

**PAGES  
MISSING**

VICTORY BONDS ARE A GILT EDGED INVESTMENT

# CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 8, 1918

No. 45



## This Poster Covers Canada

From the Atlantic to the Pacific, it is helping you to sell  
"CROWN BRAND" and "LILY WHITE" CORN SYRUPS.

### Do not worry if you cannot get Sugar

Tell your customers to use these Corn Syrups for cooking and  
the table, as recommended by the Canada Food Board.

Let this poster and our newspaper advertising help you.

## THE CANADA STARCH CO., LIMITED

MONTREAL

CARDINAL

FORT WILLIAM

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

## Attract the Women's Trade

Many dealers have gone so far as to equip Women's Rest Rooms in their stores, in order to attract the trade of the fair sex.

You, too, can attract more women to your store by concentrating on window and store displays of such lines as O-Cedar Products.

# O-Cedar Polish

The leading women's magazines of Canada, as well as a big list of important dailies, are teaching more women all the time, how they can lighten their household work by using O-Cedar Mops and Polish. They are familiar with the O-Cedar Trade Marks and Packages, and a good display of these products will at once gain their attention.

**TRY IT NOW!**

Order From Your Jobber.

**CHANNELL CHEMICAL CO., Ltd.**

369 Sorauren Ave., TORONTO

**BUY VICTORY BONDS!**



How some of the Toronto Stores advertise O-Cedar. Note the prominence and space they give a profitable product. They do not hide it at back of store or under counter.

# PEANUTS

Write for  
BEST CHINESE SHELLED  
OF ALL GRADES

JAPANESE "CHERRY"  
BRAND UNSHELLED

# WALNUTS

# BEANS

# RICE

*DIRECT IMPORTERS  
FROM  
THE ORIENT*

# FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

# Back them Snap 'Em On



Victory Bonds will put the Handcuffs on Kaiserism and Kultur.  
Fight with your dollars. Put your money behind the uppercut  
we're handing the Hun. Buy Victory Bonds to-day—to-morrow  
—every day until the close of the campaign.

Remember—Victory Bonds are safe. You'll get a high rate of  
interest on your money, and the Bonds are saleable at any time.

**Buy Bonds and Beat the Boche.**

*This space contributed by*

## **Borden Milk Co., Limited**

*"Leaders of Quality"*

### **MONTREAL**

**Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.**

Canada Food Board License No. 14-213

*If any advertisement interests you, tear it out now and place with letters to be answered.*



# Back them with your Victory Bonds!!

**T**HEY are willing to give their lives. You are not asked to make this sacrifice. You are not asked to give even your money—you are asked to **lend** it at a good rate of interest,

so that Victory and Peace may crown their efforts.

A lukewarm attack won't win a trench. A listless Victory Bond purchase won't be **your** full duty.

## BUY VICTORY BONDS

until you **know** you're up to your limit. Make your dollars go "over the top."

And another thing—encourage your customers to use more wheat substitutes. Food and money are needed to win the war. Do your bit towards supplying both by suggesting a more general use of wheat substitutes and by buying and encouraging others to buy Victory Bonds.

## The Quaker Oats Company

London Peterborough Sudbury Nepawa Saskatoon  
CANADA

*If any advertisement interests you, tear it out now and place with letters to be answered.*



## Our War and We Must Win It

Canadian vessels have been destroyed, Canadian soldiers and sailors killed and captured, and our casualty lists are being published, yet in the face of this many of us go on from day to day, living in an atmosphere of smug peace, making the war effort that comes to us, that is forced upon us, even as if we refused to realize that this IS our war and we must help to win it.

# CANADIANS

Make CANADA greater  
by buying

# Victory Bonds

to your limit

Yours for success

## H. P.

“Made in England.”

“Enjoyed all over the world.”

**“Victory Bonds for Us—  
Victory Bonds for You”**

**“PLANS FOR THE WAR  
AFTER THE WAR”**

**C**OMMERCIAL problems on a scale never before witnessed will characterize the return of peace, even if we continue for another year or more of war. Canada must follow the example of England, France and the United States in preparation for the period of reconstruction.

Besides appropriation for the benefit of returned soldiers, Canada will very likely take into consideration such matters as: The financing and controlling of merchant marine, expansion of foreign trade, re-consideration of industry from a war to peace basis, creation of new and protection of existing industry, supervising of labor after demolition, extra production and fair distribution of raw materials and foodstuff and conservation of natural resources, inland export by rail and water, reorganization of telegraph and telephone systems.

These few points suggest tremendous readjustment which must ultimately be faced, without reducing in the slightest the war activities.

Merchants at large should follow the discussion of peace preparedness in this country and abroad and must seriously consider that things cannot return to their precise statute before the war, and therefore we must be ready to meet new conditions.

We have been following the increased business in this country and our immense buying power in the largest market of this country and abroad has enabled us to maintain an excellent service. Every wise retail grocer in Canada should maintain large stocks, and to obtain this aim should have business relations with firms who are in a position to supply their requirements and whose prestige is known all over this country and abroad. Place your business with firms who have the reputation of giving satisfaction.

The service we have given you for so many years is the proof of our ability to serve you well. Our policy has been to give satisfaction and to distribute promptly, and always at reasonable prices, due to our large organization.

L. CHAPUT, FILS & CIE, LIMITEE.

ARMAND CHAPUT,

Vice-President and General Manager

Montreal, October 19th, 1918

**Buy and Buy Victory Bonds**

*If any advertisement interests you, tear it out now and place with letters to be answered.*



Story for Week Dated Nov. 8, 1918.

Being No. 7 in the Series

## Matches That Burn Bright and Sure But Go Out Free From Spark or Glow

A MAN strikes a match and lights his pipe. There is a big, hot flame that does the work to perfection. He shakes out the flame and drops the match on the wooden floor at his feet, amongst sawdust, papers, or shavings. It falls there dead, black out, cold, and entirely freed from fire risk. That is an Eddy match, chemically self-extinguishing.

How is it done? How is the fire-peril taken from the match without impairing the fine flaming quality that makes it a good, serviceable pipe-lighter? Very simply, but the Eddy Company spent years of research, and many a dollar to secure that perfection of match-service plus match-safety that means the saving of millions to Canada through reduction of fire-losses.

Those specially selected blocks of match-wood about which you have read are carefully kiln-dried before they go to the great machines which convert them almost at one stroke into completed matches. Held in a vice-like clutch, they meet the swift attack of a many-edged cutter which makes them instantly into headless matches. Held firmly like bristles on a wide-travelling belt of metal, they plunge down a steep slope into the bath of chemical that makes the dry wood self-extinguishing. Up they sweep into the fine, dry air of the match-factory, and down again into the bath that makes them sure to flame on striking. On they march a headless army, but in a moment more they dive again into the thick paste of "sesqui" that adheres to form their heads.

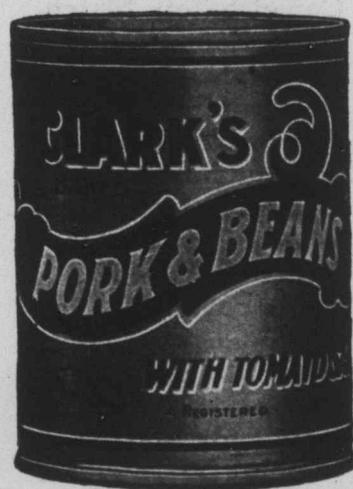
Now they are real matches, but moist and clammy after their baths. To dry off they have a procession in graceful curves up and over and under the big revolving wheels of the mighty match-making machines that marshal them along seventy million strong every working day of the year. And then they go in a perfect torrent to the girls who box them.



## Some Eddy Matches You Know

Eddy's Silent 5 Match  
 Eddy's Golden Tip Match  
 Eddy's Buffalo Match  
 Eddy's Home Match  
 Eddy's Domestic Match  
 Eddy's Red Bird Match  
 Eddy's Sesqui Match  
 Eddy's Safety Match  
 Eddy's Comet Safety Match  
 Eddy's Little Comet Match  
 Eddy's Safe-light Match  
 Eddy's Telegraph Match  
 Eddy's Safeguard Match  
 The Eddystone Safety Match  
 Eddy's Capital Safety Match  
 Eddy's Gas Lighter Match  
 Eddy's Silent 200 Match  
 Eddy's Eagle Parlor Match  
 Eddy's Royal George Match  
 Eddy's Tiger Match  
 Eddy's Silent Pony Match  
 Eddy's Everready Match  
 Eddy's Flaming Wax Vestas  
 Eddy's No. 1 Wax Vestas  
 Eddy's No. 2 Wax Vestas  
 Eddy's No. 5 Wax Vestas  
 Eddy's No. 9 Wax Vestas  
 Eddy's No. 13 Silent Wax Vestas

# BUY BUY VICTORY BONDS



The War  
is  
Nearly  
Won.  
Help  
Finish  
It.



**W. CLARK, LIMITED, MONTREAL**

*Canada Food Board License No. 14-216*

# SIR THOMAS LIPTON

## TEA PLANTER CEYLON

Wrote

“Canada’s Victory Bonds spell victory for the country and safety for the buyer. What investment could be better? Every one with a level head and a loyal heart should buy War Bonds and go on buying.”



THOMAS J. LIPTON

*Tea, Coffee and Cocoa Planters*

CEYLON

Chief Office for Canada: 24 Front St. W., Toronto



## Your Bond May Bring Him Home in Safety.

CANADIAN fathers are on the battle fronts of France. Many must fall; how many depend upon us who remain safely at home.

A single Victory Bond will help to save a soldier's life, **your** soldier's life, and bring him home to you—alive and victorious.

This Space Donated by

**White & Co., Limited**

Wholesale Fruits and Fish  
Toronto and Hamilton

Canada Food Board License No. 277

**Buy Victory Bonds**

**Buy Victory Bonds**

## Buy Victory Bonds Because

- Victory Bonds will hasten Peace with Victory.
  - Victory Bonds will help make a prosperous Canada.
  - Victory Bonds are a safe investment.
  - Victory Bonds give you good interest on your money.
  - Victory Bonds are marketable at any time.
- Buy your Victory Bonds now if you have not already done so. See that your employees buy some.  
Every Bond will help.

