
FRUITS.—Considerable firmness has been manifest right along in the fruit market, and there is quite a large variety to be had. Fresh fruits of the short season varieties have been moving better than oranges and grapefruit, although there will soon be a heavier sale for the latter.

Apples—		
Hampers	2 50	3 00
Alexander, No. 1	7 00	7 50
Duchess, No. 2	7 00	7 50
Do., No. 3	5 00	
Apricots, box	3 25	
Bananas (as to grade), bunch	5 00	6 00
Cantaloupes, basket (12)	1 25	
Cranberries, bbl.	15 00	
Do., box	4 50	
Egg plant	1 60	2 00
Grapes (box), 30 lbs.	3 50	5 00
Grapes, basket	0 60	0 75
Melons, Messina	6 00	7 00
Melons (Montreal), doz.	10 00	
Plums, blue prunes	2 75	
Pears, California	6 50	
Keiffer Pears (box)	3 25	
Do., bbl.	8 50	
Peaches (box)	2 75	
Peaches (small basket)	0 50	
Peaches, large basket	1 25	1 50
Oranges, Cal., Valencia	6 50	
288-324	4 50	
250	5 00	
175, 200, 216	6 00	

Big Vegetable Markets And Sales Are Large

Montreal.
VEGETABLES.—The movement has continued steadily heavy of late and the continued supplies from the farmers are meeting with ready sale in this market. Prices are generally maintained. There is a freer offering of cauliflower and of citrons, pumpkins, squash, etc. There has been a good supply lately.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)		1 25
Cucumbers (Montreal), doz.		0 16
Chickory, doz.		0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag		1 25
Celery, doz.	1 00	1 50
Corn (per bag), doz.	0 25	0 35
Garlic, lb.	0 25	0 30
Do., doz.		1 50
Lettuce (curly), doz.		0 25
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Mushrooms, lb.		1 25
Do., basket (about 3 lbs.)		3 50
Onions, Texas, hamper		4 00
Yellow, 75-lb. sack		3 75
Red, bag	3 50	4 50
Spanish, crate		2 75
Do., cases		7 25
Parsley (Canadian)		0 20
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper		2 75
Radishes, doz.		0 25
Rhubarb, doz.		0 25
Spinach, box	1 00	1 25
Turnips, Quebec, bag		2 00
Do., Montreal		1 25
Do., new, doz.		0 40
Tomatoes (Montreal), 30-lb. box		0 50
Do., Rosc		1 00

ONTARIO MARKETS

TORONTO, Oct. 3.—There is a decided improvement in the sugar situation and with a letting up now in the preserving activities, supplies of sugar are likely to be very much better. Prices, however, are strong. Stocks of teas are getting light and the spot market is firm. Coffees are steady. Receipts of rices are likely to be better in the near future. Cereals are in active demand.

Sugar Situation Is Improving

Toronto.
SUGAR.—There is a gradual improvement in the sugar situation. There is not now the same stringency of supplies as there was ten days or a fortnight ago, although the movement is by no means free as yet. Montreal refineries are refining on a larger scale again, and it is anticipated that in the next week or so there will be still further enlargement in supplies. All refineries are quoting on the basis of \$11.21 per cwt., Toronto delivery. The preserving season is getting pretty well over, and this fact should render the condition of the market easier.

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

20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups and Molasses Steady

Toronto.
CORN SYRUPS, MOLASSES.—There is a fair demand for both molasses and syrups again, but the market is steady and firm, at unchanged figures.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	99 00 1/4
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 3-lb. tins, white, 2 doz. in case	5 25
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75
Cane Syrups—	
Barrels and half barrels, lb.	0 00
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 40
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 2-lb. table grade, case 2	

doz., Barbadoes	6 75
Tins, 6-lb., 1 doz. to case, Bar- badoes	5 80
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case of 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60 6 00
West Indies, 1 1/2s, 48s.	4 60 6 95

**Active Inquiry
For All Cereals**

Toronto.
PACKAGE GOODS—There is an active inquiry for all cereals in packages at the present time, but prices are unchanged as compared with a week ago. Rolled oats are very strong, and are selling freely. Cornmeal is also a big seller, and in fact the general line of package goods are a good inquiry these days.

PACKAGE GOODS	
Roller Oats, 20s round, case.	\$5 60
Do., 20s square, case.	5 10 6 00
Do., 20s, case.	4 00
Do., 18s, case.	2 00
Corn Flakes, 36s, case.	4 00 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case.	5 50
Cooker Package Peas, 36s, case.	3 00
West Indies, 1 1/2s, 48s.	4 60
Cornstarch, No. 1, lb, cartons.	0 11 1/2 0 11 3/4
Do., No. 2, lb, cartons.	0 10 1/4
Laundry starch.	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., Do., in 6-lb. tin canisters	0 13 1/4
Do., Do., in 6-lb. wood boxes	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s.	5 50
Cornmeal, 24s.	3 85
Farina, 24s.	2 35
Barley, 24s.	2 35
Wheat flakes, 24s.	6 40
Wheat kernels, 24s.	4 50
Self-rising pancake flour, 24s.	3 30
Buckwheat flour, 24s.	3 30

**Canned Goods Are
Selling Freely**

Toronto.
CANNED GOODS.—The situation in the canned goods market is very strong. There is a good demand for all kinds of canned stuff. Salmon is selling freely at firm figures, and there is beginning a brisk inquiry for canned vegetables. There are no new crop tomatoes on the market yet. Canned corn is ready, but is not quoted to the trade as yet. Canned fruits are in light supply in some varieties, and the indications are that there will be a big demand for them. There is a heavy export inquiry for all canned goods for Old Country and European account.

Salmon—	
Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25 4 50
Do., 1/2s.	3 00
Ohama, 1-lb. talls.	2 35 2 60
Do., 1/2s, doz.	1 35 1 45
Pinks, 1-lb. talls.	2 35 2 60
Do., 1/2s, doz.	1 35 1 50
Cohoos, 1/2-lb. tins.	2 00 2 10
Cohoos, 1-lb. tins.	3 75 3 90
Red Springs, 1-lb. talls.	3 75 4 25
White Springs, 1s, dozen.	2 30 2 35
Loysters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins.	1 75 1 90
Whale Steak, 1s flat doz.	1 75 2 10
Pilchards, 1-lb. talls, doz.	1 75
Canned Vegetables—	
Beets, 2 1/2s, dozen.	1 95
Tomatoes, 2 1/2s, doz.	2 25
Peas, standard, doz.	1 97 1/2 2 02 1/2
Peas, early June, doz.	2 12 1/2 2 17 1/2
Do., Sweet Wrinkle, doz.	2 40 2 45
Do., extra sifted, doz.	2 77 1/2 2 82 1/2
Beans, golden wax, doz. ....	.....

Asparagus, tins, doz.	3 85 4 25
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	.....
Corn, American, 2s, doz.	2 15 2 25
Pumpkins, 2 1/2s, doz.	1 25
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2 2 80
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz. ....	.....
Do., shredded, 2s, doz. ....	.....
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 65 4 52 1/2
Do., standard, 10s, doz.	6 00
Apples, gal., doz. ....	.....
Peaches, 2s, doz.	2 87 1/2
Pears, 2s, doz.	2 35 2 87 1/2
Plums, Lombard, 2s, doz.	2 40
Do., Green Gage. ....	.....
Cherries, pitted, H. S.	4 85 4 40
Raspberries, 2s, H.S.	4 65 4 75
Strawberries, 2s, H.S.	5 25
Blueberries, 2s.	2 10 2 35
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40 3 45
Jams—	
Apricot, 4s, each.	0 90
Black currants, 16 oz., doz.	4 00
Do., 4s, each.	1 10
Gooseberry, 4s, each.	0 84
Peach, 4s, each.	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s, each.	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s, each.	1 15

**New Prunes Are
Expected Shortly**

Toronto.
DRIED FRUITS.—There are no apricots nor prunes of the new crop on the Canadian market yet. The first shipment of prunes are expected in the course of the next ten days. There are no apricots in the hands of the dealers. Dried peaches, too, have been off the market now for some time. The new 1919 crop of figs will soon be available for the Canadian market. A shipment is expected in the course of a short while from Smyrna. These will be table figs in layers largely. Initial prices are very high, and they will have to sell to the consumer at from 50 to 60 cents per pound. A consignment of Thompson's seedless raisins are also en route, and are expected in Toronto in two weeks. No quotations on them are announced as yet.

Apricots, unpitted. ....	.....
Do., fancy, 25s. ....	.....
Do., choice, 25s. ....	.....
Do., standard, 25s. ....	.....
Candied Peels, American—	
Lemon.	0 44
Orange.	0 45
Citron.	0 47
Currants—	
Grecian, per lb.	0 22 0 23
Australians, 3 Crown, lb.	0 22 0 23
Dates—	
Excelsior, pkgs., 3 doz. in case.	6 50
Dromedary, 3 doz. in case.	7 50
Figs—	
Tapa, lb. ....	.....
Malaga, lb. ....	.....
Comadre figs, mats, lb. ....	.....
Smyrna figs, in bags.	0 18 0 19
Cal., 4 oz. pkgs., 70s, case.	3 00
Cal., 8 oz., 30s, case.	3 25
Cal., 10 oz., 12s, case.	2 25
Prunes—	
30-40s, per lb. ....	.....
40-50s, per lb. ....	.....
50-60s, per lb. ....	.....
60-70s, per lb.	0 26 1/2
70-80s, per lb. ....	.....
80-90s, per lb. ....	.....
90-100s, per lb. ....	.....
100-120s, per lb.	0 15 1/2
Peaches—	
Standard, 25-lb. box, peeled. ....	.....
Choice, 25-lb. box, peeled. ....	.....
Fancy, 25-lb. boxes. ....	.....
Practically peeled, 25-lb. boxes	.....
Extra choice, 25-lb. box, peeled	.....
Raisins—	
California bleached, lb. ....	.....
Extra fancy, sulphur, blk., 36s	.....
Seedless, 15-oz. packets.	0 23
Seeded, fancy, 1-lb. packets. ....	.....

Seeded, 15-oz. packets.	0 18 0 18 1/2
Seedless, Thompson's, bulk.	0 20
Seedless, 15-oz. packets.	0 20
Crown Muscatels, 25s.	0 16 1/4 0 17

**Bulk Cereals Are
Steady and Firm**

Toronto.
CEREALS.—The market for cereals in bulk is very active, with prices remaining firm and unchanged at present levels. Rolled oats are selling freely, also Golden cornmeal. Barley, both pearl and pot, have a big inquiry. All bulk cereals are moving briskly.

		Single Bag	Lots
		F.o.b.	Toronto
Barley, pearl, 98s.	5 50	6 00	.....
Barley, pot, 98s.	4 25	4 50	.....
Barley Flour, 98s. ....	.....	4 50	.....
Buckwheat Flour, 98s. ....	.....	.....	.....
Cornmeal, Golden, 98s.	6 75	6 00	.....
Do., fancy yellow, 98s.	5 00	6 50	.....
Hominy grits, 98s.	5 50	6 00	.....
Hominy, pearl, 98s.	5 25	6 75	.....
Oatmeal, 98s.	5 70	6 30	.....
Oat Flour. ....	.....	.....	.....
Roller oats, 90s. ....	.....	5 25	.....
Roller Wheat, 100-lb. bbl.	6 50	7 00	.....
Breakfast Food No.1. ....	.....	6 15	.....
Do., No. 2. ....	.....	6 15	.....
Rice flour, 100 lb. ....	.....	10 00	.....
Linseed meal, 98s. ....	.....	6 75	.....
Peas, split, 98s. ....	.....	6 50	.....
Blue peas, lb. ....	.....	0 10	.....

**Stocks of Teas
Are Getting Low**

Toronto.
TEAS.—Teas on spot are very firm, but the prices to the trade are steady. These have not changed materially in spite of the rapidly advancing primary markets. Stocks are being pretty well cleaned up, and quantities in reserve are not large. Importers state that within the next two months the consumer will have to pay more for his or her tea. The position of rupee exchange, the increased freight rates from Ceylon, and the difficulties of securing shipping space, all tend to make the market very strong.

Ceylons and Indians—	.....	.....
Pekoe Souchong.	0 46 0 48	.....
Pekoes.	0 46 0 55	.....
Broken Pekoes.	0 56 0 58	.....
Broken Orange Pekoes.	0 58 0 60	.....
Javas—		.....
Broken Orange Pekoe.	0 58 0 65	.....
Broken Pekoes.	0 42 0 45	.....
Japans and Chinas—		.....
Early pickings, Japans.	0 63 0 65	.....
Do., seconds.	0 50 0 55	.....
Hyson thirds.	0 45 0 50	.....
Do., pts.	0 58 0 67	.....
Do., sifted.	0 67 0 72	.....

Above prices give range of quotations to the retail trade.

**Coffees On Spot
Show Little Change**

Toronto.
COFFEES.—That coffees on spot show little change in prices, in spite of the weakness of the markets at primary points, is due largely to the fact that when the New York market rose to such a high point a few weeks ago, the spot prices did not correspondingly advance to the top levels. Consequently there is not the change in quotations that the trade in some instances looked for. The supplies of coffees among the dealers are not heavy, and particularly the mild coffees are inclined to be scarce. It is practically impossible to buy any Rios at the present time, a dealer told CAN-

ADIAN GROCER. Prices on the whole are steady.

Java, Private Estate	0 51	0 58
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 48	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 46	0 46
Blue Mountain Jamaica	0 53	0 53
Mocha, Arabian, lb.	0 49	0 50
Eto, lb.	0 37	0 39
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.	0 30	0 32
Ohicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

Tendency in Spices Upward

Toronto
SPICES.—While prices are unchanged in spices this week as compared with last, the tendency is towards higher levels. Peppers on spot in New York are showing stronger tendencies, and white pepper is reported scarce. Importers look for higher prices in the near future. In fact all spices are inclined upwards. There is a very heavy inquiry for all kinds. Cream of tartar is steady and strong.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 38	0 37
Ginger	0 28	0 38
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 36
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 58
Paprika, lb.	0 60	0 70
Nutmeg, select, whole, 100s.	0 45	0 50
Do., 80s	0 55	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 25	0 30
Coriander, whole	0 25	0 30
Caraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 80	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	3 25	3 25
8-oz. tins, doz.	6 75	6 75

Quotations on Nuts Are Strong

Toronto.
NUTS.—The tendency in the market for nuts is still towards higher levels. Prices are very firm. Spanish peanuts are quoted at 25 cents per pound, and Chinese peanuts at from 18 to 19 cents. However, some importers state that there will be easier quotations on peanuts later on, as new crop peanuts from the Southern States are being brought in. These shipments are not usually made until February, but some arrivals are expected next month. Coconut is very strong in price, and some dealers are handling the sweetened coconut, because it is so high in price.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 40	0 42
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenoble, lb.	0 24	0 25
Walnuts, Bordeaux, lb.	0 28	0 30
Pistons, lb.	0 23	0 24
Peanut, lb.	0 20	0 20
Cocoanut, Jamaica, sack	10 00	10 00
Cocoanut, unsweetened, lb.	0 37	0 45
Do., sweetened, lb.	0 45	0 45
Peanut, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 66

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

Growers Hold Out For Higher Price

Toronto.
HONEY, MAPLE SYRUPS.—Dealers are not buying honey on a large scale at all, because of the fact that the price being asked by the growers is in excess of what is being offered. Prices in the trade range around 24 cents per pound. There is a moderate demand for maple syrup at steady figures.

Honey, Clover—		
5-lb. tins	0 24	0 24
2 1/2 tins	0 26	0 26
10-lb. tins	0 24	0 24
60-lb. tins	0 24	0 24
Buckwheat, 50-lb. tins, lb.	0 18	0 18
Comb, No. 1, fancy, doz.	0 18	0 18
Do., No. 2, doz.	0 18	0 18
Maple Syrup—		
3 1/2-lb. tins, 10 to case, case	17 00	17 00
Wine qt. tins, 24 to case, case	16 00	16 00
Wine 1/2 gal. tins, 12 to case, case	15 00	15 00
Wine 1 gal. tins, 6 to case, case	14 00	14 00
Imperial 5 gal. cans, 1 to case, case	14 00	14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	0 29

Supplies of Rices Increasing

Toronto
RICES.—There is a likelihood that the supply of rices will shortly improve. Importers have shipments of Southern rices now en route. These are of very fine quality, and should sell to the trade around 16 cents per pound. While quotations on rices are likely to be strong for some time to come, there is a possibility that the receipt of Southern rices in fairly large quantities will have a tendency to ease the market somewhat. Present supplies in the market are scant, and tapioca is a very scarce product among Toronto wholesalers at the present time.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	18 00	18 00
Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	13 00	14 00
Japans, fancy, per 100 lbs.	17 00	17 00
Do., second, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simu	16 00	16 00
Do., Mujin, No. 1	16 00	16 00
Do., Pakhing	14 00	14 00
White Sago	0 13 1/2	0 13 1/2
Tapioca, per lb.	0 14 1/2	0 16 1/2

Barrel Apples Are Increasing

Toronto.
FRUITS.—The peaches are practically over for this year, although this week still saw a few baskets offered. They were on the whole of poor quality, and were quoted around \$1.65 per large basket. Grapes are arriving freely, and are selling at from 35 to 40 cents. The Malagas and Tokays are selling around \$3.50 per box. Valencia oranges are slightly firmer, selling up to \$7 for some sizes. Large baskets of plums are selling at from \$1.75 to \$2. Apples in barrels are beginning to arrive more freely. The first shipment of Nova Scotia Gravensteins arrived on the market this week. They are offered at from \$5.25 to \$6.50 per barrel. Ontario ap-

ples in barrels are selling at \$7 per barrel.

Bananas, Port Limons	0 07 1/2	0 07 1/2
Valencia Oranges—		
176s, 200s, 216s	7 00	7 00
150s and 126s	5 50	6 50
100s, 250s, 288s, 324s	4 00	5 50
Grapefruit, 5-6s, 6-8s, 7-8s, 8-9s, 9-6s	6 00	6 00
Lemons, Messina Verdellis, box 300s	8 00	8 00
Do., California, 270s, 300s	8 00	8 00
Domestic peaches (about finished)—		
Plums, 11 qts.	1 75	2 00
Do., 6 qts.	0 90	1 00
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jenetting, Pippin, No. 1	7 00	7 00
Do., No. 2	6 00	6 00
Ont., No. 1s, Wealthys, box	3 25	3 25
Nova Scotia, Gravensteins, bbl.	5 25	6 50
Cal. Apples, Kings, box	3 75	3 75
Cal. Bartlett Pears, box	5 00	5 00
California Hardy, box	4 75	4 75
Oregon Howell, box	5 50	5 50
Can. Pears, 11 qts.	1 00	1 00
Oregon Prunes, box	1 66	1 76
Grapes, Cal., Malaga, crate	3 50	3 50
Do., Cal. Tokay	3 50	3 50
Can. Grapes, 6 qts., lenos	0 35	0 40
Cantaloupes—		
Salmon flesh, 16 qts.	0 75	1 00
Do., 11 qts.	0 50	0 75
Cranberry, Cape Cod, bbl.	12 50	12 50
Half barrel	6 50	6 50
Boxes	4 75	4 75
Can. Chestnuts, pk.	3 50	3 50

N.B. Potatoes Arriving Freely

Toronto
VEGETABLES.—Shipments of potatoes from New Brunswick and Quebec have been fairly heavy of late. They are selling to the trade all the way from \$2 to \$2.25 per bag. Ontarios are selling at \$2.25 per bag. Beets and carrots continue at unchanged figures. Peekaboo onions in 100 lb. sacks are selling at \$5.50, and Canadian onions range all the way from \$3.75 to \$5. Jersey sweet potatoes are selling at \$2.50 per hamper. Tomatoes are easy at 40 cents for a large basket. Egg plant is selling at \$1 per large basket. There is a good demand for all vegetables at the present time.

Beets, bag	1 25	1 25
Cabbage, doz.	1 00	1 00
Carrots, per bag	1 25	1 25
Lettuce, crate, 2 doz.	3 50	3 50
Onions, fine hard, 100-lb. sacks	5 50	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs.	4 75	5 00
Onions, pickling, according to size	1 75	2 25
Spanish Onions, large crates	6 50	6 50
Do., half case	8 50	8 50
Parsley, per basket	1 00	1 00
Peppers, green, doz.	0 75	0 75
Do., red	0 40	0 75
Celery, doz.	0 45	1 00
Cauliflower, box, 12	3 00	3 00
Cucumbers, 11 qt. basket	0 50	0 50
Potatoes—		
Delawares, bag	3 00	3 00
Ontario, 90-lb. bags	2 25	2 25
Ontarios, No. 2s	2 00	2 10
Jersey Sweet Potatoes, hamper	2 50	2 50
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	0 40	0 40
Egg plant, 11-qt. basket	1 00	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	3 50	3 50

Light Inquiry In Bean Market

Toronto.
BEANS.—There is only a light inquiry for beans just now. Prices to the trade are steady and firm.

Ontario, 1-lb. to 2-lb. pickers, bus.	55 00	55 00
Do., hand-picked, bus.	5 50	5 75
Japanese Ketenashi, per bush.	4 50	4 50
Rangoons, per bushel	3 00	3 00
Limas, per lb.	0 12 1/2	0 12 1/2

**Flour in Demand
For Domestic Account**

Toronto.

FLOUR.—There is a very active demand for flour for domestic account, but the inquiry for export is practically nil, as wheat is being exported this year, instead of flour. Quotations to the trade are unchanged.

Flour—

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

bags 11 15
In jute bags 11 00

**Millfeeds Are
Not Plentiful**

Toronto.

MILLFEEDS.—The demand is very brisk for millfeeds, and supplies are none too plentiful. In fact the quantities available are so light that straight cars are not being sold. The prices are strong at unchanged levels.

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

WINNIPEG MARKETS

WINNIPEG, Sept. 30—There is a somewhat firmer tendency in many grocery lines this week. Rolled oats advance again and teas are in a very strong position. Beans are slightly easier.

**New Japan Tea
To Be Higher**

Winnipeg.

New crop Japan tea due to arrive this month will be considerably higher.

All grades tea are considered good buying just now. Local houses are offering most qualities at from six to seven cents per lb. below what it would cost to bring into the country to-day.

**Bean Prices
Somewhat Easier**

Winnipeg.

BEANS.—There is a fair demand for beans at the present time, but the tendency appears to be toward lower prices.

BEANS—

Japan, re-cleaned, per bag 7 75
Lima Beans, 100-lb. bags, lb. 10 75

**Rolled Oats
Still Advancing**

Winnipeg.

CEREALS.—Rolled oats have already had two advances. Another is looked for.

Cornmeal, yellow, per bag 5 80
Oatmeal, sacks 4 50
Do., granulated, half sacks 2 95
Do., standard, half sacks 2 50
Peas, dried green, per bushel 5 85
Spl't Peas, per lb. 0 09
Rolled Oats, per bag 4 40 4 50

**Flour Prices
Remain Unchanged**

Winnipeg.

FLOUR.—There is no change in the flour situation, prices remaining as follows:

Flour, Government standard: 98 lb. sacks, \$5.35; 49 lb. bags, \$5.45; 24 lb. bags, \$5.55.

**Western Potatoes
A Poor Crop**

Winnipeg.

VEGETABLES.—Manitoba is much better off for potatoes than any of the Western provinces.

Large quantities have been shipped out of Manitoba this week. It is felt that the demand for Manitoba potatoes will be heavy and continuous, as Dakota and Minnesota crops are also short.

There is a slight decline looked for in the next two weeks or until the crop is all lifted. After that prices are expected to advance.

Growers are not expected to hold the bulk of their stocks and potatoes are likely to be scarce and dear in the spring.

Prices to-day are in car lots, 90c per bushel. Smaller lots from \$1.00 to \$1.05.

forecasts as to rice prices. Good crops are reported from many districts in the Orient. Cuban stocks are becoming depleted. A limited quantity of Rangoon rice is permitted to be exported; some months none is released. Canadian consumption is not a factor in the world market. Until the crops are harvested and on the market it is guesswork to say what prices will be.

**One Brand of Tea
Is Up Three Cents**

Vancouver.

MISCELLANEOUS.—One of the Vancouver jobbers has advanced the price of their own brand of tea 3 cents a pound. There has been quite a shortage reported on Gillett products in Vancouver. The supplies of yeast cakes and baking powder especially being very low. Industrial trouble in the East has been given as the reason. Various lines of confectionery have been scarce, reflecting the sugar shortage. Many alert merchants are making sure of their cheap mixed candies for their Christmas trade. The first shipments of Hawaiian pineapple have made their welcome appearance lately. The present quotations are as follows: Extra fancy 2s, \$3.75; 2½s, \$4.50; broken slices, 2s, \$3.10. Coconut is plentiful now along the street, several shipments having arrived lately. Quotations range from 29 to 31 cents.

**Cooking Apples
At \$1.75 Box**

Vancouver.

FRUITS AND VEGETABLES. — Cooking apples are quoted at \$1.75 per box. Alexanders, Wealthies, Duchess, McIntosh and Red Gravensteins are \$3. King Davids and Jonathans are \$4. Yakima and Okanagan vegetables are frosted, and winds in Yakima have shaken down a third of the apples. Potato deliveries are three weeks behind.

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

VANCOUVER MARKETS

VANCOUVER, Sept. 30—The sugar situation in Vancouver is still serious and great difficulty has been experienced in getting sufficient for preserving purposes. One jobber has advanced his price of teas three cents. Rice is moving more freely and is quoted at \$290 per ton.

**Sugar Situation
Serious at Coast**

Vancouver.

SUGAR.—Current reports among the wholesale grocery firms of the city are that the sugar situation is even more serious than usual, one firm stating that the only supplies obtainable to-day were in the form of two-pound cartons in cases, there being no gunnies or sacks.

**Rice Easier;
Crops Good**

Vancouver.

RICE.—Rice is considerably easier. No. 1 California Jap rice is quoted around \$290 per ton. Rice merchants closely in touch with the primary markets are as much at sea as anyone else this year as far as making any reliable

WORTH DOUBLE THE PRICE

Upper Grand Mira,
Cape Breton, N.S.

Editor CANADIAN GROCER:—

CANADIAN GROCER is the best trade paper on the market to-day, for it gives the merchants the situation of the market every week besides the quotations. So I couldn't do without this paper for double what I am paying for it.