**Buy Victory Bonds**

**WM. CANE & SON**

NEWMARKET

ONTARIO

Lend  
Him

A

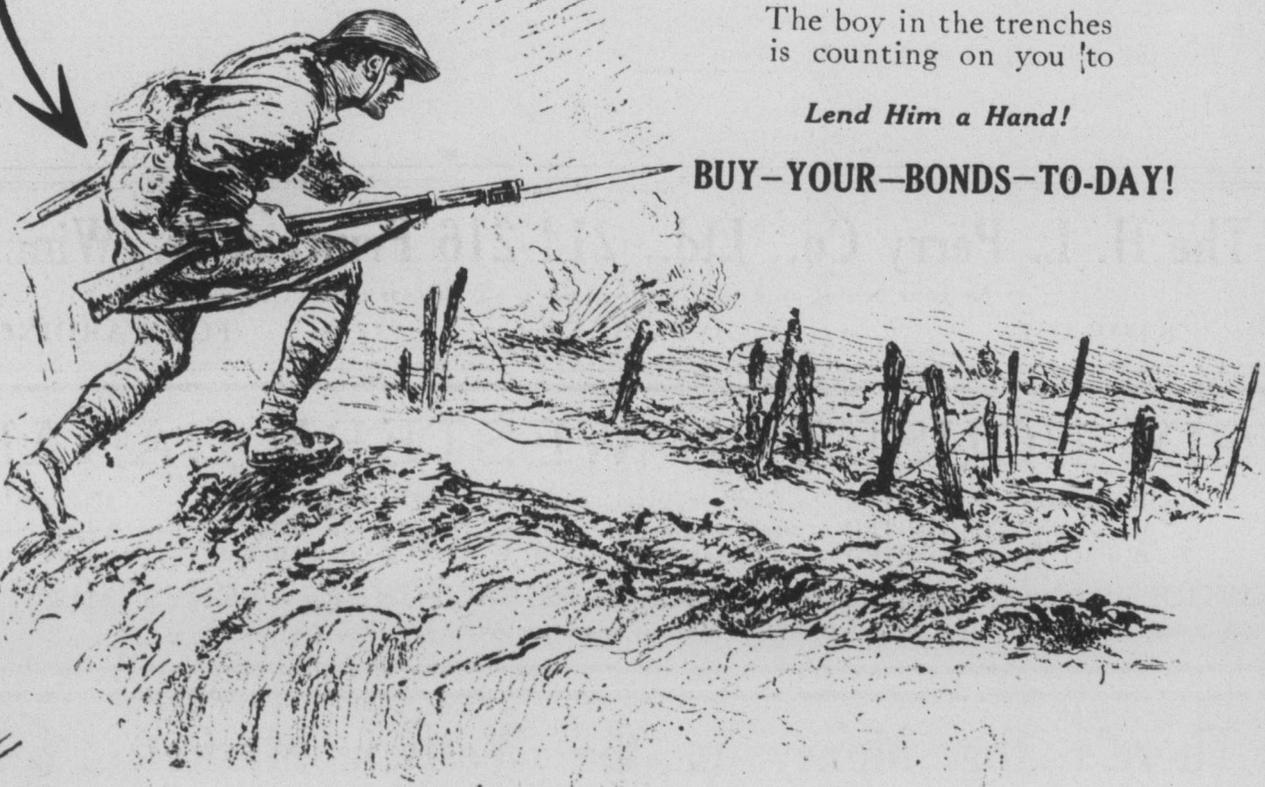
Hand—THIS Canadian lad of ours on the battle-fields of France. He's a lad to be proud of as fine a soldier as the world has ever seen. He will do his part, *but he is depending on you and me to help him to VICTORY.*

We have a splendid army of fighting men. We can make them the best equipped army in the world. We can make them invincible for the coming big offensives. United action by us means decisive action by them. This means VICTORY.

The boy in the trenches is counting on you to

*Lend Him a Hand!*

**BUY-YOUR-BONDS-TO-DAY!**



**CONNECTICUT OYSTER CO., LTD.**

“Canada's Oyster House”

50 Jarvis Street

Toronto, Canada

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# 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 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.*

"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

## SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

## There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**A. M. Maclure & Co.**  
MALTESE CROSS BUILDING  
WINNIPEG

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

**Winnipeg Warehousing Co.**  
Winnipeg

Prompt and Efficient  
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

**WAREHOUSING  
DISTRIBUTING  
STORAGE**

**PUGSLEY, DINGMAN CO., LIMITED**  
**JOHN TAYLOR & CO., LIMITED**  
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

**F. D. COCKBURN CO.**  
WINNIPEG

**G. B. Thompson & Co.**

Wholesale Commission Brokers and  
Commission Agents

We can handle a few more good lines. Storage Warehouses and Transfer Track. 149 Notre Dame Ave. E. - WINNIPEG  
Established 1898.

**C. H. GRANT CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg  
We have the facilities for giving manufacturers first-class service.

**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.

**WATSON & TRUESDALE**

Wholesale Grocery Brokers and Manufacturers' Agents.

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.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

## 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**

Canada Food Board License No. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

**MACLURE & LANGLEY**  
Limited  
Manufacturers' Agents  
Grocers, Confectioners and Drug  
Specialists  
12 Front Street East Toronto

**W. F. ELLIOT**  
Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)  
**FORT WILLIAM, ONT.**  
Established 1909.

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

## Apples

Let us look after your requirements. We handle the Famous

## GEORGIAN BAY

### BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

**LEMON BROS.**  
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

**YOUR Advertisement in  
this paper will get you  
results. TRY IT.**

## LOGGIE, SONS & CO.

Merchandise Brokers and  
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W  
TORONTO - - ONTARIO

## Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

**MAKE AND  
KEEP GOOD  
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.

Established 1780  
Canada Food Board License No. 11-690

**X-X-X**  
PHOSPHATE CREAM TARTAR  
Formerly only sold in Bulk,  
NOW offered to the Grocery  
Trade in Five and Ten Pound  
Cartons.

To avoid unsatisfactory substitutes  
look for this label on the package.  
Insist on the Genuine X-X-X.



Order from your Wholesaler,  
or direct from

**The Jones Packing & Provision Co.**  
(Chemical Department) Limited  
SMITH'S FALLS, ONTARIO  
License No. 13-126

# "Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

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**QUEBEC**

**ROSE & LAFLAMME  
LIMITED**  
Commission Merchants  
Grocers' Specialties  
**MONTREAL TORONTO**  
Canadian Food Control License Nos. 6-236/7/8

**J. R. GENEST**  
CORN and CORN PRODUCTS—PEAS  
*Grain, Flour and Feed—Wholesale only*  
*Grocers Specialties*  
BOARD OF TRADE BUILDING, MONTREAL

**JOHN E TURTON**  
*Wholesale Grocery Broker*  
MONTREAL

**H. D. MARSHALL**  
*Wholesale Grocery Broker*  
OTTAWA MONTREAL HALIFAX

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

**FREEMAN and SHEELY**  
*Wholesale Grocery Brokers*  
St. Nicholas Bld. - Montreal

**MARITIME PROVINCES**

**C. B. HART, Reg.**  
Montreal, P.Q.  
*Grocery and Chemical Brokers*  
*Commission Agents*

**Schofield & Beer, St. John, N.B.**  
Commission Merchants  
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

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

## Get stocked now with MacKay's Pearl Barley Flour

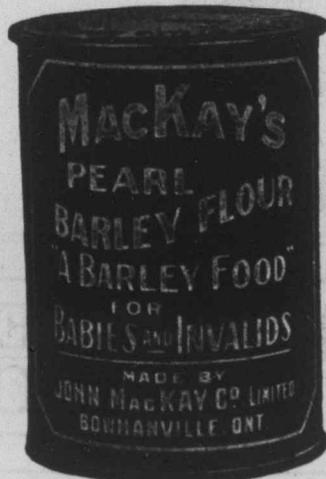
This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real  
MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by Dr. McGill, the  
Dominion Chief Analyst, Ottawa.

**John Mackay Co., Limited**  
BOWMANVILLE, ONT.  
Only Exclusive Pot and Pearl Barley Mill in Canada

## MARSH'S Grape Juice

—the unfermented  
Juice of Choice  
Concord Grapes

Keep Marsh's in front and watch your profits grow. The best beverage for the social season.

Stock our unfermented Port Wine and Unfermented Black Cherry Wine.

**The Marsh Grape  
Juice Company**  
Niagara Falls, Ontario

Agents:  
**MacLaren Imperial  
Cheese Co., Ltd.,**  
Toronto, Ont.  
**Rose & Lafamme, Ltd.,**  
Montreal, Que.



# MANUFACTURERS' AGENTS' AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**C. T. NELSON**  
GROCERY BROKER  
105 Hibben-Bone Bldg., Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.  
Victoria Vancouver

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

W. L. MACDONALD & CO.  
Manufacturers' Agents  
and Importers  
736 Rogers Bldg. VANCOUVER, B.C.

**LITTLE BROS. LTD., VANCOUVER, B.C.**  
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.  
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

DIRECTIONS.  
WHEN REQUIRED  
DO NOT PLACE THE  
CAN BEFORE BEING  
OPENED INTO  
COLD WATER  
FOR TEN  
MINUTES.

Your Customers Will Like  
**ALBATROSS BRAND  
PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.  
J. L. BECKWITH, Agent  
VICTORIA - B.C.

## EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

**When fresh vegetables  
are scarce**



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**CHILLIWACK EVAPORATING  
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

**“PRIMROSE”**

**PILCHARDS**

*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

Rich in flavor, and high  
in food value.



**Defiance Packing Co., Ltd.**

Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port  
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.  
Vancouver, B.C.

**Salmon  
Commandeered**



Packed in 1 lb. Talls  
and 1-2 lb. Flats  
Sold by Your Jobber

**SNOW CAP  
BRAND  
PILCHARDS**

are more deli-  
cious than  
SOCKEYE  
and are less  
than half the  
price.

For Salads and  
Sandwiches

*They are More  
of a Dainty  
Than Tuna  
Fish*

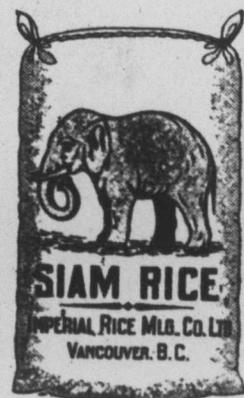
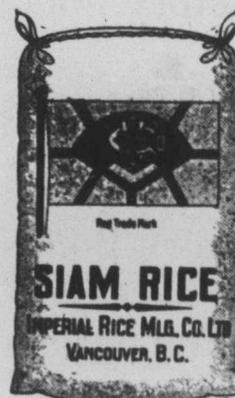
**“Snow  
Cap”**

is Hand Packed  
by

**The Nootka Packing Co., Ltd.**  
NOOTKA, B.C.

**Imperial Rice Milling  
Co., Ltd.**

VANCOUVER, B.C.



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

# The Victory Loan: A Business Builder

All the money subscribed to the Victory Loan is spent in Canada.

It is distributed direct to **YOUR** customers.

By making possible the placing of big orders for munitions and other supplies, the Victory Loan keeps the workers in every trade employed at good wages.

By financing Britain's purchases of farm products, the Victory Loan gives the farmers a market for their crop at good prices.

This healthy condition of business brings immediate benefit to every man engaged in the retail trade.

The Victory Loan circulates money among all classes, and much of it must find its way across your counter.

Buy Victory Bonds to insure Canada's continued prosperity.

Buy Victory Bonds to stimulate your own business.

Buy Victory Bonds and encourage your customers to buy Victory Bonds, because healthy business conditions are necessary to enable Canada to successfully maintain her efforts to win the war.

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

# “Over the Top”

Our town went over the top with a rush the first day of the canvass for the sale of Victory Bonds.

Help your town go over too.  
Buy to your utmost

**Stevens-Hepner Company**  
Limited  
Port Elgin Ontario



## Cranberry Special THIS WEEK

CAPE CODS—Large, Firm, Red Berries

EMPEROR GRAPES  
Boxes

FLORIDA ORANGES CALIFORNIA LEMONS

FLORIDA GRAPE FRUIT

YELLOW DANVER ONIONS BANANAS, etc.

We strongly recommend the advisability of placing your order for Xmas requirements as early as possible to ensure best selection. We guarantee you every satisfaction.

## McBRIDE BROS.

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

# LEND

FOR THE

# VICTORY LOAN

**DOMINION CANNERS, LIMITED**  
HAMILTON CANADA

Canada Food Board License No. 14-12

# I Am Public Opinion



All men fear me!

I will judge you not by an allegiance expressed in mere words.

I will judge you not by your mad cheers as our boys march away to whatever fate may have in store for them.