Your truly,
JOHN A. McARTHUR

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Sept. 30.—Mostly all brands of cocoa and cooking chocolate have advanced two cents per pound. Siam rice is quoted at from \$13.50 to \$14.50 per cwt. Canned lobster, in quarters, is quoted at \$3.70 per dozen, and in halves at \$6.80. Large Ontario cheese is 30 cents per pound, and new laid eggs are \$17.50. Straight candled storage eggs are \$16. New pack of Ontario canned peaches, twos, are selling at \$7.50; raspberries, twos, \$10; strawberries, \$9.35 to \$10.25. Sockeye salmon, talls, are \$17.50. Potatoes are \$33, and B. C. canteloupes are \$4.75. Ontario clover honey is being offered at \$18 a case of twelve five-pound tins. The sugar situation is worse again here.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	10 70	
Rolled oats, 80s	4 50	
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	12 50	15 00
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt		
Honey, 5s, doz.	18 00	
Cheese, No. 1, Ontario, large	0 30	
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 30	21 60
Eggs, new laid, local	17 50	
Do., candled, storage	16 00	
Tomatoes, 2 1/2s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 2s, lb.	0 23	
Apricots, evaporated, 25s	0 40	
Peaches, evaporated, lb.	0 30	
Do., canned, 2s	7 50	
Prunes, 90-100s	0 21 1/2	
Do., 70-80s	0 22 1/2	
Do., 50-60s	0 23 1/2	
Salmon, pink tall, case	10 25	
Do., sockeye, tall, case	17 50	
Do., halves	18 00	19 00
Lobsters, quarters, doz.	3 70	
Do., halves, doz.	6 80	
Potatoes, per ton	33 00	
Oranges	7 25	
Lemons	9 50	
Grapefruit	7 50	
Canteloupes, crate	4 75	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 30.—Supplies of sugar are rendered more uncertain, because of the strike in the Atlantic Refineries here. Stocks are short and there is no sign of improvement. Collections are fairly good. Business is

average. Few changes are reported in grocery staples. Cornmeal is lower at from \$4.15 to \$4.20. Fresh eggs are easier at 60c for fresh and 58c for case. Potatoes are reported scarce. Farmers complain of rot, because of so much rain. Natives are selling at \$3.25. Apples are more plentiful. Gravensteins, No. 1, are selling at \$5.50, No. 2s at \$5. Domestic are \$4.50; No. 35, \$3.50. Lemons are \$10. Plums, \$3.50 to \$4. Grapefruit, \$6.50 to \$7.50. Peaches are \$2.50 to \$3.

Flour, No. 1 patents, bbls., Man.	12 50
Cornmeal, gran., bags	6 25 6 35
Cornmeal, ordinary	4 15 4 20
Rolled oats	12 00
Rice, Siam, per 100 lbs.	13 75 14 00
Molasses	0 90 0 91
Sugar—	
Standard, granulated	11 10
No. 1, yellow	10 60
Cheese, New Brunswick	0 28 1/2 0 29
Cheese, Ont., twins	0 29 0 29 1/2
Eggs, fresh, doz.	0 60
Eggs, case	0 58

Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	0 55	0 60
Butter, dairy, per lb.	0 50	0 50
Butter, tub	0 46	
Lard, pure, lb.	0 38 1/2	0 39
Lard, compound	0 31	0 32
American clear pork	67 00	72 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2 1/2s, standard case	4 50	4 90
Raspberries, 2s, Ont., case	3 70	3 75
Peaches, 2s, standard, case	4 70	4 75
Corn, 2s, standard case	4 10	4 20
Peas, standard case	4 10	4 20
Apples, gal., N.B., doz.	5 00	
Strawberries, 2s, Ont., case		
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	
Evaporated apples, per lb.		
Peaches, per lb.		
Potatoes—		
Potatoes, Natives, per bbl.		3 25
Onions, Can., 100-lb bags	5 25	5 50
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	5 00	5 50
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

WINNIPEG MARKETS

(Continued from page 53)

WINNIPEG, Sept. 30.—There is, generally speaking, an easier feeling in produce lines. Hogs show new declines and hog products are continuing their downward course. Butter, eggs and cheese, however, all remain firm.

Another Slump In Pork Prices

Winnipeg.—PORK.—Pork has now dropped to seventeen dollars a hundredweight. Although bacon dropped five cents last week, another decline is looked for.

The reason why pork prices are not already materially lower is that there has been a very small offering in live hogs either in Winnipeg or in Chicago since the price slumped.

Lard and Shortening Somewhat Easier

Winnipeg.—LARD AND SHORTENING.—Prices are slightly easier on these products, following the declining figures in pork.

Pure Lard, lb.	0 37	0 37 1/2
Shortening, lb.	0 29	0 31

Eggs Scarce; Prices Firmer

Winnipeg.—EGGS.—There is a general slowing up in receipts of eggs and prices are consequently showing a firmer tendency.

New laid, in cartons	0 66
Do., candled	0 60

Butter Shows Higher Figures

Winnipeg.—BUTTER.—There is only a limited

supply of butter offering, and prices are showing a firmer tendency. Prices are as follows:

Butter, Creamery	0 56	0 57
Do., Dairy	0 40	0 42

Ontario Cheese Somewhat Higher

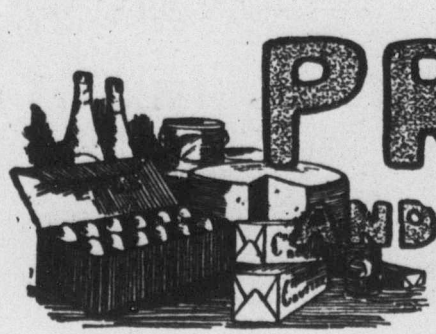
Winnipeg.—CHEESE.—Ontario cheese is slightly firmer in this market, with local cheese showing a slightly easier feeling.

Large Ontario, paraffined	0 33
Twins, Ontario, paraffined	0 33 1/2
Large Manitoba	0 30
Twins, Manitoba	0 30 1/2

Frozen Fish Somewhat Easier

Winnipeg.—FISH.—There are fairly heavy arrivals of fish at the present time and fresh frozen fish are showing a slightly easier tendency.

FROZEN FISH	
Whitefish, dressed, from	0 10
Salmon	0 19
Pickarel	0 10
Halibut	0 15
Herring	0 15
SMOKED FISH	
Haddies, per lb.	0 15
Bloaters, Eastern, per box	2 90
Do., Western, per box	2 20
Kippers, Eastern, per box	1 85
Do., Western, per box	2 25
SALT FISH	
Herring, Scotch cure, 10-lb. pail	0 90
Do., 20-lb. pail	1 75
Do., half bbls., per bbl.	7 00
Acadia Cod, 1s and 2s.	0 16
Steak Cod	0 18 1/2
Whole Cod	0 18 1/2



PRODUCE AND PROVISIONS

A Set Price for Pork Products

The Board of Commerce Takes the Drastic Step of Setting Prices on a Basis of Those of March 10 Last—Order Becomes Operative October 15—A Price Set on a Fallacious Basis

THE Board of Commerce at its concluding session in Toronto on Monday of this week has made a definite order that on October 15 the prices of pork and pork products shall go back to the figures at which they stood on March 10, and that any firm or packing house exceeding these figures will be considered to be making an unjust profit. It is intimated also that retailers will be carefully watched to see the decline is passed on to the consumer.

The present prices of some of the more important products, and the prices on March 10 are as follows, and the indicated reduction is shown:

	Sept.	Mar.	Redue.
Hams	46	38	8
Picnic Hams	33	30	3
Breakfast Bacon	48	43	5
Trimmed Back	53	50	3
Rolls	38	33	5
Loin of Pork	48	40	8
Tenderloin	50	45	5
Common Sausage	22	20	2
Beef Tongue	70	65	5
Lard, in prints	52	37	15

On the face of things the Board of Commerce have actually taken action to reduce prices on what may seem to the uninitiated reasonable grounds.

A Fallacious Basis

The board have adopted the viewpoint that because prices of live hogs on Sept. 30 are approximately the same as they were on March 10, that therefore the price of the finished product should be the same on both dates.

Unfortunately this is arguing in face of the facts of the case. Cured meats take from one to two months in process, and therefore Sept. 30th bacon is not made of Sept. 30th hogs, but of hogs selling about Sept. 1, when the price of live hogs was quoted at \$23.25. On March 10 the price of live hogs was \$17.50, approximating fairly closely to the present figure of \$16.75, but on the first of February, when the March 10 bacon was processed, hogs were also selling at \$16.75. In other words the Board of Commerce has set an even

price on pork products in one instance made from hogs costing \$16.75, and in the other \$23.25. Manifestly it is not a fair basis for price setting.

Just how this will affect the retailer it is difficult at the present moment to see, but it will unquestionably mean an entire change in prices, and an incessant suspicion and supervision that will be anything but a happy state of affairs.

The Terms of the Order

The terms of the actual order are as follows:

"In the matter of an inquiry into prices charged by packers of and dealers in animal products.

"Upon hearing read the evidence taken herein and upon hearing the parties concerned.

"It is ordered and declared that on, from and after the fifteenth day of October, 1919, pork and the products of hogs shall be sold by the owners or operators of packing houses at prices substantially the same as those which prevailed on the tenth day of March, 1919, and it is declared that on and after the said fifteenth day of October, 1919, any such person, firm or corporation within Canada, being an owner or operator as aforesaid, who sells any such pork or products of hogs for consumption within Canada at a price greater than those of said tenth day of March, 1919, shall be deemed to have sold same at a price which is unreasonable and unjust and at an excessive profit.

"And it is further ordered and declared that notwithstanding this order all sales of pork and products of hogs shall be made after the date of this order and until and after said fifteenth day of October, 1919, at prices which shall in relation to the cost of such goods be reasonable and just and not greater than those at this date prevailing, and always with relation to any descending cost of live hogs from time to time.

"Without prejudice to applications by any of said owners or operators of packing houses for reconsideration and without prejudice to applications by any other persons for further reductions.

"And it appearing that excessive retail prices have been charged, that this enquiry do proceed further with regard to the same with a view to a like declaration affecting retail dealers.

"This order is not to preclude any further action or proceeding by this board or any

other authority or person in the premises.

"And that this order be served, as provided by the Board of Commerce Act, upon all persons, firms and corporations engaged in the business of packers of pork or pork products in Canada, and in each case shall thereupon bind and affect the persons, firms or corporations so served.

"H. A. ROBSON,
Chief Commissioner.
"W. F. O'CONNOR,
Commissioner."

The Packers' Reply

Following the issuance of this order, that came as a surprise to all the packers, who had done everything in their power to assist the investigation and were confident that they had made their case clear, so that there could be no suspicion of profiteering, a meeting of these interests was held, at which the following statement of their position was made public:

"The order of the Board of Commerce promulgated to-day is, on the face of it, impracticable.

"The implication of it is:

"(a) That packers are at present selling product at prices which would permit of reduction of two cents to 15 cents per pound without loss; or

"(b) That the board without regard to the actual cost of the product, arbitrarily imposes the reduction.

"Meats now being sold are the product of hogs bought in the past two months, during which live hog prices advanced throughout the world to the highest level in history. At present prices these meats are showing heavy losses. In regard to this loss packers desire no sympathy. It is a phase of the business which they meet in every year's operations.

"The actual facts are that in its most prosperous year the profits of the packing industry in Canada were less than one-half cent per pound of product sold.

"The order assumes to fix selling prices of products on the basis of market prices in March, regardless of and ignorant as to whether these prices will return cost or not.

"The action of the board has been taken after a superficial inquiry, without conference with the trade, and without any opportunity being afforded of presenting the packers' case.

"Not only does the order assume to fix present prices on an unfair basis, but it

enacts a basis of continued fixing of prices, which is unscientific and unsound, and would necessitate the operation of all plants at a continual loss.

"If left to take a normal course, prices of products will decline in keeping with the lower tendency of live hogs, but without the demoralization of the trade and of the live hog industry, to the detriment of the entire country, which must inevitably result, from the enforcement of such ill-advised regulation."

MUST PUT NET WEIGHT ON WRAPPED MEAT

The amendment to the United States Agricultural Appropriation Bill, providing that the net weight of wrapped hams and bacon shall appear on the packages, has been adopted by both houses of the National Congress and signed by President Wilson. This amendment was heartily supported by the National, State

and Local Retail Grocers' Associations.

At the recent National Convention in Salt Lake, National Secretary Hattenbach was instructed to forward a telegram to Secretary Gronna, chairman of the agricultural committee, endorsing the amendment and urging its passage.

NEW PACKING FIRM FOR ST. JOHN

ST. JOHN, N.B.—A new pork packing industry is being established in Moncton, N.B., by two St. John young men, William M. Davis and Walter Jones, under the firm name of Jones & Davis. Work has been begun upon the construction of the plant which will be two storeys in height and have a frontage of fifty feet. They plan upon the installation of up-to-date machinery.

NATIONAL FISH DAY NOVEMBER 11

At a meeting of members of the Canadian Fisheries Association, held in Montreal early this week, it was decided to fix the date for 1919's National Fish Day for November 11—Armistice Day.

The meeting, which was a representative one, was attended by President A. H. Brittain and by Messrs. J. A. Paulhus, the originator of the idea which has taken so well, J. D. O'Connor, F. H. Stanley, Samuel Mason and Captain Frederick Wallace, secretary of the C. F. A. With a splendid season in prospect it is proposed to make this year's event a greater success than ever before.

CANADIAN GROCER understands that an interested producer will offer prizes of \$25, \$15 and \$10 for the best-dressed fish window, and this will afford prizes that are really worth while to artistic window trimmers.

Know More About Fish

Some Interesting and Valuable Points for Retail Grocers, Butchers and Clerks

VANCOUVER, B.C.—Of especial interest to the food retailers throughout Canada at this time, is the subject of fish.

Each grocer and butcher is asking the question: "In what way can I show a healthy increase in my business this fall and winter—what am I going to push—what will appeal to my customers at this time—what will it cost me to take care of my additional business?" and many other queries.

Our editorial representatives, who are calling on our readers from coast to coast, have very frequently reported that many grocers and butchers make a regular practice of building up a strong fish department during the cold weather months especially. Throughout the great prairie provinces, Jack Frost relieves the retailer of the troubles of refrigeration, for several months—in fact, many grocers are able to lay in a stock of fish as soon as the cold weather sets in, and the clear, steady frost of the Canadian winter keeps them in perfect condition till used up, any shed, or outside chest serving for storage. Then again, as soon as the frost sets in, it is possible to sell a substantial order of frozen fish to the farmer customer, and he can store till used, the same as he does with his halves of beef and quarters of pork—to be thawed out as required. All this is done—depending on the frost of winter for refrigeration.

Rapid Transit Makes It All-Year Trade

However, throughout many months of the year—fresh fish can be handled and sold, wherever the express companies serve. The fish arrives frozen and packed in ice, but when held over, of course, has to be kept iced.

At present the fish most in demand from the Pacific coast is salmon, then halibut and the flat fish, brills and plaice. Herrings are also sold in large quantities, the latter also being marketed in

the smoked, salted and pickled forms, as kippers, bloaters, etc.

The halibut is caught with hook and line, the fishing grounds being situated all the way from two hundred to two thousand miles from the rail-head. Each fish is cleaned on the fishing grounds, in most cases within at least six hours of being caught, and is then packed in crushed ice in the hold of the steam trawler or gasoline schooner as the case may be.

Some Interesting Facts Re. Salmon

Salmon of some variety or other are always available fresh except between the 15th of November and the first of February. In the spring, the spring salmon is caught and the various other varieties in their several seasons. They may be trawled for, caught with gill nets, purse seines, drag seines, or may be caught in traps. In the case of the falls, they are caught on the banks where they are found to feed. The salmon feeds on young herring, smelts, and what the fisherman calls red and black feed. This latter is somewhat of an unknown quantity. It resembles small red seeds, but belongs to the animal kingdom. It is peculiar of this particular food of the salmon, that if the salmon is caught, and killed, the small red agents start right in to eat up the salmon, therefore, all salmon caught over the feeding grounds are cleaned immediately. Those caught in nets, traps, etc., not likely to be full of this strange feed, are iced and cleaned when brought in.

Flat Fish Plentiful and Healthful

Owing to the possible food shortage during the war, the Government conducted a large educational campaign, bringing before the notice of the public the food values of the various fish, generally called "flat fish." The ocean teems with brill, plaice, flounders, sole,

etc., the food value is quite equal to the better known halibut, and the cost is so reasonable that the dealer will do well to introduce to his customers, these varieties. The same may be said of the herring—the halibut trawlers very frequently report schools of herrings which they take two hours to pass through. The inlets all the way up the coast are often almost choked with herring. The few arriving in Vancouver at this time are known as summer herring, but the regular catches are made during the months of November, December, January and February. At this time thousands of tons are frozen, and are available throughout the balance of the year, in the same condition as when they were drawn from the water.

Freezing Fish

There are several large cold storage plants located in various centres in British Columbia, where the surplus fish are iced or frozen—and there is not a village served by an express company where a grocer or butcher could not be in receipt, whatever day in the week he should elect, of an assortment of salmon, halibut, brill, plaice, or herring. In these winter months that are coming on, there would be entailed no extra equipment, and the department would be found to be very profitable—and to supplement the sale of the other merchandise offered. Both from an economic standpoint and as a matter of variety the customer would be quick to appreciate the addition.

In the cold storage the fish are laid on racks in the sharp frost rooms, and are frozen completely, the process taking from 12 to 36 hours, according to the size of the fish. Each fish is then dipped in fresh water—and again subjected to a freezing temperature, thus hermetically sealing each fish in an envelope of ice.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 30—Produce markets are quite active this week and there are several important features to note. Hogs are still declining in price and there is every reason to look forward to still lower prices, the production being quite heavy, in view of the fact that consumption, aside from export business, has been lighter of late. Butter is easier in the undertone and may decline. Cooked meats and hams, bacon and barrelled pork are all lower. Lard is down two cents a pound and shortening may decline. Cheese is firm and active as are also eggs. Poultry prices are materially reduced and there is also a weaker fish market. Trade is reported active.

Still Lower Go Pork Products

Montreal.
FRESH MEATS.—Live and dressed hogs are lower to the extent of one cent a pound all around over the prices obtaining last week. There is a great deal of softness to the undertone and with export unlikely to improve, in view of the conditions in Great Britain, it is probable the slumping may continue. Choice hogs of light weights are selling at \$17 to \$17.50 per cwt. Everything points to a lowering of prices this fall and winter, if the advices from large markets on this continent are to be taken as an indication. In part, the accumulating stocks held in various parts of the country is one of the reasons for the easing tendencies.

FRESH MEATS—				
Hogs, live	.....	\$17 00	\$17 50
Hogs, dressed—				
Abattoir killed, small (heads off),				
65-90 lbs.	.....	27 00	
Sows (heavy)	.....	22 50	23 50
Fresh Pork—				
Leg of Pork (trimmed) (foot on)	.....	0 33	
Loins (trimmed)	.....	0 37	
Loins (untrimmed)	.....	0 33	
Spare ribs	.....	0 23	0 24
Trimmed shoulders	.....	0 29	
Pork sausage (pure)	.....	0 26	
Farmer sausages	.....	0 22	
Fresh Beef—				
(Cows)		(Steers)		
\$0 20	\$0 22	Hind quarters	\$0 26	\$0 27
0 12	0 14	Front quarters	0 14	0 16
.....	0 27	Loins	0 34
.....	0 23	Ribs	0 25
.....	0 11	Chucks	0 14
.....	0 18	Hips	0 22
Calves (as to grade)	0 22	0 28	
Lambs, 25-40 lbs. (whole carcass),				
lb.	0 23		
No. 1 Mutton (whole carcass), lb.	0 16		

Hams Declining; Bacon; Barrel Pork

Montreal.
CURED MEATS.—Declines are the order for hams and bacon, barrelled pork and various rolls. This is in definite accord with the lowering tendencies on pork and pork products. It now looks as though the tendencies will continue downward, and as if pork will again come into favor with a decided increase in its use in the household. This should be of some satisfaction to those who are handling the line, for the high prices

prevailing have indeed restricted the use of these products. Revised prices will be found herewith.

Hams—	
Medium smoked per lb.—	
(Weights, 12-14 lbs.)	0 40½
14-20 lbs.	0 39
20-25 lbs.	0 37
25-35 lbs.	0 29
Over 35 lbs.	0 28
Bacon—	
Breakfast	0 44
Windsor	0 53
Cottage rolls	0 35
Picnic hams	0 29
Barrel Pork—	
Canadian short cut (bbl.) 30-40	
pieces	60 00
Clear fat backs (bbl.) 10-50	
pieces	66 00
Heavy mess pork (bbl.)	51 00
Plate Beef	35 00
Mess Beef	0 32

Cooked Meats Down; Tendencies Lower

Montreal.
COOKED MEATS.—At this time, with pork on foot, and dressed, declining in price from day to day, the tendencies are necessarily downward for cooked and roast hams, etc. There is a fair, but a somewhat restricted sale for these, now that the active picnic season is well over. Further declines may be effected in the immediate future.

Head Cheese	0 13	0 15
Choice jellied ox tongue	.....	0 62
Jellied pork tongues	.....	0 48
Ham and tongue, lb.	.....	0 30
Veal and tongue	.....	0 23
Hams, roast	.....	0 60
Hams, cooked	.....	0 60
Shoulders, roast	.....	0 57
Shoulders, boiled	.....	0 50
Pork pies (doz.)	.....	0 80
Blood pudding, lb.	.....	0 12
Mince meat, lb.	0 16	0 17

Lard Loses Around Two Cents a Pound

Montreal.
LARD.—The price of lard has declined about two cents a pound since one week ago. This follows the lowering tendencies for pork and the undertone is naturally an easier one with still lower prices probable within the week. The movement is reported quite large and satisfactory.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 32	0 34
Tubs, 50 lbs., per lb.	.....	0 32½
Pails, 20 lbs., per lb.	.....	0 32¾
Bricks, 1 lb., per lb.	0 34	0 35

Shortening Easy But Still Holding

Montreal.
SHORTENING.—Domestic shortening is naturally easy in the undertone, for with lard easier, the tendencies are downward. While quotations are still unchanged there is reason to anticipate an easier price basis. The movement is seasonably satisfactory.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	.....	0 30½
Pails, 20 lbs., per lb.	.....	0 30¾
Bricks, 1 lb., per lb.	.....	0 32

Margarine Slow And Unchanged

Montreal.
MARGARINE.—While there has been no change in the margarine price basis, it is stated that the demand is not a heavy one and many consumers appear to be using regular quantities of butter. There is likely to be a speedier movement in the very near future.

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

Butter is Weaker And May Decline

Montreal.
BUTTER.—The tendencies are decidedly easier on butter, for the competitive demand has lessened, with a consequent reflection in the price basis. It is probable that before the week-end lower prices may be in effect. In the meantime the receipts are smaller, although there is plenty of supply for the local requirements.

BUTTER—		
Creamery, prints, fresh made..	0 57	0 58
Creamery, solids, fresh made..	0 56	0 57
Dairy, in tubs, choice	0 40	0 50
Dairy prints	0 50	0 51
Bakers'	0 45	0 47

Good Buying Demand Has Firmed Cheese

Montreal.
CHEESE.—While there has been no actual change in the quotable basis for cheese, the tendencies are firming, the demand from buyers making a keener competition. The prices paid by various buyers is higher than that paid in the regular way by Government agents, that is, in some cases. Some export has been developing with private concerns for various quantities, and the movement is quite heavy now.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	.....	0 28½
Triplets, per lb.	.....	0 29
Stilton, per lb.	.....	0 34
Fancy, old cheese, per lb.	.....	0 32

Eggs Are Active At Full Prices

Montreal.
EGGS.—Prices are fully maintained for eggs. The best grades are in popu-

lar demand from both domestic sources and from the outside, also. There has been a decided impetus to the export demand of late and large supplies are being sent forward at present from this port. The production is being severely taxed by the excessive demand.

EGGS—

No. 2	0 50
No. 1	0 58
Selects	0 64
New laids	0 68

Poultry Moves To Still Lower Levels

Montreal.
POULTRY.—Prices are lowering on poultry and this is the direct result of accumulating supplies. Shipments from the farmers, too, are stated to be in any but prime condition, in the majority of instances, and as a consequence, the buyers have been grading extensively and are paying according to the condition of the stock offered. Both dressed and live prices are materially lower.

POULTRY (dressed)—
(Selling Prices)

Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	0 48	0 48
Turkeys (young)	0 52	0 52
Geese	0 28	0 28
Old fowls (large)	0 34	0 34
Old fowls (small)	0 30	0 30
POULTRY (live)— (Buying Prices)		
Chickens, light weights	0 17	0 17
Heavy weights	0 22	0 25
Ducks, young	0 17	0 18
Old	0 15	0 15
Geese	0 15	0 20
Live—Old fowl	0 22	0 28
Roosters	0 15	0 15
Turkeys	0 35	0 35

Fish Moves Well With Prices Down

Montreal.
FISH.—Seasonably speaking, there has been quite a good movement of fish to the trade, and the prices are, in some instances, lower. Fresh fish from the sea and from the lake regions have been in good supply and the outlook is for an increased sale from this time forward. The producers and the jobbers, alike, anticipate a satisfactory business this fall.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore	0 12	0 20
Eels, lb.	0 12	0 12
Bullheads (dressed)	0 13	0 13
Gaspereaux, each	0 08	0 08
Haddies	0 12	0 13
Fillet Haddies	0 20	0 20
Haddock	0 08	0 09
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	0 35	0 35
Pike, per lb.	0 13	0 13
Live lobsters	0 35	0 35
Boiled lobsters	0 25	0 26
Salmon (B.C.), per lb., Red.	0 28	0 30
Salmon Gaspe	0 28	0 30
Shad	0 20	0 20
Skate	0 10	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	0 25	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22

Haddock	0 06½	0 07
Mackerel	0 13	0 13
Dore	0 14	0 15
Smeits, No. 1, per lb.	0 12	0 13
Smeits, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 15
Smeits, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	21 00	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	20 00	20 00
Codfish, No. 2, 200 lb. barrel	18 00	18 00
Pollock, No. 1, 200 lb. barrel	15 00	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	0 18
Boneless cod (2-lb.)	0 23	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	13 00	13 00

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotin, barrel	12 00	12 00
Do., half barrel	6 25	6 25
Mackerel, barrel	25 00	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	24 50	24 50
Sea Trout (200-lb. bbis.)	25 00	25 00
Turbot (200 lbs.)	17 00	17 00
Codfish, tongues and sound, lb.	0 15	0 15
Eels, lb.	0 16	0 17

SMOKED FISH

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

OYSTERS

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

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75	1 75
Crushed Oysters Shell, 100-lbs.	1 50	1 50
Paper Oyster Pails, ¼-lb. per 100	2 25	2 25

ONTARIO MARKETS

TORONTO, Oct. 3—Easier prices prevail in the markets for fresh meats and also on smoked meats. In fact all pork products are easier, in keeping with the lower quotations in the market for live hogs. The butter market is steady, while eggs are inclined to be firmer. Poultry is strong.

Hams and Bacon Selling Lower

Toronto.
PROVISIONS.—Easier prices are now ruling on hams and bacon. All smoked meats have been marked down, in keeping with the general downward trend in pork products. Backs of hams, skinned, rib, are quoted at from 51 to 52 cents per pound, and the boneless at from 54 to 55 cents. Ordinary breakfast bacon is selling at from 40 to 45 cents per pound, and the fancy bacon at from 48 to 52 cents. There is a good demand for all smoked meats, and also for dry salt meats.