I will judge you not by the warmth of the tears you shed over the lists of the dead and the injured that come to us from time to time.

I will judge you not by your uncovered head and solemn mien as our maimed in battle return to our shores for loving care.

But, as wise as I am just, I will judge you by the material aid you give to the fighting men who are facing death that you may live and move and have your being in a world made safe.

I warn you—don't talk patriotism over here, unless your money is talking victory Over There.

*I am Public Opinion!*

*As I judge, all men stand or fall!*

*I say to you—*

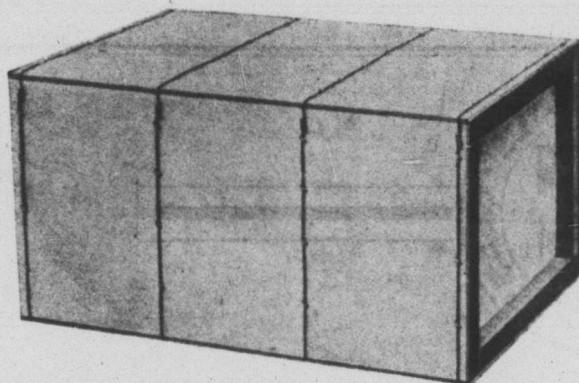
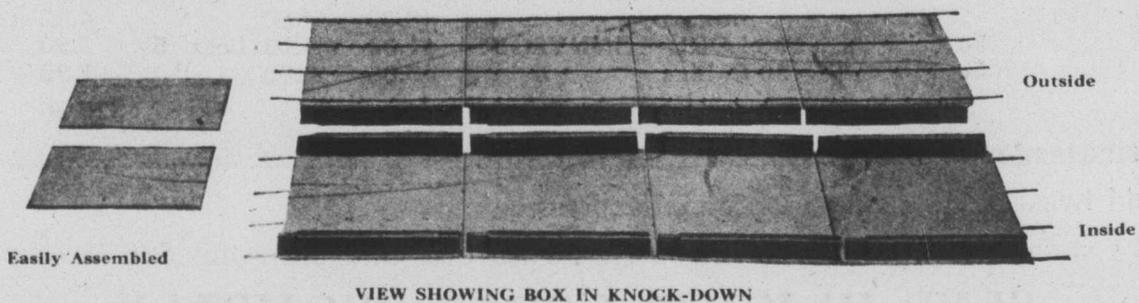
**BUY  
VICTORY  
BONDS**

This Space Donated by

**JOS. WARD & CO.**

Wholesale Grocers, General Produce, Flour and Feed Merchants, Also Agricultural Seeds  
MONTREAL

# How the 4-One Wirebound Box Helps Manufacturers and Shippers



VIEW SHOWING BOX READY FOR SHIPMENT

It reduces freight charges by 50%.

It reduces storage space when stored in the knock-down.

It reduces complaints from customers; goods arrive in good condition.

It reduces claims, no more damaged goods while in transit.

Above we show you a 4-One Wire-bound Box. One view shows the box in "knocked down" condition, the other assembled ready for shipping. The principle of construction is such that external strain and bulging strain cannot injure contents.

That's why you will find 4-One Wire-bound Boxes the safest shipping method for your product, no matter what its nature.

We'll quote you prices and send you samples on request.

**CANADIAN WOOD PRODUCTS**  
TORONTO LIMITED

# BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale		
				Discount	Net	
2 for 25c	2	50 NOBLEMEN .....	\$100.00	\$5.00	Less 10%	\$4.50
10c	2	100 PERFECTION .....	72.00	7.20	"	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	"	5.76
30c	20	100 MIDGETS (5 in a box) .....	48.00	4.80	"	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50 Cables .....	40.00	2.00	"	1.90
						<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**

500



## BUY AND HELP OTHERS TO BUY VICTORY BONDS

Upon the success of Canada's Victory Loan, 1918, depends the continuation of Canada's splendid war effort, and the business prosperity which is so essential to that effort.

Let every business man in Canada buy and help others to buy VICTORY BONDS.

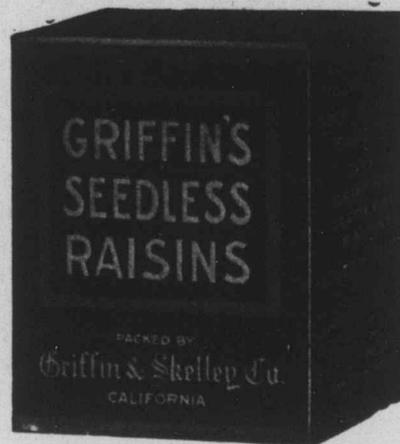
**B.&S.H. THOMPSON  
& COMPANY LIMITED  
MONTREAL**

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.  
Canadian Sales Agents: United States Steel Products Company  
Exporters for American Sheet and Tin Plate Company

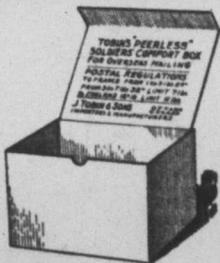
*If any advertisement interests you, tear it out now and place with letters to be answered.*

Currants may be high, but our  
Christmas Cake and Plum Pudding  
can be more delicious than ever.

## RECOMMEND



SELL THEM BY THE DOZEN



## “Peerless” Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but—

!!—NUF CED. **J. TOBIN & SONS** (Sons on Active Service) **OTTAWA, ONT.**

## Advertising makes for better merchandise—

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

# OVER THE TOP TO VICTORY



HE  
GOES  
"OVER"  
WITH  
GUN  
AND  
BAYONET

LET  
US  
GO  
"OVER"  
WITH  
AN  
OPEN  
POCKET-  
BOOK

Let your patriotism take a practical shape. Invest your dollars in your country. Canada is your security.

Every spare dollar is of draft age. Help Haig to hammer the Hun.

**BUY VICTORY BONDS.**

Space donated by

## Walter Woods & Co.

HAMILTON and WINNIPEG



**STRENGTHEN  
HIS ARM !!**

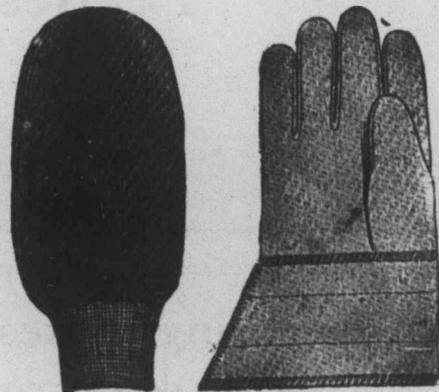
### *Buy Victory Bonds*

Urge your customers to buy. There is no better or surer investment and an oversubscribed loan is an assurance of positive Victory.

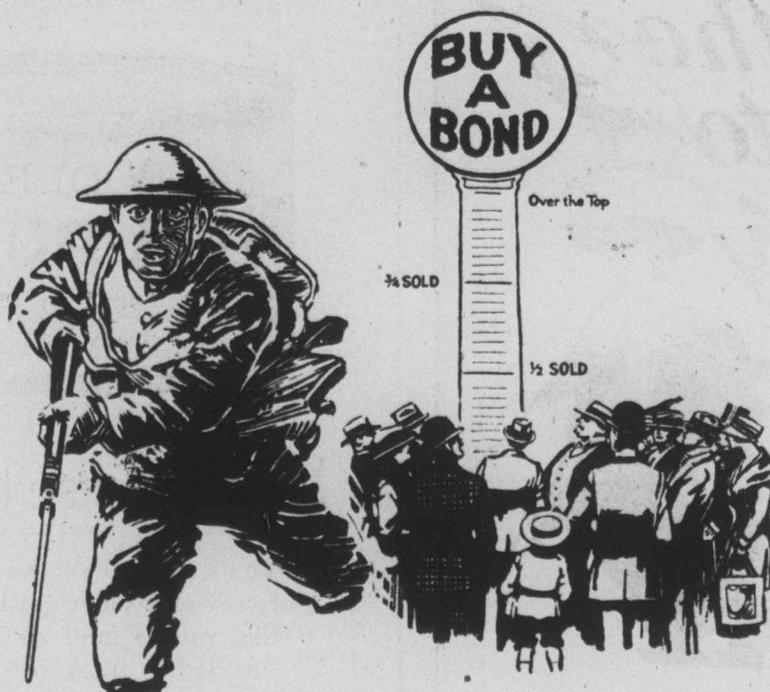
Many of our customers will readily subscribe if they can be shown how they'll get along—how they'll save.

A display of TAPATCO Gloves will suggest work which makes for saving—tending the furnace, for instance. Talk to your customers about doing work of this kind and thus releasing money to buy Victory Bonds.

"TAPATCOS" are made in many styles to suit every requirement. Send in your order now.



The  
**American Pad & Textile Co.**  
Chatham - Ontario



## We'll Go Over the Top! Will You?

Over There our men do not hesitate when they plunge "Over the Top" to victory or death.

The same principles—the same love of country—the same anxiety to do *your* share, however small, should guide you now in the matter of the 1918 Victory Loan.

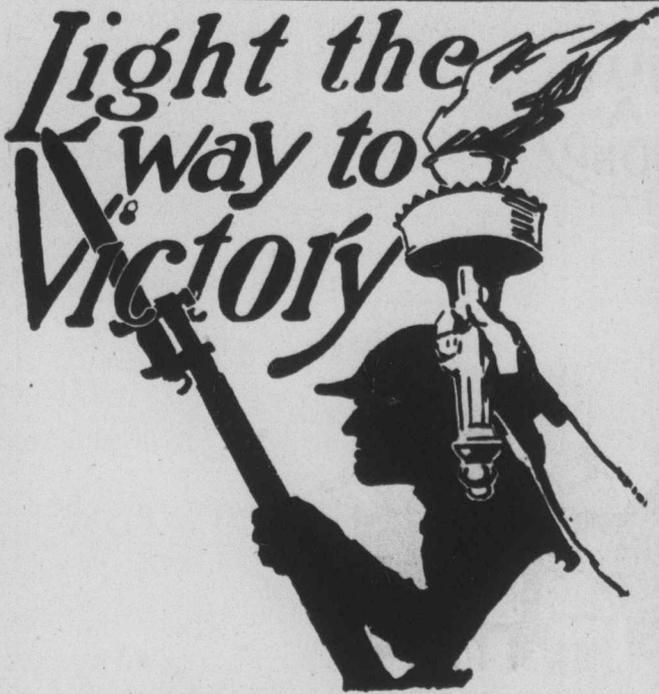
Canadians are to-day asked to loan for Victory, to loan for Continued Prosperity, to loan for Progress in time of peace. They can do this through the purchase of Victory Bonds. The security offered is Canada. Stake your all on Canada.

***BUY YOUR BONDS TO-DAY***

This space donated by

**Furnivall-New, Limited**

**Hamilton**



## A Sacred Duty

We owe it to our children and our children's children that no power will be able to again plunge the world into the chaos of the past four years.

Only one thing can prevent such a disaster—**Money**.

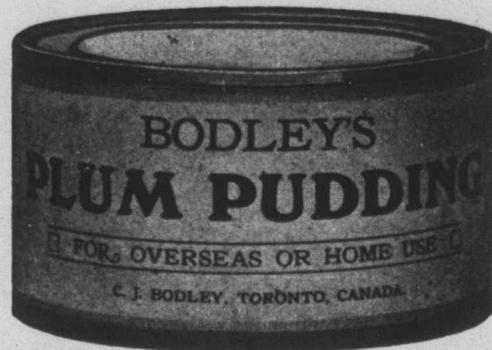
And it's this money that you're asked to **lend** now.