Hams—		
Medium	0 42	0 44
Large, per lb.	0 28	0 40
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 54	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 38	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	0 32	0 32
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	7 35	7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	52 00	52 00
Short cut backs, bbl. 200 lbs.	64 00	64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	58 00	58 00
Lightweight	62 00	62 00
Above prices subject to daily fluctuations of the market.		

Easier Quotations On Fresh Meats

Toronto.
FRESH MEATS.—The tendency in fresh meats is generally easier. The

prevailing prices for live hogs are ruling around \$16.75 on the f.o.b. basis, and dressed hogs, 70-100 pounds, are quoted to the trade at \$28. Fresh "cuts" of pork are about steady with a week ago. Hind quarters of beef range from 15 to 26 cents per pound, and front quarters at from 10 to 15 cents. Calves are selling at from 20 to 28 cents per pound, and yearling lambs at from 16 to 18 cents. Spring lamb is from 17 to 22 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	28 00	28 00
Live on cars, per cwt.	17 25	17 25
Live, fed and watered, per cwt.	17 75	17 75
Libe, f.o.b., per cwt.	16 75	16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 35	0 38
Loins of pork, lb.	0 39	0 40
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 14	0 14
Picnics, lb.	0 26	0 26
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	0 30	0 30
Boston butts, lb.	0 32	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 15	0 27
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 25	0 32
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 28
Lambs, whole, lb.	0 16	0 18
Spring lamb	0 17	0 22
Sheep, whole, lb.	0 10	0 15
Above prices subject to daily fluctuations of the market.		

Moderate Demand For Cooked Meats

Toronto.
COOKED MEATS.—There is a moderate demand for cooked meats, and prices are unchanged as compared with a week ago. Boiled hams are selling at from 58 to 60 cents per pound, and roast hams at from 61 to 63 cents.

Other lines of cooked meats are steady.

Boiled hams, lb.	0 58	0 59
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 51	0 53
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 62	0 65
Pork and Tongue, lb.		0 36

Above prices subject to daily fluctuations of the market.

Butter Market

Steady and Firm

Toronto.

BUTTER.—The market for butter is steady. Prices are unchanged from last week. The business in butter is largely for domestic account, as there is being very little exported. Last week's exports did not total over 3,000 packages. Dairy prints are selling to the trade at 51 cents.

Creamery prints (fresh made)	0 56	0 58
Creamery solids (fresh made)	0 55	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.		0 45

Cheese Has

Active Inquiry

Toronto.

CHEESE.—There is no change in the market for cheese. Prices to the trade are steady, and there is an active demand for domestic account. Large cheese are quoted at 28 cents, and Stiltons at 31 cents.

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

Storage Eggs Now

Being Drawn On

Toronto.

EGGS.—Storage eggs are now being drawn upon to supply the demand. Supplies of new laid coming forward are very light. They are selling to the trade at from 62 to 65 cents in cartons. The number one storage eggs are selling at from 58 to 61 cents.

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

Prices shown are subject to daily fluctuations of the market.

Lard Quotations

Are Easier

Toronto.

LARD.—The quotation on lard, tierce basis, is again easier at from 32 to 27½ cents per pound to the trade. There is an active inquiry for the same.

Lard, tierces, 400 lbs., lb.	0 32	0 32½
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In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Brisk Demand

For All Fish

Toronto.

FISH.—Blue Point oysters are now being quoted by the dealers, the 800's sellinfi at \$14.50, and the 1000's at \$13. There is a good demand for all kinds of fish, and prices are steady with last week. Both fresh and sea fish are selling freely.

FRESH SEA FISH		
Cod Steak, lb.	\$ 0 13	\$ 0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 11	0 11
Do., heads on, lb.	0 10	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	0 30	0 30
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	3 40	3 65
Do., No. 3 can	9 50	9 80
Do., No. 5 can	16 00	16 00
Blue Point oysters, 800s	14 50	14 50
Do., 1000s	13 00	13 00

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

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

Shortening Now

Down to 27½ Cents

Toronto.

SHORTENING.—Shortening is also very much easier, and is now quoted

BRITISH COLUMBIA MARKETS

Fresh Meats

Are Steady

Vancouver.

FRESH MEATS.—There is no change in the quotations on fresh meats this week. Prices are steady at the easier figures.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	0 16	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Easier Prices

Now on Bacon

Vancouver.

SMOKED MEATS.—Easier prices prevail on bacon and smoked backs this week. Hams are unchanged, but cooked ham is now selling at 62 cents.

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

Eggs Again

Show Advances

Vancouver.

EGGS.—The egg market here continued the advance. Fresh eggs are now quoted at 80 cents, and case lots at 60 cents.

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

Cheese Market

Steady and Strong

Vancouver.

CHEESE.—The market for cheese is steady and very strong. No change in quotations is reported.

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

down to 27½ and 28 cents per pound, tierce basis.

SHORTENING—

Tierces, 400 lbs., lb.	0 27½	0 28
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Poultry Receipts

Fairly Heavy

Toronto

POULTRY.—Receipts of poultry are fairly heavy just now. There is a good demand for all available, however, and prices of the same are steady and strong. Dealers are paying from 23 to 28 cents per pound for spring chickens at Toronto. They are selling to the trade at from 32 to 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 25	\$0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 18	0 20
Fowl, over 6 lbs.	0 25	0 28
Fowl, under 3½-5 lbs.	0 20	0 25
Spring chickens, live	0 20	0 28

Prices quoted to retail trade:—

	Dressed	Dressed
Hens, heavy	\$0 32	\$0 35
Do., light		0 33
Chickens, spring	0 32	0 35
Ducklings		0 35
Turkeys	0 40	0 40

Lard is Quoted

Down a Cent

Vancouver.

LARD.—Lard is quoted a cent per pound lower this week. On the tierce basis it is selling at 32 cents per pound.

LARD—

Compound, tierce basis, lb.	0 31
Pure, tierce basis, lb.	0 36½

Sockeye Salmon

\$1 Case Higher

Vancouver.

FISH.—Sockeye salmon is now quoted \$1 per case higher than opening prices. Steel head salmon is quoted at 10c per pound. Crab chicken, summer herring and fresh chum salmon are ruling at 5 and 5½ cents per pound. There is no cod on the market.

FISH—

SALMON—		
Fresh Cohoe	0 15	0 15
Fresh Spring	0 17	0 17
Fresh Steel Head	0 10	0 10
Fresh Chum	0 05½	0 05½
Fresh Humpback	0 05	0 05
Chicken Halibut	0 14	0 14
Chicken Halibut, medium	0 16	0 16
Block and heavy Cod	0 10	0 10
Fresh Smelts	0 11	0 11
Frozen Smelts	0 10	0 10
Shrimps	0 16	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	0 22	0 22
Smoked Pink Spring	0 20	0 20
Haddies, Western	0 10	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	1 40	1 40
Do., medium	0 85	0 85
Soles	0 06	0 07

Butter Quotations

Are Unchanged

Vancouver.

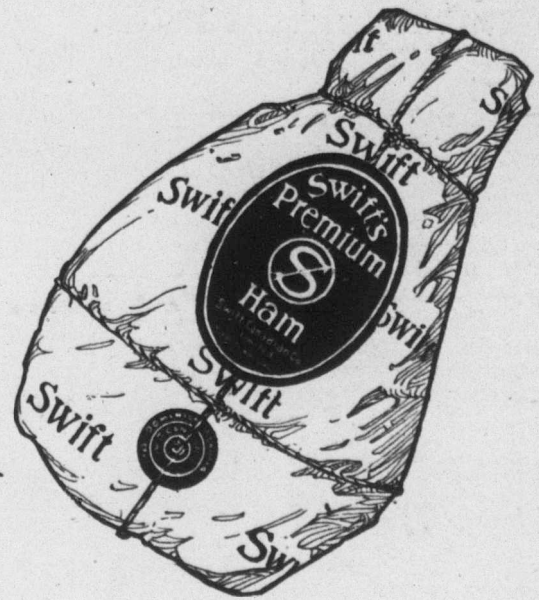
BUTTER.—Quotations on butter are unchanged. The market for both butter and margarine is steady and strong.

BUTTER AND MARGARINE—

Government grade	0 55	0 60
Margarine		0 36

Continued on Page 48

A Trade Mark of established merit



More and more the housewife is insisting on recognized brands when buying. For generations she bought haphazard—NOW she not only asks for certain goods by name, but **demand**s the particular brands which experience has proved represent the fullest value.

Swift's Premium Hams and Bacon

became famous for the exclusive qualities they possess—their name and trade mark have become established. Every day thousands of housewives insist on getting "Swift's Premium" when ordering Ham and Bacon. Dealers stocking "Swift's Premium" reap the benefits of quick sales, steady repeats, and all-round satisfaction.

Our Advertising is a strong factor in keeping this Brand before the housewife.

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Swift Canadian Co., Limited

Toronto

Winnipeg

Edmonton

Canadian Food Board License Nos. 13-170-171-172





Consider Before You Buy



YOUR income depends chiefly on your good judgment in buying—and good judgment in buying is purely the result of careful consideration.

Before handling any line of food products convince yourself on these points first: Will the goods sell? Is there a steady demand for them? How are the manufacturers prepared to assist in making more sales for me? Are the products of such a high standard that repeat orders will follow? Is the public well informed as to the good qualities of the products?

When asked of Canadian Packing Company's products these questions can readily be answered with—Yes. The reputation of this old established firm proves the perfection qualities of its brand and the enormous volume of sales shows the created public demand.

In order that all may be persistently reminded about the benefit of Snowflake Brand Shortening, Rose Brand Ham and Bacon, etc., an extensive campaign of advertising is being carried on in the large daily newspapers and in magazines throughout Canada. Truthful, convincing advertisements are used everywhere to help our dealers make more sales and consequently more profits.

Don't be afraid to handle Canadian Packing Company's products—they sell readily, repeat orders follow, and the manufacturers are persistently creating a greater demand for them by extensive advertising.

Stock Snowflake Brand Shortening, Rose Brand Ham, Rose Brand Bacon, etc., and be prepared for a big Xmas trade.

Canadian Packing Co., Limited

Successors to

Matthews-Blackwell Limited

Plants at

Toronto, Montreal,
Hull, Peterboro, Brantford

Branch Houses

Winnipeg, Fort William,
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**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**



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

**RETAILS
15c and 25c**

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Write us or ask your jobber for trade prices.

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Big Profits**

15cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at 1/2 cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—
N. NAGLE & CO.

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COSTS ONLY 1/2¢ FOR EACH MEND

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



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Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Freres, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horns Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McParlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Hams

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while



The CANADIAN Open

creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



SALT PLANT, WINDSOR, ONTARIO

Windsor Table Salt
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

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Champagne de Pomme
NOW



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

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Wantmore PEANUT BUTTER

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Your Dealer has it and also "Wantmore" Salted Peanuts.

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

No 1

If you wish to advertise "Wantmore" locally ask us to supply you with suitable cuts.

WANTMORE PEANUT BUTTER

*The Finest Spread
There is for Bread*

R. L. FOWLER CO., LIMITED
CALGARY SASKATOON REGINA

A BETTER PRODUCT BETTER ADVERTISED

People everywhere are keen for Fowler's "Wantmore" Peanut Butter. Its "betterness" has placed it at the head of the line and we're backing it—creating and fostering a still wider demand—through consumer co-operation with the "Wantmore" dealer.

We want you to share in this profitable demand. Try "Wantmore" next time—a small stock to begin with. Show it in your displays and mark how easily it will sell and repeat.

Supply
All
Colors



Make More Sales
Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.
Mount Vernon, N.Y. Toronto, Canada

Sales Representatives for U.S. and Canada
Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

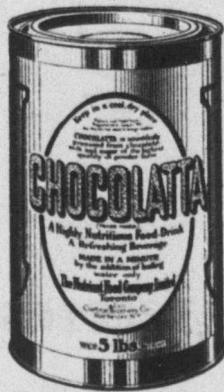
Stands Alone

Strikingly advertised H.P. Sauce is known throughout the world as the most appetizing sauce.

Wherever sold it attracts a ready custom and gives impetus to trade.

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

H.P. SAUCE



CHOCOLATTA

We would like every grocer in Canada who reads our advertising to try CHOCOLATTA for himself. We feel sure that the purity and general excellence of CHOCOLATTA, combined with its great ease of preparation, would so impress itself upon you that you would not only be sure to carry CHOCOLATTA in stock regularly, but that you would also recommend it to your customers from your own personal knowledge of its good qualities.

Write to us for full particulars.

THE NUTRIENT FOOD COMPANY LIMITED
 1266 QUEEN STREET WEST
 TORONTO

SEASON 1919

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

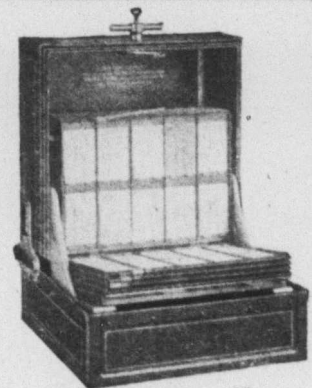
We hope shortly to again be able to ship to our Canadian friends our

“Old English Xmas Pudding,” packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal
 TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

COUNTER CHECK McCASKEY BOOKS

System and
 Fire Protection
 combined—
 Monthly Payment
 Plan—
 Made to Accommo-
 date Any Number
 Accounts—

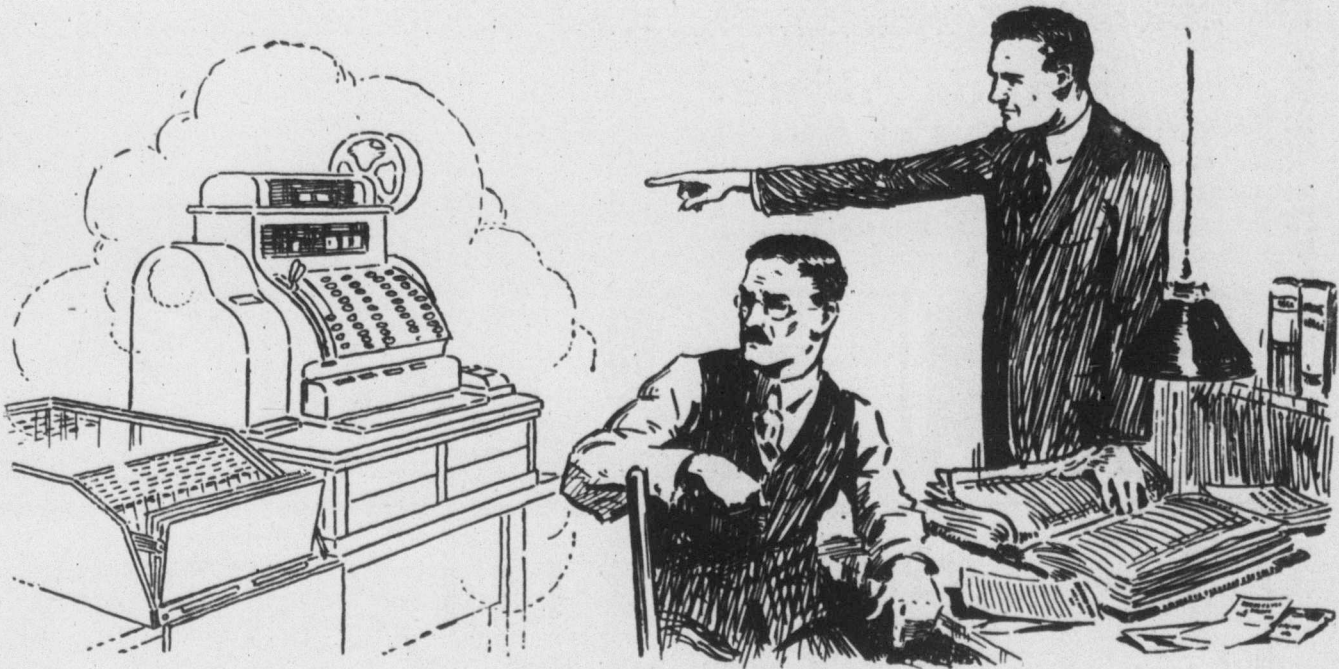


McCaskey Systems, Limited

235 to 245 Carlaw Avenue

Toronto, Canada

Metal Cabinet Safe Register System



Up-to-date labor-saving machinery will take the drudgery out of keeping store records

A man should never do the work which a machine can do quicker, better, cheaper and easier.

Let a National Cash Register and Credit File do your work—

Put these two labor-saving devices in your store. They will help you to do business in business hours.

Your time and money are the very lifeblood of your business—

Protect them with a National Cash Register and N. C. R. Credit File. There is no need of risking business failure when safety is so easy and certain.

Labor-saving machinery offers you a great opportunity—

Thousands of your fellow merchants in Canada can tell you that a National Cash Register and N. C. R. Credit File put them on the road to greater profit and less work. You have the same opportunity!

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary.....	714 Second Street W.	Quebec.....	133 St. Paul Street
Edmonton.....	5 McLeod Bldg.	Regina.....	1820 Cornwall Street
Halifax.....	63 Granville St.	Saskatoon.....	265 Third Avenue S.
Hamilton.....	14 Main Street East	St. John.....	50 St. Germain Street
London.....	350 Dundas Street	Toronto.....	40 Adelaide Street
Montreal.....	122 St. Catherine Street W.	Vancouver.....	524 Pender St. W.
Ottawa.....	306 Bank Street	Winnipeg.....	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

Thousands of Footsteps You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements.

Contrast this method of oil handling with a

BOWSER

Oil and Gasoline System

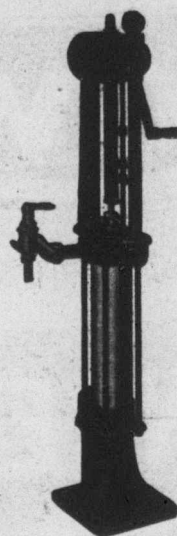
a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser Co., Ltd. 66-68 Frazer Avenue
Sales Offices in all Centers TORONTO, ONT.
Representatives Everywhere

For Gasoline, Kerosene
and Other Oils



66% Profit On Your Investment

Grasp this opportunity! Think of the thousands and thousands of Liquid Veneer users who will purchase the new, phenomenal

LIQUID VENEER MOP

MADE IN CANADA

All you have to do is display it. And our special introductory offer makes it a splendid, profit-paying article to feature. 66% Profit on your investment!

And remember, every mop you sell means greatly increased sales on Liquid Veneer.

Write for information.

BUFFALO SPECIALTY CO.

346 Ellicott St., Buffalo, N.Y.

Bridgeburg, Ontario



THINKING OF MINCE MEAT

?

Soon your jobber's salesman will be in to sell you mince meat. If you have handled Bowes Mince Meat before you will unhesitatingly select it again this season as your leading line. But, if you have never sold this well-known brand before, we would urge you to give it a trial. You will be surprised how much profit there is for you and satisfaction for your customers in this good product.

**ORDER YOUR REQUIREMENTS
FROM YOUR JOBBER.**

A Tip to the Dealers



Here is a marmalade to put on your regular buying list. Its fresh, wholesome, appetizing flavour has made it so popular that it is in constant demand.

Only Seville oranges and pure cane sugar are used in the manufacture of

Shirriff's

(True Seville)
Orange
Marmalade

but it is the result of many years' experience in **specializing** upon the making of marmalade. That accounts for just the

right qualities which have made Shirriff's a favorite with nearly all good housewives.

Write for a case to-day and watch it go.

Imperial Extract Company, Toronto

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

PRICES ADVANCING

The man who sits waiting for prices to decline will not get his reward for waiting for some time to come.

Higher wages and shorter hours are absolutely bound to send prices higher and higher, and it is only common-sense to conclude, that the shorter hours and higher wages increase the cost of production, and it is the consumer that will have to pay this increased cost.

Now, to-day, we still offer to make and pack for any grocer in any part of Canada, a high-grade Baking Powder in 1-lb. tin cans with a beautiful lithographed label with the dealer's special brand, his name and address, and any other advertising matter he may desire, at a **Special Price of \$25.00 per gross, F.O.B. Toronto.**

We guarantee to give you a quality that will produce 100% satisfaction, and the housewife will be unconditionally satisfied with the product we will pack for you.

At this special price many merchants are ordering 3 and some 5 gross lots, as they know quite well they will pay about \$30.00 per gross before many weeks' time.

To-day, at \$25.00 per gross, we will accept orders for any quantity from 1 gross up. We have big contracts going through at present and will require ten days' time on all orders.

We have 30 designs in labels for you to choose from. If you would like to test a sample of our product we will mail same to you immediately, along with labels that we consider will appeal to you. Kindly attach this announcement to your inquiry, and address your inquiries or orders to.

THE HARRY HORNE CO., LIMITED

(PROPRIETORS OF INTEGRITY MILLS)

1297-1299 Queen St. West

TORONTO



White Swan Wheat Flakes

Nutritious Appetizing

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

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

Try an order and prove this statement.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

KING GEORGE'S NAVY

CHEWING
TOBACCO

keeps the men coming back

Right there is the big advantage of selling King George's Navy regularly. It's a "repeater"—a daily "repeater" that keeps the cash register ringing merrily and builds up better business.

Get a supply of King George's Navy from your wholesaler. Show it in your store. Let the men know you are selling it and it will sell — good and strong.



Rock City Tobacco Co., Ltd.

JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY

MARZIPAN

CHOCOLATE

Agents:

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

Lind Brokerage Co., Ltd., Toronto



Junket

MADE with MILK

"What shall I have for dessert?" No longer does the wise housewife worry over the dessert problem. Long since she has learned how Mrs. "Smith" pleased her family with such delicious, dainty dishes, made from "Junket." Then she, too, joined the ranks of ardent "Junket fans."

The variety of uses for Junket tablets is so widened that they are in constant demand. Doctors prescribe "Junket" for the kiddies and the sick room. Nurses use it as a delicious, nutritious food.



The Dessert "Supreme"

"Junket" offers you a good margin of profit—Its big demand makes it a quick seller. Extensive advertising in Canada's leading magazines and journals creates a steady call for Junket.

Sold in 10-Tablet packages that retail at 12c with a good profit.



Chr. Hansen's Canadian Laboratory
 Toronto, Canada
LOGGIE, SONS and COMPANY
 SELLING AGENTS FOR CANADA
 32 FRONT STREET WEST -- TORONTO

All Canadian Milk Products

In the heart of one of Canada's finest dairying districts is the home of the Malcolm Milk Products. The All-Canadian Condensed Milk Company selling to the Canadian people. Only pure, rich milk, from selected sleek, healthy cattle, goes into Mal-



colm's products. Herds of high-grade milk-producing cattle, pastured in sunshiny, dewy-covered fields furnish the creamy milk. Experts analyze it, scientifically process it, and securely seal it in the familiar Malcolm milk containers.

Display your Malcolm Stock



Superior Quality
 —an attractive
 container.

Earn a greater margin of profit by selling Malcolm's All-Canadian Milk Products.

We guarantee the quality of these brands to be unexcelled

and rarely equalled, barring none. Housewives are rapidly learning of Malcolm's quality, stock them, sell them.

Keep Canadian money in Canada.



Excellent keeping qualities, and a creamy flavor.

THE
MALCOLM CONDENSING CO., Ltd.

St. George, Ontario

All-Canadian Condensed Milk Company

**Meal Time
is
KLIM
Time**



At practically every meal in every home some milk-containing food is served. It may be scrambled eggs at breakfast, or tea biscuits at luncheon, or creamed potatoes at dinner, or one of a dozen other foods. Whatever it is, if it requires milk in the making it can be made economically if Klim—powdered separated milk, is used.

Sell Klim as an every-meal economy. Your customers will soon get the Klim habit.

**Canadian Milk Products
Limited**

Toronto

Winnipeg

Montreal

St. John



**Canada
Beaver
Brand
Brooms**

Service that satisfies is embodied in every broom we make.

They're reputation for lasting qualities makes them popular sellers.

Canada Beaver Brand Brooms, Whisks, Brushes and Toy Brooms should be displayed in your store.

Try them.

**The
Canada Broom & Brush Co., Limited**
RIDGETOWN, ONT.

Sales Manager
M. Webber - **London**



Why suffer the tortures of headaches, neuralgia, sleeplessness, etc?

**MATHIEU'S
NERVINE POWDERS**

Will absolutely remove the pain and suffering. Not one constituent of these powders can hurt the frailest constitution. You may give them to

Baby while cutting teeth with perfect safety. Grocers throughout the country are making big profits. Are you one of them?

J. L. Mathieu Co.
Proprietors
SHERBROOKE QUEBEC

**Y & S
STICK LICORICES
in 10c Cartons**



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

Made in Canada by

**National Licorice Company
MONTREAL**



Packaging and the H. C. of L.

The Housewife who buys *all package goods* really breaks her own back.

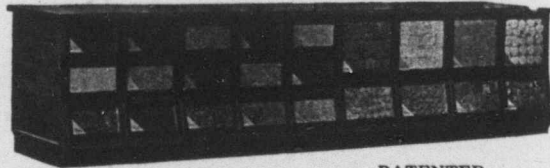
The Housewife who buys *some goods "by-the-pound"* lightens her H. C. of L.—tremendously. Tell her so, Mr. Grocer! *It's the truth!* It will pay you to do it! But to sell the Housewife *more Food without the package frills*—she must *know*—she must see—that the bulk goods you sell her are *clean*.

And you can't sell her bulk goods that are sanitary and clean without the *Sherer Food Container*—a counter that keeps clean all bulk goods it contains.

The *Sherer* is good for the Housewife. The *Sherer* is good for you too, Mr. Grocer, just because it is good for the Housewife. The *Sherer* is good for you again—because it's convenient. It takes fewer steps—fewer motions to handle the 31 different articles it contains; the 31 are almost within your reach as you stand at its centre.

The *Sherer* easily pays for itself. And it silently stamps you as an enemy of the high cost of living—a friend of the Housewife—a sanitary, clean, up-to-date Grocer!

So write for our Catalog 57. Do it to-day. It will pay!



PATENTED

SHERER-GILLETT CO., LIMITED

Patentees and Manufacturers of the

Sherer Sanitary Grocery Display Counter

GUELPH

ONTARIO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

When in Doubt Try the "Want Ad" Page

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

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

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited

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

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

Owing to the high freights prevailing CONTINUE TO IMPORT supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

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

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 96
8's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$9 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. S ice, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce ... 1 27 1/2	
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce ... 2 35	
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

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

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.
CONDENSED MILK
Terms, net, 30 days.

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

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 00
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 80
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEES

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

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—1/2s, \$2.00; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn — 1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — 1/2s, \$1.90; 1s, \$3.20; 2s, \$6.80.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.35; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey — 1/2s, \$6.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$3.45; 2s, \$5.45; 6s, \$15.95.	
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans.	