Every motive that inspires good citizenship calls Canadian Businessmen to be lavish in their purchase of **Victory Bonds**, and so insure their country's welfare and the welfare of their own business.

BUY AS MANY  
*BONDS*  
AS YOU CAN

This space contributed by

Anchor Cap and Closure Corporation  
of Canada, Limited  
50 Dovercourt Road TORONTO



## Show these two now

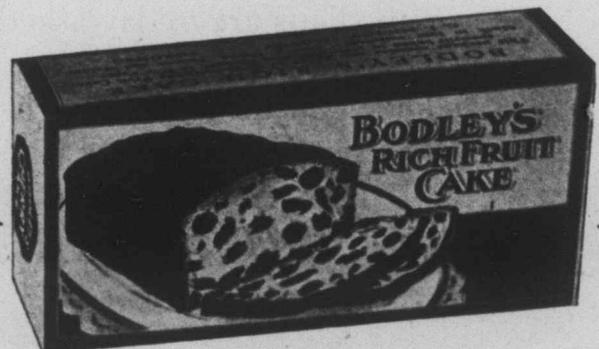
You'll find them worth showing. Every customer will approve of the quality and deliciousness of the Bodley lines.

BODLEY'S  
PLUM PUDDING  
and  
BODLEY'S  
RICH FRUIT CAKE

are particularly saleable during the Christmas shopping season.

And our prices are the kind that leaves the dealer a really worth while profit.

Write at our expense for quotation.



C. J. Bodley, Ltd.  
TORONTO

Canada Food Control License No. 5-309

**P**ATRIOTISM SHOULD ALONE BE SUFFICIENT TO INDUCE EVERY BUSINESS MAN TO BUY VICTORY BONDS TO HIS UTMOST, YET IF THERE WERE NOT A SINGLE PATRIOTIC REASON, WE WOULD RECOMMEND THE PURCHASE OF VICTORY BONDS SOLELY ON THE GROUND OF BUSINESS INSURANCE

**T. H. Estabrooks Co., Limited**

St. John    Toronto    Winnipeg    Calgary

*Canada Food Control License No. 6-275*



## It will prove itself

When Keen's Oxford Blue is displayed where your customers can see it they are reminded of the fact that this "Blue of Blues" has a record not excelled by any other.

Keen's Oxford Blue will prove its selling value. Keep it before your trade.



## Magor, Son & Co., Ltd.

191 St. Paul Street, W., Montreal      30 Church St., Toronto

One of these good looking display cards will keep your stock of Keen's moving.



That's  
the Best  
News  
you can  
send  
them—

Make  
it come  
true—  
Buy  
Bonds  
to your  
Limit

*This Space donated to the  
Success of the 1918 Victory Loan by*

**INGERSOLL PACKING COMPANY, LIMITED**  
INGERSOLL, ONTARIO

# CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 8, 1918

No. 45

## Increased Demands Following Peace

Many Manufacturers Believe Demand Will Increase After War, Owing to Need of Replacing Stocks Depleted During War Years—What This Will Mean to Prices

**W**HAT of prices after the war? This is a question uppermost now in the minds of business men all over the world. And Canada is no exception.

CANADIAN GROCER put the problem to a number of Toronto representative manufacturers, wholesalers and brokers for their opinions. The lines discussed were tea, canned goods, spices and currants. Here is what they say:

### What About Tea?

W. B. Davies, of Thos. J. Lipton, stated there were very large stocks of tea in the United States, and prices there are lower than in Canada, which is something unusual. As soon as the war ends he considered they will want to get those stocks out; but then the eternal question of shipping will arise. Europe is bone-dry of tea.

"When I was in England last Spring" he added, "one could buy only two ounces at a time, and the price was six shillings a pound. Shipping people generally look for government control of shipping for at least twelve months after the war, and it seems very likely that that will happen.

"Europe will drain the supplies of India and Ceylon tea for some time after the war. The producers will be catering for that business, and we are not likely to get the same quantities as we did before the war.

"So far as the price is concerned, it may be recalled that when the war broke out, the price went up. Afterwards it receded. My opinion is that for some time after the war all staple lines of food will be government-controlled. This will cut out the exploiter and control the speculator, and will make a fair price for the retailer and consumer.

"Retailers have stocked up pretty heavily in the middle west, but in the east they are unloading stocks. People in Canada are beginning to become as scared of what the government may do in the way of control as they are in Great Britain; so they show a disinclination to buy heavily. There will likely be a shortage of good teas in Canada. In the extreme east and middle west Java teas are the predominant factor in the bulk of the packet teas sold.

### Tea Prices Will Eventually Recede

P. C. Larkin, Salada Tea Co., believes that the shipping situation will be the main factor after the war. Some people think shipping will be as scarce for some time, at least as it is now, owing to the necessity of bringing home the troops. Nearly every ship will be taken on every route.

"There is a belief prevalent," he declared, "that there will be a great demand for tea from Europe. Already there is an assembling of tea at New York ready to ship to Holland, Norway, Sweden, Italy, France, and other parts of the continent. Some stocks which were offered for sale here have been withdrawn, and all stocks now in the United States and Canada could easily be absorbed by those countries without satisfying their wants. As for future prices, it is largely guesswork; with freights the controlling factor."

"Stocks in the hands of retailers are not large. My advice to them would be to buy from hand to mouth, and not be tempted to buy big lots. Things will get back to normal sooner or later. When prices are high is a good time to keep out of tea. So far as I am aware, no effort has been made by the wholesalers to limit stocks to retailers.

"Italy and Spain are not letting any tea in, as they need other things worse. All will want to buy tea as soon as the war ends; but the governments may not let it in even then. Eventually, of course, tea will be back to the old prices; but it is hard to say when. Freights must first come down. About 28 cents a pound on the present prices of tea goes for freight, duty and other war charges."

### Production of Currants Uncertain

C. L. Marshall of C. L. Marshall & Co., stated to CANADIAN GROCER it was difficult to get a line on the current market. There is no direct information from Greece, and the trade is kept guessing as to what is going on behind the scenes.

"For the past two years" he said, "the actual price of the currants themselves has been less of a factor than the cost of freight in bringing them here. A fair retail price for currants considering all

costs is now around 35 cents. This has so curtailed demand that the consumption is not five per cent of normal. It is hard to say what the stocks in Greece may be. Until she got into the war herself, Greece was supplying everyone she could, allies, enemies and neutrals; and they are consuming currants themselves, something they do not ordinarily do, to any great extent. A good deal of the stock has probably been going into wine. The wine industry had developed greatly before the war, and imitation of every favorite wine on the market were produced, and so cleverly as to deceive experts. They even produced brandy from currants. They have been sending some of this to the United States and to various European countries.

"In the past two years, they have exported practically nothing to Canada, and only about twenty per cent. of normal to the United States. It is known that production has fallen off very considerably. Labor has been scarce and high; and the shortage of chemicals for spraying has resulted in a great deal of disease to the vines.

"Previously to the organization of the Retention Company, about ten or twelve years ago, the currant industry was in a very chaotic condition. The government of Greece stepped in and gave a franchise to this British Company which, by regulating supply and demand, and using its surplus in the manufacture of wine, has been very helpful to the industry while it has treated the trade fairly. It will probably be a long time before the vineyards recover from lack of attention and disease; and the crop will likely be short for some years after the war. We know nothing at all about this year's crop, of which practically none has been exported. There is no stock to speak of in the hands of retailers, and unless freight rates go down, there will not likely be any drop in prices.

"Latterly, the trade has turned largely to small California raisins, which have proved a fair substitute. They were selling at about half the price of currants, but since the embargo was placed on them they have gone up in price. Bakers have been using them for the past year or two,

**BELIEVE IN YOUR COUNTRY ENOUGH TO INVEST IN IT. BUY BONDS.**

and it may be a question whether they will go back to currants again."

#### Stable Market Predicted for Canned Goods

Walter Lumbers of James Lumbers Co., wholesale grocers, said that when the war ends it would not be surprising if there should be some symptoms of panic, with prices temporarily receding, and strengthening later on. People will get panicky and sell, in quite a few lines handled by grocers.

"So far as canned goods are concerned" he declared, "there has been a short delivery on several lines, and the demand is strong. Canned goods are not affected by foreign freights or war risks, and are not likely to go down. They opened much lower this year, so left little room for receding. Cannery are sold out, and the stocks are in the hands of the wholesalers and retailers. I do not see much chance of the retailers being overstocked, with practically all lines short. It is really very hard to say what the future course of the market will be; but it seems to me that a very great deal depends on the manner in which the government releases shipping."

C. L. Marshall, representative of Dominion Cannery Limited gave his opinion as follows on canned goods:

"There is no surplus of canned goods, and I cannot see that peace conditions will make any difference in prices or demand. They are good value and there is no great stock in the country. There is practically no export of these lines, so shipping affects the trade very little. This year peas alone were a full pack. Tomatoes were 85 per cent., beans 25, and corn 35. There does not seem to me to be any very deep problem before the trade, unless a feeling might arise that things were going wrong, and people began to unload. I think it will be some time after the war before we see any radical change in food products, except, perhaps, in a few lines."

#### Spices and Nut Prices

R. B. Hayhoe of R. B. Hayhoe & Co., claimed that it was very hard to do more than guess at the trend of trade and prices after the war. If Germany is as short of supplies as many believe her to be, and if she jumps into the market and begins to buy without any restraint from within or without, the chances were that prices would go up. In France and Switzerland, manufacturers were recently given permission to resume the manufacture of chocolate; and the first result was an advance of eighty cents a pound in vanilla beans. It seems probable that coffee will go up. There must be a scarcity in all countries. Amsterdam is really the coffee market of the world, and that country must be pretty well cleaned out. It is selling there for fifteen dollars a pound. They are paying \$1.75 for pepper; and that country has not been in the war.

"Dealers in this country" said Mr. Hayhoe, "have had to carry large stocks in order to carry on business; but it is a question if all the stocks now here will

not be gone before they get a chance to renew them. Generally speaking, opinions seem to vary pretty widely. Some people think the market will go to pieces after the war, while others think we will not see lower prices for some time at least.

"France is going to be a greater tea consuming country than ever before. It is more easily prepared than coffee, and the consumption in the armies has therefore been much greater. People have got in the way of using large quantities of it, and will keep up the habit.

"Nuts are very high in price, and are likely to continue so for some time. Practically all the almonds are now coming from Spain, as they are only about half the price of Italian almonds. High prices do not seem to have checked consumption much. Walnuts are thirty cents a pound dearer than almonds, but there is more demand for them at that price. France will not let any walnuts out, and Spain has checked the export. They are coming chiefly from Japan. The American peanut crop is coming off in good shape, and they are about ½c cheaper than last year, but the opening prices are usually low. A great deal depends on the labor market in this product. Java, China and Japan send us about the same quantity as United States. It costs 16½ to bring them from Java, as compared with 5 cents formerly. Generally speaking, retailers seem to be holding back. Peace talk has unsettled them. The epidemic and the Victory Loan campaign have also affected business."

#### Drops in Spices Predicted, later Advance

E. B. Nettlefield, of Dalton Brothers, gives his opinion on spices as follows:

"So far as the spice business is concerned, I think we shall see a depression for three months after the war, while small millers and jobbers are unloading present stocks. Men with small capital will be inclined to get scared, and throw their holdings on the market. After that there should be an advance. When the allies begin to release tonnage, Europe will be a heavy importer of all spices. Central Europe is a heavy consumer of condiments, and they have no stocks today. The needs of Norway, Sweden, Denmark, Portugal, Italy and Greece are known to be heavy. Stocks formerly carried in Hamburg, Trieste, Odessa and Genoa are gone. English stocks are about as they were in 1914. There will be a heavy demand from Europe on the declaration of peace.

"Closer relations between the allied powers, such as pooled control of raw materials and the tonnage necessary for their transportation will have a bearing on prices. Except in a few lines which are now abnormally high, such as caraway, cream of tartar, and tartaric acid, prices will change gradually. Retail prices quoted in Amsterdam and in Toronto on August 31st are interesting. Here are some of them:

Toronto	Amsterdam
Whole nutmegs, . . . . . 50c	\$1.40

China Cassia, . . . . . 30	1.45
Black Pepper, . . . . . 38-40	3.00

"Before the war, Amsterdam was one of the largest spice markets in the world. Moreover, they are neutrals, and could get some supplies from their own colonies. The conditions in the countries at war may be judged from this.

"With these prices, it would seem reasonable that growers would place their stuff there rather than here after the war."

A New York house says: It is a picture puzzle, with too many pieces missing to attempt to put it together. For the present, nothing but uncertainty and hesitation may be expected. The things the spice trade is interested in are grown in the far East. They are very scarce in Europe, and they are none too plentiful here. As to who wants them or who can get them or how high they can or will pay for them, is the uncertain quantity.

"I have been speaking of bulk goods. As to package goods, future prices may be lower. Labor is a heavy item of their cost. Tins, labels, cases, and labor for filling them will all be lower; and this will reduce prices of the finished product considerably.

"There is one article," concluded Mr. Nettlefield, "which is sure to be always good property. We are glad to advise buyers to secure all the Victory Bonds they can."

The general conclusion seems to be that to forecast the future is all guess-work. Some wholesalers express the opinion that retailers are carrying too much stock in many lines; and very little attempt is being made to check them up. There is the possibility of there being a lot of bad debts. Buying has slackened, but fairly heavy stocks are being carried all over the country. It is easy to sell the retailer on an advancing market and the goods, generally speaking, were well bought; but if demand falls off losses are sure to accrue.

Other specific lines will be taken up in future issues.

#### USING SYRUP TO SAVE SUGAR

According to reports the sugar shortage has encouraged planters in Louisiana to broaden the use of pure cane syrup, made from cane juice without taking any of its sugar.

This juice is boiled to a point just below that required to crystallize it into sugar and can be used not only for griddle cakes, sweet cakes, and candy making, but is recommended by the planters as a sweetener for coffee and tea. It is really sugar in liquid form and, on a basis of 8 cents per pound retail for granulated sugar, will yield from 40 to 50 per cent. at a rate of 4½ to 5 cents per pound for the syrup.

The Louisiana planters believe that pure cane syrup has a wide range of usefulness in households, bakeries, candy factories, ice cream plants, and similar establishments.

**MONEY IS NEEDED TO KEEP THE BOYS OVER THERE.**

## The Victory Loan---Why

**P**ATRIOTISM, at the present time, joins hands with self-interest. Patriotism demands that the Victory Loan be oversubscribed; the self-interest of all merchants demands the same thing.

Forgetting altogether, for the moment, that the Victory Loan offers an untaxable investment yielding 5½%; that the security is the present and future prosperity of Canada; we need to remember that the Victory Loan is required to keep our wheels of commerce and industry turning.

Due to war conditions, England can not send cash to Canada for our wheat, our bacon, our shells. We must pay for these temporarily—giving John Bull credit, as it were, though running a contra account with John, who is feeding our soldiers at the front. John Bull can be trusted to pay, but we are called upon to extend him credit for the time being.

If our wheat, our bacon, our shells, our ships, our timber are to be bought for the Allies we must temporarily pay for them. Whether peace comes shortly or not this duty is still ours. If we didn't get the money in Canada to pay for that wheat, timber, bacon, shells, our farmers would cease to prosper, our factories would close—we would experience hard times.

We must make the Victory Loan an overwhelming success. By so doing we are keeping business in Canada healthy; we are doing still more to turn Canada from a debtor to a creditor nation; we are getting a share in one of the world's best investments; and best of all, we're spiking more guns of the Autocracy which has bedevilled Germany, and which was eagerly seeking to bedevil the world.

## Victory Bonds Help Credits

Grocery and General Store Merchants Give Their Experience—Find it Has Been Good Business to Feature Sale of Bonds—Bond Buyers Become Better Customers

**O**NE of the interesting points in regard to the Victory Loan Campaign is the effect that this campaign has had upon local business. In the last loan one in every eight people in the country were purchasers of these bonds. Was this unusual wave of investment a factor in business? After all, it is the retail merchant who can most readily decide this matter, for he it is who first feels any change in the business barometer. For this reason CANADIAN GROCER consulted some of its readers on this matter and gives herewith the benefit of their experience. Many grocers are holders of bonds; they know in a measure at least what these have meant to them. What they have to say on this point will be of great interest and importance to other merchants.

### Does Not Affect Business Adversely

W. Hanna and Co., Port Carling, Ont., express themselves as enthusiastic advocates of bond purchases. During the last campaign they came out strongly in favor of the campaign. They displayed posters in their store, distributed literature, explained all about the bonds to customers who were uncertain on any point, and unhesitatingly advocated the wisdom of investment. They also carried on the same campaign among their clerks. A store that adopted such energetic tactics must know something of the effects of this buying on their customers and on the store. They state that they would have willingly taken any bonds offered, but that they were never requested to do so. Summing up the matter, Mr. Hanna states: "We cannot notice any immediate results of the Victory Loan Campaign, except that we believe it was a

good investment for everyone. It certainly has not made any difference in our business."

Spencer and Rose, Napanee, Ont., state that they consider Victory Bonds as an investment as better than insurance. "We have been offered no bonds in trade," they state, "though we would have been more than glad to receive them as payment on pianos, threshing machinery, etc." The merchant in the small town, they state, could handle all the bonds that were offered. They would have a ready sale among farmers with money to invest, who could be easily persuaded to buy them. As for benefits, we have a good investment, and we can make ends meet as easily as before the bonds were offered."

### Bonds Help Credits

The question as to how the sale of Victory Bonds has helped credits is another one that is of considerable importance. One prominent Winnipeg firm, among whose members is counted Horace Chevrier, president of the Retail Merchants' Association, states that the purchase of these securities has had a decidedly beneficial result on credit conditions.

W. T. Phillips, Strome, Alta., states emphatically: "The possession of bonds strengthens a man's credit."

A merchant of Maple Creek, Sask., is equally emphatic. "Bonds are considered the same as cash by creditors," he states.

"One of the leading financial institutions of the wholesalers," states a Dauphin, Man., merchant, "Asks if you have any bonds and to what amount." This merchant is probably referring to the Credit Men's Association. It is understood that this organization does make such en-

**MONEY WILL BE NEEDED TO BRING THEM HOME AGAIN.**

## THE FOREIGNER AND HIS MONEY

*Speaking to CANADIAN GROCER on the Victory Loan a Brantford merchant said recently:*

*"Make the foreigner with from \$300 to \$3,000 rolled up in his belt put the money in the bank for the government, or someone, to use."*

*This man knows conditions, and is evidently convinced that foreigners are hoarding goodly sums—are, in short, taking money out of circulation.*

*The foreigners would be ahead if they put their money in the bank; and the bank would of course have more funds to loan. The transfer of this money from the foreigner's belt would help greatly the Victory Loan.*

*But to bring the desired end about will not be easy. Perhaps the merchant can help most. He often gets to know the foreigner well. He can explain something of the banking system and can induce the foreigner to deposit. By doing this he will be acting the part of a good citizen and be making a friend who would bring other foreigners to the store.*

quiries. It would indeed be surprising if Henry Detchon, the manager of the association, passed by such important information.

A Brantford, Ont., merchant makes a rather startling statement. "The possession of Victory Bonds," he states, "will doubtless improve a merchant's credit with the banks—the wholesalers and manufacturers I don't suppose know who holds Victory Bonds." This may be the case in some instances, but CANADIAN GROCER knows of at least one case where a merchant got extended credit because he had \$5,000, not quite all paid for, but in such a condition that the manufacturer regarded them as a fine investment.

T. S. Ford, Mitchell, Ont., states: "We do not know of any better collateral security that a merchant can have to offer his banker than Victory Bonds."

### Putting Profits in Victory Bonds

In regard to the question as to whether a merchant would be well advised to invest his profits in Victory Bonds. Mr. Ford states that "every merchant should invest his profits, or at least a fair share of them in Victory Bonds."

A Fort William store believes that such a use of profits would be well advised.

W. E. Preston, Limited, of Midland, qualify the answer to this question. "Yes," they say, "providing the merchant has sufficient capital to run his business without this investment."

A Sherbrooke, Que., firm bring out the other side. "Yes," this firm says, "a merchant might well invest his profits in the Victory Loan. Canada needs every dollar—even where personal sacrifice enters in, Canada should get every dollar. This investment in Victory Bonds is not only a wise step, but a patriotic one.

A Dauphin, Man., firm states: "I would not recommend the investment of all the store profits above regular expenses, but a portion of the profits invested in war bonds would be good all right; but we have to think of after-the-war conditions and be prepared."

How the merchants may boost the sale of bonds among their fellow citizens is a point upon which some good ideas have been given to CANADIAN GROCER. All merchants seem

ready to assist in canvassing, and as T. A. Sharp, of W. E. Preston, Limited, Midland, says: "Every merchant should become an active bond salesman, on account of his salesmanship, which is infinitely better than that of the average canvasser."

Many make the point that a merchant can best help the loan by letting it be known he is putting all he can afford into the loan himself. The merchants are leaders in the community, and their example will indeed do much.

S. D. Wigel, Ruthven, Ont., is confident that the purchase of bonds has a tendency to help rather than to hinder business. Mr. Wigel states that he would willingly have accepted bonds in exchange for merchandise, but that none offered, in itself a proof that the purchasers thought well of their investment.

In regard to the question whether purchasers of the last Victory Loan were better or poorer customers in consequence.

On this point opinions differ. A Carleton Place firm answer unhesitating, "Better."

Some think it has made little difference. As one merchant says: "The people strive to get what they want, loan or no loan."

T. S. Ford, of Mitchell, Ont., gets down to definite figures and says: "We find business better than ever before, notwithstanding the fact that our people took over two hundred and fifty thousand dollars of the last loan."

The Sherbrooke firm quoted above find it difficult to give an opinion, but this firm does say: "Business has been so good for a long time that we have not taken into consideration the possible effect of Victory Bond purchases by our customers."

The purchase of bonds on the part of the people may not have helped business, but it would certainly seem it has not done harm in the Eastern Townships, and Sherbrooke subscribed very heavily to the last loan and doubtless will again. That fifty-fifty Scotch and French population comes through.

In any event, all the merchants consulted are a unit in holding the Victory Loan should be supported by all, and that merchants can do much to bring about this happy state of affairs.