A. Escoffier



MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!
IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER

SAUCE DIABLE—For Fish
DERBY SAUCE—Fish & Meats
SAUCE MELBA—For Sweets

For All Viands

ESCOFFIER

PICKLES & CHUTNEY

ESCOFFIER

SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.

A.B.C. Code, 5th Edition

*Did you
ever see a clerk
so new that he
didn't know
Gold Dust?*



MADE IN CANADA



THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.

Nippy Mornings
usher in the pancake season and pancakes call for syrup.

Mapleine

makes delicious "mapley" tasting syrup and costs but \$1.02 a gallon. Customers will be glad to learn of this saving—recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring, too—in all sweets and desserts.

Order of your jobber or
Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-452



Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THRESE ST. - MONTREAL

We manufacture all kinds of
Box Shooks
And Can Guarantee Prompt Delivery

Write or Wire for Prices

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

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

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

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

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, 12s, \$2.75; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s (tails), \$2.75; 6s, \$8; 12s, \$15.

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

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

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

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

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

Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.45; 1s, \$1.95; 3s, \$3.35.

Tongue, Ham and Veal Pates—1/2s, \$2.25.

Ham and Veal Pates—1/2s, \$2.35.

Smoked Vienna Style Sausage—1/2s, \$2.75.

Pate De Foie—1/4s, 80c; 1/2s, \$1.40.

Plum Pudding—1/4s, 80c; 1/2s, \$1.45.

Potted Beef Ham—1/4s, 80c; 1/2s, \$1.45.

Potted Beef—1/4s, 80c; 1/2s, \$1.45.

Potted Tongue—1/4s, 80c; 1/2s, \$1.45.

Potted Game (Venison)—1/4s, 80c; 1/2s, \$1.45.

Potted Veal—1/4s, 80c; 1/2s, \$1.45.

Potted Meats (Assorted)—1/4s, 85c; 1/2s, \$1.50.

Devilled Beef Ham—1/4s, 80c; 1/2s, \$1.45.

Devilled Beef—1/4s, 80c; 1/2s, \$1.45.

Devilled Tongue—1/4s, 80c; 1/2s, \$1.45.

Devilled Veal—1/4s, 80c; 1/2s, \$1.45.

Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.50.

In Glass Goods

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

Ox Tongue—1 1/2s, \$20.00; 2s, \$24.95.

Lunch Tongue (in glass)—1s, \$11.95

Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.

Minceiment (in glass)—1s, \$3.95.

Potted Chicken (in glass)—1/4s, \$2.90.

Ham (in glass)—1/4s, \$2.90.

Tongue (in glass)—1/4s, \$2.90.

Venison (in glass)—1/4s, \$2.90.

Meats, Assorted (in glass)—\$2.90.

Chicken Breast (in glass)—1/4s,

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

Chili Sauce—10 oz., \$3.35.

Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound, 0.30

Dominion Brand, halves, per short weight pound, 0.29

Maple Leaf Brand, 1/4 lb. packages, per full weight pound, 0.40

Maple Leaf Brand, 1/2 lb. packages, per full weight pound, 0.39

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.F., 1/4-lb., \$2.80

D.S.F., 1/2-lb., 5.80

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

F.D., 1/4-lb.,

Per jar

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

Durham, 4-lb. jar, each, 2.25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

Hotel, \$20.00

Household size, 9.00

Small size, 5.75

F.o.b. Ontario jobbing points, east of and including Fort William.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

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

Boxes Centa

40 lbs., Canada Laundry ... 0.10

40 lbs., 1-lb. pkg., Canada White or Acme Gloss, 0.10 1/2

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons, 0.11

100-lb. kegs, No. 1 white, 0.10 1/2

200-lb. bbls., No. 1 white, 0.10 1/2

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 0.12

48 lbs., Silver Gloss, in 6-lb. tin canisters, 0.18 1/2

36 lb. Silver Gloss, in 6-lb. draw lid boxes, 0.13 1/2

100 lbs., kegs, Silver Gloss, large crystals, 0.11 1/2

40 lbs., Benson's Enamel, (cold water), per case, 3.25

Celluloid, 45 cartons, case, 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared, 0.11 1/2

40 lbs. Canada Pure or Challenge Corn, 0.10 1/2

20-lb. Casco Refined Potato Flour, 1-lb. pkgs., 0.16 1/2

(20-lb. boxes, 1/2 higher, except potato flour)

GELATINE

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

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

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

SYRUP

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

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

5-lb. tins, 1 doz. in case, 6.95

10-lb. tins, 1 doz. in case, 5.75

20-lb. tins, 1/2 doz. in case, 5.70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs., \$0.08 1/2

Half bbls., about 350 lbs., 0.08 1/2

1/4 bbls., about 175 lbs., 0.08 1/2

2-gal. wooden pails, 25 lbs., 2.60

3-gal. wooden pails, 33 1/2 lbs., 3.85

5-gal. wooden pails, 65 lbs., 6.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case, \$5.95

5-lb. tins, 1 doz. in case, 6.55

10-lb. tins, 1/2 doz. in case, 6.95

20-lb. tins, 1/4 doz. in case, 6.25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

Per case

No. 1, 24 tins, 12.00

No. 2, 12 tins, 11.50

No. 3, 6 tins, 7 1/2 lbs. each, 20.25

No. 5, 2 tins, 37 1/2 lbs. each, 30.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb., \$4.00

1/2 lb., 2.00

Robinson's Patent Groat—

1 lb., 4.00

1/2 lb., 2.00

NUGGET POLISHES

Doz.

Polish, Black, Tan, Toney Red and Dark Brown, \$1.15

Card Outfits, Black and Tan, 4.15

Metal Outfits, Black and Tan, 4.85

Creams, Black and Tan, 1.25

White Cleaner, 1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb., \$1.20

Bobs, 12s, 1.00

Currency, 12s, 1.00

Stag Bar, 9s, boxes, 6 lbs., 1.00

Pay Roll, thick bars, 1.25

Pay Roll, plugs, 10s, 6-lb. 1/4 caddies, 1.25

Shamrock, 9s, 1/2 cads., 1.12

lbs., 1/4 cads., 6 lbs., 1.00

Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes, 1.00

Forest and Stream, tins, 9s.

2-lb. cartons, 1.44

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins, 1.50

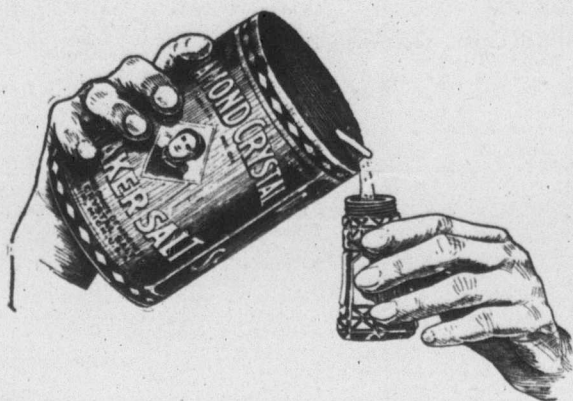
Forest and Stream, 1-lb. glass humidor, 1.75

Master Workman, 2 lbs., 1.12

Master Workman, 4 lbs., 1.12

Derby, 9s, 4-lb. boxes, 1.05

Old Virginia, 12s, 1.50



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Diamond Crystal Salt is easily the premier salt of America, if not of the world. The manufacturers of this Salt have perfected their product to such an extent that this make is now considered the standard, both for table and dairy use. If you have not handled it you are certainly missing a good one, for you can take any of their lines and we feel perfectly safe in saying they are all pre-eminent.

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Diamond Crystal Dairy Salt will get better results for butter makers than any other kind.

Diamond Crystal Cooking Salt will make better bread than any other brand. This has all been proved by the most rigid tests everywhere.

Shaker Salt	- -	case 2 doz.	-	2.40
Diamond Crystal Table		case 3 doz.	-	1.65
Bbls. Diamond Crystal	150 - 2s		-	7.35
Bbls. Diamond Crystal	75 - 4s		-	7.15
Bbls. Diamond Crystal	2s and 4s asstd.			7.30
Bbls. Diamond Crystal	asstd. 2s, 4s, 12s			7.25
Bbls. Diamond Crystal	24 - 12s		-	7.05
Bbls. D. C. Flake	(for Bakers and Dairy use)	280 lb.		4.40

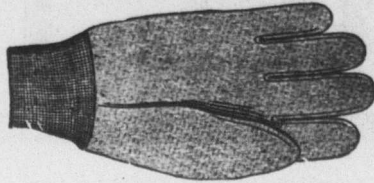


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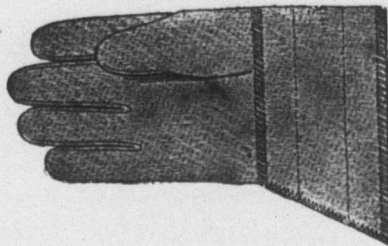
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BRAND



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Chatham Ontario

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(TRADE MARK REGISTERED)

Closet Bowl Cleaner

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Sani-Flush is a staple in millions of homes.

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LIMITED
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TORONTO



- Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25
- WM. H. DUNN, LTD., Montreal
- BABBITS
- Soap Powder, case 100 pkgs.. \$5 65
- Cleanser, case 50 pkgs. 3 10
- Cleanser(Koher), ca. 60 pkgs 3 10
- Pure Lye, case of 4 doz. 6 95
- JELL-O
- Made in Canada
- Assorted case, contains 4 doz. \$5 40
- Lemons, 2 doz. 2 70
- Orange, 2 doz. 2 70
- Raspberry, 2 doz. 2 70
- Strawberry, 2 doz. 2 70
- Chocolate, 2 doz. 2 70
- Cherry, 2 doz. 2 70
- Vanilla, 2 doz. 2 70
- Weight, 8 lbs. to case. Freight rate second class.
- JELLO ICE CREAM POWDERS
- Made in Canada
- Assorted case, contains 2 doz. \$2 73
- Chocolate, 2 doz. 2 70
- Vanilla, 2 doz. 2 70
- Strawberry, 2 doz. 2 70
- Unflavored, 2 doz. 2 70
- Weight, 11 lbs. to case. Freight rate second class
- BLUE
- Keen's Oxford, per lb. \$0 24
- In cases 12-12 lb. boxes to case 0 25
- COCOA AND CHOCOLATE
- THE COWAN CO., LTD.
- Stirling Road, Toronto, Ont.
- Cocoa
- Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25
- Perfection, 1/2-lb. tins, doz. 2 75
- Perfection, 1/4-lb. tins, doz. 1 45
- Perfection, 10c size, doz. 1 10
- Perfection, 5-lb. tins, per lb. 0 42
- Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 00
- Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 28
- (Unsweetened Chocolate)
- Supreme Chocolate, 12-lb. boxes, per lb. 0 41
- Supreme Chocolate, 10c size, 2 doz. in box, per box. 1 40
- Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90
- SWEET CHOCOLATE— Per lb.
- Eagle Chocolate, 1/4s, 6-lb. boxes 0 82
- Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. 0 81
- Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 82
- Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 83
- Diamond Crown Chocolate, 28 cakes in box 1 10
- CHOCOLATE CONFECTIONS
- Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45
- Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 46
- Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45
- Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45
- Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45
- Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45
- No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
- Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41
- Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41
- No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41
- No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41
- No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36
- No. 1 Nonpareil Wafers, 6-lb. boxes, 30 boxes in case, lb. 0 41
- No. 2 Nonpareil Wafers, 6-lb. boxes, 30 boxes in case, lb. 0 36
- Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
- Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
- NUT MILK CHOCOLATE, Etc.
- Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46
- Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47
- Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43
- Nut Milk Chocolates, 6s squares, 20 squares to cake,

- packed 3 cakes to box, 24 boxes to case, per box. 2 85
- Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box. 2 50
- Fruit and Nut Milk Chocolate Slabs, per lb. 0 43
- Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
- Plain Milk Chocolate Slabs, per lb. 0 42
- K. W. KELLOGG CEREAL CO.
- Kellogg's Toasted Corn Flakes, Waxtite 4 16
- Kellogg's Toasted Corn Flakes, Ind. 2 00
- Kellogg's Dominion Corn Flakes 4 16
- Kellogg's Dominion Corn Flakes, Indv. 2 00
- Kellogg's Shredded Krumbles 3 50
- Kellogg's Shredded Krumbles, Ind. 2 00
- Kellogg's Krumbled Bran.
- BRODIE AND HARVIES
- XXX self-rising flour, 6 lb. packages, doz. \$5 70
- Do., 3 lb. 2 90
- Superb self-rising flour, 6 lb. Do., 3 lb. 2 80
- Crescent self-rising flour, 6 lb. 5 60
- Do., 3 lb. 2 85
- Perfection rolled oats (55 oz.) 3 00
- MISCELLANEOUS
- Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50
- Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
- Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
- Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
- Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
- Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz. 2 75
- Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
- Triumph Chocolate, 1/4's, 4-lb. boxes, 36 boxes in case, per box 0 47
- Triumph Chocolate, 1/2-lb. cakes, 4 lb., 36 boxes in case, per lb. 0 46
- Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
- 120-lc. Milk Chocolate Sticks, 60 boxes in case. 0 80
- 6c LINES
- Toronto Prices Per box
- Filbert Nut Bars, 24 in box, 40 boxes in case \$0 95
- Almond Nut Bars, 24 in box, 50 boxes in case 0 95
- Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
- Ginger Bars, 24 in box, 50 boxes in case 0 95
- Fruit Bars, 24 in box, 50 boxes in case 0 95
- Active Service Bars, 24 in box, 50 boxes in case 0 95
- Victory Bar, 24 in box, 60 boxes in case 0 95
- Queen's Dessert Bar, 24 in box, 50 boxes in case. 0 95
- Regal Milk Chocolate Bar, 24 in box, 50 boxes in case 0 95
- Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
- Cream Bars, 24 in box, 50 boxes in case, per box. 1 00
- Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90
- 10c LINES
- Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
- Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
- Queen's Dessert, 10c cakes, 24 in box, per box. 1 90

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Now at their best. Let us quote you on carloads or smaller quantities. Prompt execution of all orders guaranteed.