**A SUCCESSFUL LOAN WILL MEAN ANOTHER YEAR OF PROSPERITY.**

## Only Three Sizes in Salt Containers

Canadian Salt Producers, in Co-operation With the Canada Food Board, Have Limited the Sizes in Salt Bags to 3½, 7 and 14 Pounds—Aims to Save Cotton

**T**HE Canadian Salt Producers were recently informed by the Chairman of the Canada Food Board that some action must be taken in regard to conserving cotton that is extensively used in packaging salt. It has been customary to pack salt in a variety of different sizes, 2, 2½, 3, 4, 5, 7, 10, 14 and 20 pound bags, after a thorough discussion of the matter, and after taking into consideration the needs of all branches of the trade it was finally decided to limit the number of sizes to three, that it was felt would meet the requirements of the trade. These sizes are 3½, 7 and 14 pounds, and will be packed in barrels of 80, 40 and 20 packages respectively. This change will effect a very marked saving that should be appreciated by the trade as it will be for the benefit of the customer.

### Change Will Benefit Everyone

CANADIAN GROCER in discussing the matter with Chas. H. Rogers, general manager of the Dominion Salt Company, Sarnia, and N. A. Leach, of the Western Salt Company, Courtright, Ont., learned that the change was not made at the instance of the salt producers, but that they had been compelled to do something in the way of conservation, and they believed that the change would be for the benefit of everyone. The elimination of so many unnecessary sizes would materially lessen the cost of production the cost of handling and packing 2½ pound bags that were packed 120 to the barrel, was naturally materially heavier than packing a 7 pound bag that ran only forty to the barrel. Then too the conservation of cotton aimed at would in itself result in a marked saving. It takes 10 4/5 yards of cotton to make bags for the 120, 2½ pound bags necessary to fill a barrel of salt. The same amount of salt put up in 7 pound bags would require only 7 1/5 yards of cotton, a saving of 3 3/5 yards to the barrel. With cotton at its present price it is not difficult to see the marked saving that is being achieved by the change. In this saving it is the customer who benefits largely. They have, it is true to purchase a larger bag of salt. But salt is so universally used, and is so comparatively inexpensive that this is not a matter of great moment, while the fact that the consumer will be paying for salt rather than for cotton, will be a matter of considerable importance.

It is pointed out that in giving three sizes of salt bags the Canadian merchant has the advantage over the American, who has to purchase in either 5 or 10 pound bags.

### Order Becomes Effective Immediately

The new order becomes effective im-

mediately. All orders received at the plants on Monday will be filled in the new regulation sizes. Such stocks of bags as remain on hand at the plants will be used up in filling standing orders already on hand.

In regard to the table salt that is packed in cartons, there is no change in this department. This is packed in only one size, and is a comparatively limited factor in the business, so that it was felt that no useful purpose would be achieved by making any change in this direction.

## Indications of Better Conditions in Sugar

Scarcity Still Pronounced and Likely to Continue so, but the Most Acute Stage is Passed—New Crops Available or in Prospect Help to Relieve the Situation

**T**HERE are some indications at present that the period of sugar stringency is drawing to a close. Not of course that there is any likelihood of there being sufficient stocks to warrant a pronounced change in present regulations, but that there is in sight sufficient supplies to obviate the possibility of any actual sugar famine. In the United States the food administration has increased the per capita allotment from two pounds per person per month to three pounds. This would certainly seem to indicate an improvement in the general situation.

### Reasons for Improved Conditions

The causes for this improved condition are several; reserve stocks in the hands of American refiners have mounted up to substantial figures considerably in advance of the stocks on hand at the same period last year. Also there is beginning to come on the market the beet sugar crop that in the United States is estimated at 655,000 tons, and in Canada around 17,000 tons. Then, too, the Louisiana crop is meeting with favorable weather, and will, it is expected, reach 218,935 tons, the first of which is beginning to appear on the market.

Of course these stocks, barring the Canadian beet sugar only indirectly affect the market here, but they have the effect of releasing other supplies that may be available for the Canadian market.

### Some Sources of Supply

The Canada Food Board recently announced a fixed price for Demarara sugars. Refiners will be permitted to pay 6.10c for new crop Demerara sugars, c.i.f. steamship port. On all preferential sugars delivered buyers at the ports of St. John and Halifax in steamships or schooners not subsidized by the governments of Canada or the British colonies

## WHOLESALE GROCER HEADS B. C. VICTORY LOAN COMMITTEE

Vancouver city and surrounding country and the Province of British Columbia generally, has been doing so marvelously well in their Victory Loan campaign that it is interesting to note that the chairman of the Victory Loan committee for the Province, W. H. Malkin, is a member of the grocery trade of that province, being the head of the W. H. Malkin Company, Ltd., wholesale grocers of Vancouver.

## U. S. SETS PROFIT MARGIN ON EGGS

The United States Food Board this week issued an order fixing the retailer's profit margin on fresh and storage eggs at seven cents a dozen for stores operated on the "cash and carry" basis, and eight cents a dozen for stores with credit and delivery systems.

6.30c c.i.f. may be paid. The idea is to augment tonnage used in this trade and so as to improve shipments from this source. Other West Indian supplies will be available before long also, while Canada will also get a proportion of the coming Cuban crop estimated at 3,500,000 long tons which has been purchased by the United States for distribution to the allied countries. The price paid for this crop is considerably in advance of former years, being 5½ f.o.b. Cuba or 5.88 cost and freight, as the Sugar Equalization Board will assume the risk of insurance. According to the agreement 2 per cent. of the crop will be delivered in December and the balance in equal monthly instalments from January to November.

### Sugar From Java for Canada

Another interesting factor in the sugar situation is the Willett and Gray announcement that 6,000 tons of Java sugars have been shipped to Vancouver; if the Java crop is made available in any quantities it will go a long way toward relieving the situation.

### Shortage Still Acute

At the same time it is to be remembered that these changes can only be expected to relieve the situation and not to change it. Sugar will continue to be scarce, and there is nothing in the world situation that would seem to suggest any great change in the situation for many a month to come.

## ORDER RE COVERING FRUITS, PASTRY AND MEATS, PERMANENT

Dr. C. J. Hastings, Medical Health Officer of Toronto, announces that the order demanding that fruits, pastry and meats displayed in stores for public sale must be kept covered, is intended to be permanent and not only for the duration of the epidemic.

**VICTORY BONDS ARE THE BEST INVESTMENT A MAN CAN MAKE.**

# U.S. Limits Use of Tin for Containers

Use of Tin Limited in Containers For Baking Powder, Spices, Cocoa, Candy and Crackers, Coffee, Tea, Prepared Milks, Salt, Syrups, Lard and Sundry Other Food Commodities

**T**HE United States Food Administration has issued the following directions regarding the use of tin and other containers adopted by the United States Food Administration and the War Industries Board applying to manufacturers and packers of baking powder, ground spice, powdered cocoa, chocolate, candy, coffee, coffee substitutes, tea, spaghetti, pickles, hominy, condensed milk, salt, lard and lard substitutes, macaroni, sirups, and molasses. The order is effective as of October 1, 1918, and reads as follows:

1. Baking powder.—No person shall pack baking powder other than cream of tartar baking powder except in packages containing  $\frac{1}{4}$  pound,  $\frac{1}{2}$  pound, 1 pound, or larger amounts, or cream of tartar baking powder except in packages containing 4 ounces, 12 ounces, or larger amounts. All packages permitted by this rule other than the  $\frac{1}{4}$  pound,  $\frac{1}{2}$  pound, or 6 ounce packages may be made of metal, but the  $\frac{1}{4}$  pound,  $\frac{1}{2}$  pound, or 6 ounce packages shall not be made of metal, in whole or in part, excepting that they may have tin tops and bottoms. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers on hand, in transit, or in process of manufacture on October 1, 1918.

2. Ground spice.—No person shall pack ground spice, except mustard, in any packages made of metal in whole or in part, nor shall any person pack ground spice except in packages containing 2 ounces, 4 ounces, 8 ounces, 1 pound, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

3. Powdered cocoa and chocolate.—No person shall pack powdered cocoa or powdered chocolate in any packages made of metal in whole or in part, nor shall any person pack powdered cocoa or chocolate except in packages containing 8 ounces, 16 ounces, 5 pounds, 10 pounds, 25 pounds, 50 pounds, 100 pounds, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

4. Candy and crackers.—No person shall pack candy or crackers in any packages made of metal in whole or in part. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

5. Coffee and coffee substitutes.—No person shall pack coffee or coffee substitutes in any packages made of metal in whole or in part, nor shall any person pack coffee or coffee substitutes except in packages containing 1 pound, 3 pounds, 5 pounds, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918. Upon application special exceptions will be granted to proper cases for soluble coffee and coffee substitutes.

6. Tea.—No person shall pack tea in any packages made of metal, in whole or in part, other than tea lead, nor shall any person pack tea except in packages containing 2 ounces, 4 ounces, 8 ounces, 16 ounces, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

7. Canned spaghetti.—No person shall pack spaghetti in any packages made of metal in whole or in part after October 15, 1918.

8. Pickles.—No person shall pack pickles in any packages made of metal in whole or in part, except for metal tops on glass containers. Provided, that nothing in this rule shall prevent the use prior to November 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

9. Condensed and evaporated milk.—No person shall pack condensed or evaporated milk except in packages containing 14 ounces, 15 ounces, 1 pound in tall can, 2 pounds in hotel-size can, or 8 pounds in confectioners' size can. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

10. Salt.—No person shall pack salt in any packages made of metal in whole or in part, nor shall any person pack sack salt except in sacks containing 5 pounds, 10 pounds, 25 pounds, or larger amounts. When packing in barrels, iron hoops shall be eliminated as far as possible; at least two wooden hoops shall be used and not more than four steel hoops per barrel. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

11. Macaroni, spaghetti and noodles.—No person shall pack macaroni, spaghetti,

or egg noodles in any packages made of metal in whole or in part, nor shall any person pack macaroni or spaghetti, except in packages containing 8 ounces, 16 ounces, 10 pounds 22 pounds, or larger amounts, nor egg noodles except in packages containing 4 ounces, 8 ounces, or larger amounts.

12. Sirups and molasses.—No person shall pack any style of sirups or molasses except in packages known as size 2 $\frac{1}{2}$ , 5, and 10, and 5 gallons or larger packages. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

13. Lard and lard substitutes.—No person shall pack lard or lard substitutes for domestic use in containers made of metal, in whole or in part, of more than three sizes, namely, either 2, 4, and 8 pounds, or 2, 5, and 10 pounds. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers on hand, in transit, or in process of manufacture on October 1, 1918.

14. All packages shall be well filled.

15. These directions shall not apply to orders for the United States Army or Navy.

## HALIFAX MERCHANTS AND VICTORY LOAN

Many Halifax Stores Are Energetically aiding in the Victory Loan campaign

T. F. Courtney & Co., grocers, have had a large window devoted to a neat attractive arrangement of red, white and blue streamers and Victory Loan posters with a base decoration of alternating Victory A B C books and cards which set forth the sure things of life as being Life and Death, Taxes and Victory Bonds. A desk is stationed in the window for Dr. Brunt, Victory Bond agent, to sell bonds.

## BORDER CITIES TO ENCOURAGE EXPORT TRADE

A well directed and timely effort is now being made by the Border Chamber of Commerce to develop the foreign trade of the industries located along the Canadian side of the Detroit River and to this end a thorough and complete business directory, comprising the names of all the manufacturing concerns in the Border Cities, together with the products which they turn out is in the process of preparation and when completed will be forwarded to all trade agents throughout the world as well as to boards of trade and chamber of commerce in the different countries.