Fresh cars just arrived of

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GRAPE FRUIT
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Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.

Just the thing for snappy days.

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Canada No. 3

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Not too heavy, not too light

Just Right

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

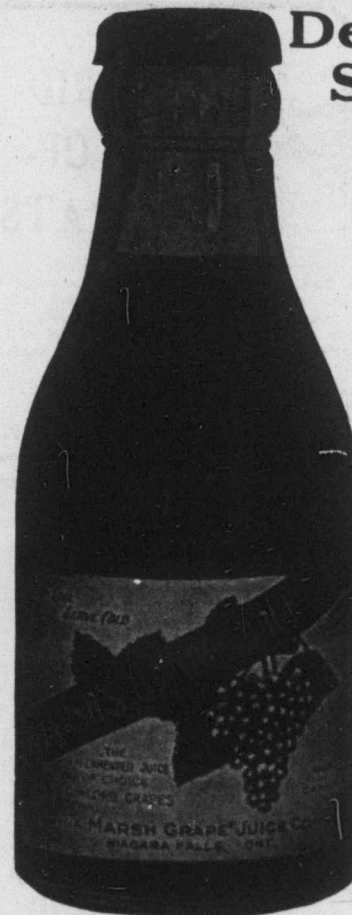
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You'll always find Marsh's "Concord" Grape Juice touches the "spot." You can depend on satisfied customers when you recommend Marsh's Grape Juice, Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe, are equally as good.

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If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.50 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO c.
 100 Emerson Place Brooklyn N. Y.

Rex Floor Wax

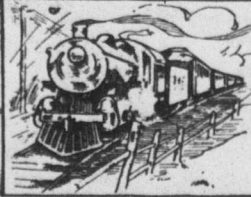
You can sell this floor wax to your customers. Many people will require such an article for entertaining. It makes the floor glossy and preserves the wood.

THE REX CHEMICAL COMPANY
 103 Wellington - Montreal

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INDEX TO ADVERTISERS

A	L
Adam & Co, Geo. 16	Lambe, W. G. A. 19
American Pad & Textile Co. 72	Lemon Bros. 70
Armour & Co. 24	Lund & Co., Peter 15
B	M
Bain Co., Donald H. 16	Macdonald, Reg., W. C. 6
Baird Ltd., Alex. 16	Macdonald, Adams Co. 16
Bendon Utility Co., S. G. 20	Mackenzie, W. L. 16
Berg & Beard 74	Maclure & Co., A. M. 16
Borden Milk Co. 1	Maclure & Langley 19
Bowes Co. 62	Magor, Son & Co., Ltd. 26
Bowser & Co., S. F. 61	Maclod & Co., D. J. 18
B.C. Packers, Ltd. 13	Malcolm Condensing Co. 65
British Columbia Hop 14	Mann & Co., A. M. 75
Brodie & Harvie 23	Mapleine 70
Buffalo Specialty Co. 61	Marsh Grape Juice Co. 73
C	Marshall, H. D. 19
Canadian Importations 57	Mathieu Co., J. L. 66
Canadian Brush & Broom 66	Megantic Broom 56
Canadian Milk Products 66	McCormick Mfg. Co. 2
Canadian Cereal Co. 21	McCaskey Systems Ltd. 59
Canadian Packing Co. 53	McLaughlin, J. K. 19
Canada Nut Co. 13	McLay Brokerage 16
Canada Salt Co. 57	Mickle, Geo. T. 75
Clayquot Sound Canning Co. 13	Midland Vinegar Co. 59
Clark Ltd., W. 3	Moore & Co., R. M. 75
Climax Baler Co. 77	N
Cockburn Co., F. D. 18	Nagle & Co., H. (Vol-Peek) 56
Columbia Macaroni Co., Ltd. 15	National Cash Register Co. 60
Computing Cheese Cutter 57	National Biscuit & Confection. 13
Connors Bros. 9	National Licorice Co. 66
Consolidated Purchasing Co. 23	Nootka Packing Co. 14
Cosgraves Pure Malt Vinegar 56	North American Dye Corp. 58
Cowan Co. Inside front cover	Nutrient Food Co. 59
D	O
Davies Co., Wm. Inside back cover	Oakey & Sons, Ltd., John 74
Dayton Scale Co. Back cover	Oscar, Onken Co. 74
Des Brisay & Co., M. 15	Oxo Limited 24
Dodwell & Co. 14	P
Dole Bros. Hops & Malt Co. 70	Pacific Cartage Co. 18
Dominion Cannery, B.C., Ltd. 13	Patrick & Co., W. G. 19
Dominion Salt Co. 75	Pennock & Co., Ltd., H. P. 17
Dominion Trading Co. 20	Perry & Co., H. L. 17
E	Pullan, E. 76
Eckardt & Co., H. P. 71	R
Edwards & Co., W. C. 70	Regina Cold Storage Co. 18
El Roi Tan 19	Rex Chemical Co. 74
Escott Co., Ltd., W. H. 19	Robin Hood Milling Co. Front cover
Escoffier, Ltd. 69	Rose & Laflamme, Ltd. 20
Eureka Refrigerator Co. 23	Rock City Tobacco Co. 64
F	S
Fairbanks & Co., N. B. 69	Salada Tea Co. 23
Fearman, F. W. 57	Sarnia Paper Box Co. 75
Fowler & Co., R. L. 58	Sherer-Gillett Co. 67
Freeman & Co., J. L. 20	Scott-Bathgate Co., Ltd. 18
Furnivall-New Co. 12	Sibbald & Co. 19
Fugita & Co. 12	Silcocks & Drew 20
G	Sloan & Co., J. C. 23
Gaetz & Co. 20	Smith Bros. 20
Gauvreau, Paul F. 20	So-Clean, Ltd. 75
Gillard & Co. 75	Spratts, Ltd. 68
Grant, C. H. 16	Star Brand Cotton 13
Gray & Co., John 64	Swift Canadian Co. 54
Grimble & Co. 4	T
H	Hansen's Canadian Lab., Chr. 65
Hanson Co., Ltd., J. H. 20	Hargreaves, Ltd. 68
Hargreaves, Ltd. 68	Harry Hall Co. 12
Harry Hall Co. 12	Hatton Co., D. 11
Hatton Co., D. 11	Henderson Brokerage, Ltd., B. M. 18
Henderson Brokerage, Ltd., B. M. 18	Hillock & Co., John 10
Hillock & Co., John 10	Horne & Co., Harry 63
Horne & Co., Harry 63	Howe, McIntyre & Co. 20
Howe, McIntyre & Co. 20	Huntley & Palmers, Ltd. 22
Huntley & Palmers, Ltd. 22	Hygienic Products Co. 72
Hygienic Products Co. 72	I
I	Imperial Extract Co. 62
Imperial Extract Co. 62	Imperial Rice Co. 14
Imperial Rice Co. 14	J
J	Jeffress Ltd., E. W. 56
Jeffress Ltd., E. W. 56	Joyce, H. S. 20
Joyce, H. S. 20	K
K	Kellogg Cereal Co. 25
Kellogg Cereal Co. 25	Kellogg Products Co. (Kingnut Margarine) 7
Kellogg Products Co. (Kingnut Margarine) 7	L
L	Lambe, W. G. A. 19
Lambe, W. G. A. 19	Lemon Bros. 70
Lemon Bros. 70	Lund & Co., Peter 15
Lund & Co., Peter 15	M
M	Macdonald, Reg., W. C. 6
Macdonald, Reg., W. C. 6	Macdonald, Adams Co. 16
Macdonald, Adams Co. 16	Mackenzie, W. L. 16
Mackenzie, W. L. 16	Maclure & Co., A. M. 16
Maclure & Co., A. M. 16	Maclure & Langley 19
Maclure & Langley 19	Magor, Son & Co., Ltd. 26
Magor, Son & Co., Ltd. 26	Maclod & Co., D. J. 18
Maclod & Co., D. J. 18	Malcolm Condensing Co. 65
Malcolm Condensing Co. 65	Mann & Co., A. M. 75
Mann & Co., A. M. 75	Mapleine 70
Mapleine 70	Marsh Grape Juice Co. 73
Marsh Grape Juice Co. 73	Marshall, H. D. 19
Marshall, H. D. 19	Mathieu Co., J. L. 66
Mathieu Co., J. L. 66	Megantic Broom 56
Megantic Broom 56	McCormick Mfg. Co. 2
McCormick Mfg. Co. 2	McCaskey Systems Ltd. 59
McCaskey Systems Ltd. 59	McLaughlin, J. K. 19
McLaughlin, J. K. 19	McLay Brokerage 16
McLay Brokerage 16	Mickle, Geo. T. 75
Mickle, Geo. T. 75	Midland Vinegar Co. 59
Midland Vinegar Co. 59	Moore & Co., R. M. 75
Moore & Co., R. M. 75	N
N	Nagle & Co., H. (Vol-Peek) 56
Nagle & Co., H. (Vol-Peek) 56	National Cash Register Co. 60
National Cash Register Co. 60	National Biscuit & Confection. 13
National Biscuit & Confection. 13	National Licorice Co. 66
National Licorice Co. 66	Nootka Packing Co. 14
Nootka Packing Co. 14	North American Dye Corp. 58
North American Dye Corp. 58	Nutrient Food Co. 59
Nutrient Food Co. 59	O
O	Oakey & Sons, Ltd., John 74
Oakey & Sons, Ltd., John 74	Oscar, Onken Co. 74
Oscar, Onken Co. 74	Oxo Limited 24
Oxo Limited 24	P
P	Pacific Cartage Co. 18
Pacific Cartage Co. 18	Patrick & Co., W. G. 19
Patrick & Co., W. G. 19	Pennock & Co., Ltd., H. P. 17
Pennock & Co., Ltd., H. P. 17	Perry & Co., H. L. 17
Perry & Co., H. L. 17	Pullan, E. 76
Pullan, E. 76	R
R	Regina Cold Storage Co. 18
Regina Cold Storage Co. 18	Rex Chemical Co. 74
Rex Chemical Co. 74	Robin Hood Milling Co. Front cover
Robin Hood Milling Co. Front cover	Rose & Laflamme, Ltd. 20
Rose & Laflamme, Ltd. 20	Rock City Tobacco Co. 64
Rock City Tobacco Co. 64	S
S	Salada Tea Co. 23
Salada Tea Co. 23	Sarnia Paper Box Co. 75
Sarnia Paper Box Co. 75	Sherer-Gillett Co. 67
Sherer-Gillett Co. 67	Scott-Bathgate Co., Ltd. 18
Scott-Bathgate Co., Ltd. 18	Sibbald & Co. 19
Sibbald & Co. 19	Silcocks & Drew 20
Silcocks & Drew 20	Sloan & Co., J. C. 23
Sloan & Co., J. C. 23	Smith Bros. 20
Smith Bros. 20	So-Clean, Ltd. 75
So-Clean, Ltd. 75	Spratts, Ltd. 68
Spratts, Ltd. 68	Star Brand Cotton 13
Star Brand Cotton 13	Swift Canadian Co. 54
Swift Canadian Co. 54	T
T	Thompson & Co., J. C. 20
Thompson & Co., J. C. 20	Toronto Pottery Co. 75
Toronto Pottery Co. 75	Toronto Salt Works 75
Toronto Salt Works 75	Trent Mfg. Co. 75
Trent Mfg. Co. 75	Tuxford & Nephews 59
Tuxford & Nephews 59	V
V	Venables & Merryfield 15
Venables & Merryfield 15	W
W	Walker & Son, Hugh 73
Walker & Son, Hugh 73	Wagstaffe, Limited 5
Wagstaffe, Limited 5	Wallace Fisheries, Ltd. 15
Wallace Fisheries, Ltd. 15	Watson Bros. Fishing & Packing 8
Watson Bros. Fishing & Packing 8	Watson & Truesdale 17
Watson & Truesdale 17	Western Transfer & Storage Co. 18
Western Transfer & Storage Co. 18	Windsor & Co., J. W. 8
Windsor & Co., J. W. 8	White & Co. 10, 73
White & Co. 10, 73	White Cottell's 75
White Cottell's 75	White Swan Spices 63
White Swan Spices 63	Williams Storage Co. 17
Williams Storage Co. 17	Woods & Co., Walter 73
Woods & Co., Walter 73	

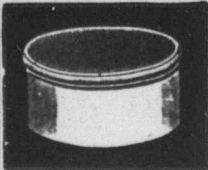


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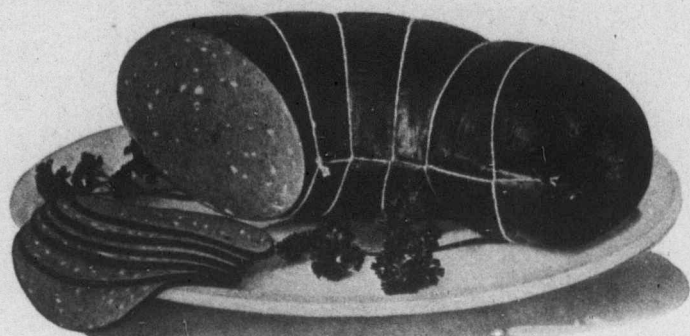
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