**EVERY DOLLAR IS A NAIL IN THE KAISER'S COFFIN. BUY SOME NAILS.**

## SPENDING THE VICTORY LOAN

**T**HERE are many people who find it hard to visualize the necessity for the great sums of money that the Canadian Government has been borrowing. Borrowing is not new in this country, it is only the method that has changed. It used to be that Canada could get unlimited credits from abroad. With the coming of the war, and the enormous expenditures that it entailed, this source of ready money was closed to Canada. More than that England, that had been such a generous supporter, had to husband her resources. She had in turn to become a borrower. Immense quantities of supplies were needed. They must be bought on the best possible market. The United States stood ready to finance these transactions, to carry the business till such time as Britain could settle. It was just what the jobber is doing for the merchant every day of the week, granting him his time credits.

Canada could not borrow from her usual source. Canada could not sell her products to Britain, the one great purchaser, because she could not finance them. To meet these serious situations it became necessary to raise funds, so Canada decided to borrow from her own people. To present to these people the opportunity to help finance the business that was to make them prosperous. That is the reason for these Loans, that is why they are so imperative.

Last year Canada provided \$650,000,000 for War purposes—\$150,000,000 in the March War Loan, \$400,000,000 in the November Victory Loan, and \$100,000,000 from the Banks.

The total Loans provided in Canada for War purposes to date aggregate \$950,000,000.

In addition to providing for War expenditures in Canada there was loaned \$732,816,397 to the British Government on the following conditions:—

1. That it all be spent in Canada to buy food, shells, explosives, aeroplanes, and other war necessities.

FOOD STUFFS	VALUE
Wheat .....	\$303,776,038
Flour .....	62,875,839
Bacon .....	57,786,615
Cheese .....	36,277,359
Oats .....	22,218,299
Barley .....	6,821,540
Beef .....	5,186,882
Canned Salmon .....	4,686,894
Sugar .....	3,185,853
Fish, Cereals, etc., etc. ....	4,680,475
Canned Vegetables .....	3,041,967
Ham and Pork .....	3,073,904
Butter and Eggs .....	3,359,581
Cream and Condensed Milk .....	1,129,225
Lobsters .....	1,085,754
Oatmeal .....	1,229,607
	<hr/>
	\$520,415,832

2. That the British Government lend us in France and England the \$534,450,826 which we needed there to feed, clothe, munition and pay our Canadian Army.

It was also part of the arrangement that the United States should lend the British Government what further money was needed to buy wheat and other supplies in Canada.

As a result of the above arrangements the British Government bought in Canada during the year ending March 31st last, the following:—

WAR MATERIALS	VALUE
Shells .....	\$235,448,415
Explosives .....	25,677,440
Aluminum .....	7,502,963
Wire .....	3,013,727
Spruce, etc. ....	1,841,295
Nickel .....	1,450,078
Ferro Silicon .....	1,404,088
Ships .....	1,220,000
Boots and Shoes .....	1,093,853
Copper .....	1,015,619
Clothing .....	2,164,181
Miscellaneous Supplies .....	43,232,578
	<hr/>
Total Canadian Exports to Britain....	\$845,064,237

This business has been made possible by our successful war loans.

### Expect Advance in Tea Prices Following War English Tea Handlers Look For Marked Advance, Owing to the Fact That European Countries Will be in the Market to Replace Their Supplies—Russia to be a Factor

**I**NTERESTING information received from some of the largest tea handlers in England suggests the probability of very marked advances in tea prices immediately on the declaration of peace. This opinion is based on the known depletion of the stocks of belligerents and the assumption that they will, at the earliest possible moment, endeavor to replace these stocks. Reports from Holland state that tea is selling as high as \$15 a pound. This may be an extreme case, but certainly prices there and in other European countries are high compared to the prices in effect on this continent. It is on this basis that the English importers base their assumption that there will be a brisk demand on available supplies of tea, a demand

fostered by a people grown used to high prices, and consequently not likely to quarrel over a matter of prices as long as stocks are made available. There is another factor that may be expected to be of importance. Russia has been one of the largest consumers of tea. Owing to the unsettled condition of the country it is believed that available stocks in Russia have been largely disposed of and that Russia will eventually be buying to supply a practically bare market. If this assumption is correct this will probably be a large factor in the situation in this trade.

**Export Tea From New York to Europe**  
That many tea handlers accept this view of the tea situation is evidenced by a recent wire from a Pacific coast firm.

The wire reads: "Tea market improving. Important quantities being sent from Pacific coast to New York to be available in event of peace for export to Europe." These firms are evidently looking for an immediate and an imperative demand on the conclusion of peace.

#### BROCKVILLE, ONT. PROPOSES EARLY CLOSING

An agitation is under way among the merchants of Brockville, Ont., to have the places of business closed at five o'clock each afternoon excepting Saturday throughout the fall and winter months. This movement was given a trial during the coal shortage of last winter and worked successfully, being the means of saving a large quantity of fuel. With the change from summer time a number of proprietors of larger stores noticed a big difference in the evening in the amount of light used after five o'clock, and it is believed that little opposition will be met to the project.

**HAVE YOU DONE YOUR BEST?—THINK OF THE BOYS IN FRANCE.**

# CANADIAN GROCER

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ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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H. T. HUNTER - - - - - Vice-president  
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### WRAPPED OR UNWRAPPED BREAD?

IN many communities, notably in Toronto, the practice of wrapping bread has been discontinued on the ground that it entailed extra expense that could well be avoided in wartime. Be that as it may, there are some economies that are in themselves too costly. The country has felt the dangers of a serious epidemic and people are not likely to look with kindness on any economy that will increase these dangers. The non-wrapping of bread is such an economy. Wrapped bread is the only sanitary method of handling this universal commodity, and the economy is so infinitesimal that it is not worth making.

### THE SPIRIT OR THE LETTER OF THE LAW?

A REVENUE officer recently entered the grocery store of Jacob Bordway, Stouffville, Ont., and purchased a 5-cent styptic pencil from the young son of Mr. Bordway. Through the child's error the merchant was later fined \$50 for breach of the War Stamp Act. Of course, there was no other course for the Magistrate to take, but to impose the fine. It does seem, however, that the purposes of the act are hardly being served by trapping children into making mistakes. The Revenue officer was of course within his rights in bringing the action, but it is hardly one that will add greatly to his credit. Laws are not made to trap the unwary, but for the welfare of the community and to punish the evil doer.

### THE VICTORY LOAN

DON'T let the German peace propaganda interfere with the success of the Victory Loan. Canada's war expenditure to-day is greater than ever before. There are 75,000 more Canadians overseas than there were a year ago. They are still going over as fast as Canada can send them. Even if peace came to-morrow it would probably take from 12 to 18 months to bring all the Canadians back. They would have to be kept in the meantime. Pay and allowances alone cost over \$14,000,000 a month. Transportation expense would probably amount to \$15,000,000. To demobilize the Canadian troops would undoubtedly cost over \$250,000,000. The \$500,000,000 is needed through the Victory Loan, no matter what comes or goes. Canadian industry and the army both need strong financial support.

### WHY LIMIT THE NUMBER OF SUBSTITUTES

THE limitation of the number of substitutes that may be purchased with standard flour to barley, rye, oat and corn flours, and to these alone seems to be making matters unnecessarily burdensome without achieving any great advantage. The removal of rolled oats from the list is a serious factor, not only from the fact that in limiting the list it has made it very difficult for millers and wholesalers to obtain sufficient supplies to meet the demands of the retail trade, but also because its removal means the removal of the most familiar article on the list. It has been urged that housewives are not using oatmeal as a substitute flour but as a porridge only. There may be some slight ground for this assertion, but surely it is no more serious a factor than the one that almost any grocer can affirm that housewives are being forced to purchase flours that they cannot use. The average housewife is thoroughly conversant with the use of rolled oats, but as a rule knows little or nothing about barley or rye or even oat flour. The flour is purchased because it is made obligatory; but it is often left on the pantry shelf, or used without understanding, and consequently with such poor results that valuable food products are often wasted. It is a little difficult to see any good and sufficient reason for the elimination of the familiar substitutes from the list. People are willing to abide by regulations uncomplainingly when these can help in the great task of winning the war, but they like to be assured that the regulation is serving some useful end, and order No. 67 has not yet so demonstrated itself.

THE employees who are best satisfied are always those who feel they are a part of a co-operative force, whose work is happily performed, and who give of their best because they feel that their labor contributes to progress, to happiness and to profits for the employee as well as for the employer.

**GET THE "OVER THERE SPIRIT," AND BUY TO THE LIMIT.**

## Current Events in Photograph



### MODEL HOMES FOR SOLDIERS

The question of providing model homes for soldiers and workers is receiving a great deal of attention in Canada, in England and in the United States. England has probably made more real progress than any of the others. Houses of the type here shown have been erected in several model villages and have proven so satisfactory that it is likely that something very similar will be provided for the thousands of soldiers who will have to be looked after when the war ends. The British Labor Party has a proposition for Government consideration which provides for the expenditure of \$1,500,000,000 for suitable homes for soldiers and workers.

## Govt. Action Slow; Salmon Packers Suffer

Feeling That Canadian Trade Being Treated Unfairly—Order-in-Council Takes Best Grades Salmon, Leaving Unpopular Lines For Canada—Hitch Over Prices Holds Up the Entire Pack

**T**HAT the Canadian trade is being treated unfairly in the matter of the recent government order-in-council commandeering the salmon pack is the feeling of the various packers. Coming out of a clear sky after the packers had been led to believe that no action was contemplated, the taking the best of the pack and later the holding up of shipments of grades not wanted, besides the failure to assist the packers financing the pack, are the principal factors which have worked to create such an unsatisfactory state of affairs.

#### What the Order-in-Council Took

As outlined in CANADIAN GROCER some time ago, the government has commandeered 100 per cent. of the sock-eye pack, 100 per cent. of the Red Springs, 75 per cent. of the cohoes, and 70 per cent. of the pinks. This leaves for the trade in Canada a small percentage of cohoes and pinks, besides chums and White Springs, the two latter being grades never very popular with the trade here in Canada.

It is understood that goods commandeered are for British civilian use, not the army, and this is at the back of present dissatisfaction. The trade feel that they might have been allowed to retain at least 25 per cent. of the sock-eye pack to supply the Canadian trade which has been educated up to the use

of this best grade salmon. Why, they ask, must the people of Canada be compelled to eat the cheapest grades?

#### Why Not Some Warning?

But this is not all. Before the salmon was packed ready to ship, steps were taken to ascertain whether the government wanted any of the pack. A wire was sent by the packers to the Food Board asking if the government were going to commandeer any of the pack. The reply received was to the effect that the government had taken no such steps the previous year and it was not expected they would the present year. Six days later the embargo was placed on all shipments—railways were instructed to accept no deliveries. Even shipments of grades not covered by order-in-council are not allowed to go forward.

#### Hitch Over Prices

Delays have followed with the result that packers still have the salmon, which it is estimated has already cost them nearly half a million dollars to carry and in extra handling and the cost is mounting daily. The delay seems to be over the price which it is indicated is higher than the British Ministry of Food wishes to pay. The packers lay the blame for this at the door of the Dominion authorities, too, as they would take no steps to assist the packers by fixing the price of

the fish to the packers, although asked to take action along this line. The result was high prices for fish which have been reflected in the canned article.

It is understood that when price was determined on that government would advance a certain proportion of purchase price to enable packers to liquidate debts incurred. As terms have not yet been arranged, packers have been compelled to arrange longer dating on their notes, and cost of financing pack is now running high, and growing.

Altogether it would appear that packers have room for a grievance. Government action is very often involved and slow in operation, but it would seem that when a course of action had been determined on, final details could be arranged more expeditiously. The trade is upset with these restrictions and regulations but have shown themselves anxious to co-operate with the government to the best of their ability, but the government does not make it easy. It is by such long-delayed action that dissatisfaction arises and the trade kept in a state of uncertainty which to say the least is disturbing to business already laboring under extreme difficulties.

#### FURTHER EXPORT RESTRICTIONS Canned Fruits, Jams, Honey and Other Articles Not To Be Exported Except Under License

Export has been prohibited of a number of articles except under license issued by the Canada Food Board. The articles include arrow root, cake made from wheat flour, canned fruits, chewing gum, honey, fruit jams, edible jellies, mustard, pea flour and meal, prepared cooked foods, prepared coffee and cocoa, sugar beets and vinegar.

**WE MUST KEEP FAITH WITH THOSE WHO DIED. WE MUST DO OUR PART.**

# CURRENT NEWS OF THE WEEK

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

## Maritime

A. E. McLaughlin, Hillsboro, N. B., is dead.

Monis Long, grocer, Glace Bay, N. S., is dead.

George Michael, grocer and contractor, St. John, N. B., is dead.

M. H. McNally, proprietor of the general store, Beechwood, N. B., is dead.

Audre A. Levesque, general storekeeper, St. Andrew De Madawaska, N. B., is dead.

The business of A. J. Reid general store, Enfield, N. S., has been taken over by Davis Bros.

Emile J Poirier, manager of L. Leger's general store at Rexton, N.B., died on October 28 as the result of an attack of pneumonia, following influenza.

The Atlantic Sugar Refineries, Ltd., figures as one of the big contributors to the Victory Loan in St. John, their subscription being for \$100,000.

A. F. Blake of the Atlantic Sugar Refineries, St. John, was elected vice-president of the Maritime Chemists Association which was organized at Halifax this week.

The wheat crop in New Brunswick did not turn out so well as had been anticipated when planting began, owing to heavy frosts late in the spring and early in the fall.

Delphis Frenette and Edgar Frenette, doing business as Frenette Brothers have sold out their general store at Turgeon, Gloucester county, and are now engaged in conducting a general store at Jacquet River, Restigouche county.

In compliance with petitions presented to the city council of Moncton, an order has been issued, under the provincial act, requiring retail stores in several lines to close at six o'clock each evening except Saturdays and on days preceding holidays. Grocery stores were not included.

The provincial department of agriculture has announced that the wheat crop of New Brunswick which is one of a substantial nature this year owing to the appeal for greater production will be cared for by New Brunswick mills, several having been added this year to meet the new conditions.

At a meeting of the common council of St. John this week a letter was received from the provincial representative of the food board drawing attention to the provisions for the appointment of fair price committees to deal with food-stuffs, but no action was taken at the time as there has been no public demand for such a step.

Influenza continues to play havoc with

business in New Brunswick but it is believed that the epidemic has reached its peak and that a reduction in the number of cases soon may be expected. The Atlantic Sugar Refineries have found it necessary to issue formal statement in answer to rumors, and state that there is no danger of the refinery being closed on account of sickness among employes. Extra precautions are being taken at the refinery to protect the output from contagion.

## Quebec

J. A. Vaillancourt, grocer, Quebec, is dead.

Emmanuel Durand, grocer, Megantic, is dead.

Ernest J. Ducas, general store, Caouana, is dead.

Charles Mitchell, grocer, Caughawaga, is dead.

A. P. Trudeau, grocer, Valcourt, has sold to E. Vincelle.

The partnership of Berber & Caniere, butchers, Quebec has been registered.

Murphy & Riordan, grocers, St. Catharine Street, Montreal, have dissolved partnership.

Food Controller Henry B. Thompson, of Ottawa, was in Montreal last Thursday and addressed the Canadian Fisheries' Association members and others at the informal banquet held at the Windsor Hotel.

W. J. Wilson, of the travelling staff of S. H. Ewing and Sons, wholesale spices, will have the sympathy of the trade in the loss of his only daughter last week from pneumonia.

W. J. Hopwood, Halifax, N. S., has purchased the Urquhart property, southwest corner of Spring Garden Road and Birmingham Street, the shop of which is at present occupied by J. McD. Taylor. It is understood Mr. Hopwood will remove his grocery business there, more space being required.

## Ontario

P. J. Doyle, Perth, has been succeeded by Chas. Doyle.

The Yarker Dairy Co., Yarker, has obtained a charter.

Edwin Tout, grocer and butcher, Stratford, is dead.

A. C. Penney, grocer, Toronto, is discontinuing business.

W. M. Smith of W. M. Smith & Co., butchers, Hamilton, is dead.

F. Fairhall, Centrolia, Ont., has purchased the stock of E. Glenel of the same place.

Hargraft & Sons, Scott and Colborne Streets, Toronto, have been appointed agents for Ontario for Strang Bros., manufacturers of shoe polishes, Winnipeg.

A. A. Strang has been East for some time in the interests of his firm.

Frank Law, general store, Newtonville, Ont., was a Toronto visitor recently.

Cridland & Harburn, wholesale pork butchers, Toronto, have dissolved partnership.

W. H. Shoveller, groceries and meats, Niagara Falls, has been succeeded by J. McDougall.

J. W. Thompson, grocer and implements, Young, has sold his implement business to Burton & Lawrence.

J. H. Bond, of Med'and Bros, Toronto, has recovered from a severe attack of pneumonia and is once again on the job.

William Bettger of Weber & Bettger, grocery and dry goods merchants of Moncton, died on October 28 as a result of pneumonia.

Miss Clark who was formerly with T. H. Shields & Co., Brampton, has disposed of her grocery business in Ingersoll and is now living in Guelph.

Chas. H. Rogers, general manager of the Dominion Salt Co., Sarnia, Ont., and Norwood A. Leach, general manager of the Western Salt Company, Courtright, Ont., were visitors at the office of CANADIAN GROCER this week.

Henry McKinnon, Cornwall, died recently after a brief illness. The deceased was born in Glengarry 39 years ago, but spent most of his life here. He was always connected with the grocery business.

A company to be known as the Dominion Produce Company has been incorporated in Ontario to carry on a business as dealers products of the dairy, farm and garden, and to carry on a general produce business. The company is incorporated with a capital of fifty thousand dollars and will have its headquarters in Toronto.

There passed away at his late residence, 242½ Dalhousie Street, Brantford, Ont., Edward Church, after an illness of only five days from influenza. He carried on a grocery business in Brantford for a number of years and for the last four years was head bookkeeper for Ed. Cutmore, wholesale. Mr. Church in his lifetime made a host of friends who will regret to hear of his demise. He was of an amiable disposition and on first meeting him you made a friend immediately. He held a prominent position in the Grocers' and Butchers' Retail Association as secretary for a number of years. In fraternal circles he was a prominent member of the Canadian Order of Foresters. He leaves to mourn his loss a wife and one daughter Lena at the Bank

**IT MAY BE THE MOST YOU CAN DO. IT IS CERTAINLY THE LEAST. BUY BONDS.**

of Toronto also a mother and father and two sisters Mrs. Wm. Lake and Mrs. MacNichol both of Brantford. The funeral took place on Sunday afternoon to Greenwood Cemetery.

#### WESTERN

R. W. Daly, general store, Fallis, Alta., has sold out.

J. W. Miller, general store, Brookdale, Man., has sold out.

Lemick & Mazuk, grocers, Saskatoon, Sask., have sold out.

D. M. Randall, Biggar, Sask., has suffered loss by fire.

J. Black, Sprague, Man., has been succeeded by S. Shapiro.

Jacob Zahara has opened a general store at Stuartburn, Man.

F. A. McIntosh, general store, Clarkboro, Sask., has sold out.

S. Fishman, grocery and feeds, Winnipeg, Man., has suffered loss by fire.

Lemick & Marzuk, Saskatoon, Sask., grocers, have sold to G. Pitchko.

Hattie J. Dow, butcher, Macoun, Sask., has been succeeded by A. J. Woodgate.

J. W. Wright, grocer, Winnipeg, Man., is adding a meat department to the store.

A. S. Mair, grocer and confectioner, Crandall, Man., has sold out to E. Bolton.

The Farmers Store, general store, Main Centre, Sask., are discontinuing business.

Gentner & Shumaker, general store, Prelate, Sask., have sold stock and fixtures.

N. W. Gillett, butchers, Margo, Sask., has been succeeded by the Margo Meat Market.

A. Berg, member of the firm of Finn, Berg & Co., wholesale butchers, Winnipeg, Man., is dead.

Mrs. So'ma Kemnay, grocer and confectioner, Winnipeg, Man., is selling to F. A. Blavier.

Blechinger & Aschenbrenner, general merchants, Aunaheim, Sask., have dissolved partnership.

R. J. Franklin & Son, general merchants, Dodsland, Sask., have advertised their stock for sale at auction.

Andrew L. Shatilla, general store, Mildon, Sask., has sold out.

Hill Bros., grocers, Winnipeg, Man., have dissolved partnership. William Hill is continuing the business.

A. M. Smith & Co., late of Marshall, Sask., have bought out W. E. Leard & Co., of 520 Clarence Ave., Saskatoon, and are now established in their new premises and report business good.

Abraham Rotshtein, of Rotshtein Bros., Mossbank and Limerick, Sask., died Sunday, October 27 at the age of 31 years. He is survived by a wife and four children.

Joseph W. Conlin who is well known in the grocery trade in the West, died recently at his home in Swift Current, Sask., in his 35th year. Deceased was widely known throughout the city and district. He had been connected with different lines of mercantile enterprise, having been one of the former owners of the Palace Grocery which he and his brother had established, and had for the



Sergt. R. Worstey, 113 MacRoberts St, Toronto, has been officially reported missing since September 30th. He went overseas two years ago with the 166th Q.O.R., but was transferred to the 75th Battalion. He was a former employe of Swift Canadian Company.

Pte. William Hosier, of 87 Melville St., Toronto, has been wounded. Pte Hosier was born in Oxford, England, 40 years ago, and came to Toronto when a boy. Previous to enlisting he was employed at the St. Lawrence Market for the Harris Abattoir Company.

Pte. Cornelius Muise, formerly employed with the Atlantic Sugar Refineries, who has been serving at the front in a maritime infantry unit, has been reported severely wounded.

past several years been grocery traveler for the local wholesalers, Cameron & Heap. His brother, Geo. H., is now a resident of Three Hills, Alta., while Wesley resides at Calgary. One other brother and a married sister reside in Ontario, while the parents of deceased reside at Oxford Mills, Ont.

The grocery department of Dairy Products Limited, Red Deer, Alta., has been removed to a site in the Humber Block. This department will be conducted in the cash and carry principle.

J. C. Whitney, general store, Eden, Man., has been succeeded by W. P. McCormack & Co.

Annie Hriniczuk, grocer, Winnipeg, has been succeeded by Harry Serkin.

#### TWENTY YEARS IN RETAIL BUSINESS

James Caldwell Joins MacLean Publishing Co. Staff—Latterly was Manager of the J. C. Turnbull Business at Peterborough, Ont.

James Caldwell, formerly with the J. C. Turnbull Co., of Peterborough, Ont., has recently joined the staff of the MacLean Publishing Company. Mr. Caldwell, although an old Western Ontario boy, spent eighteen years in the grocery business with Acker, Merrill & Condit Co., New York City. Prior to that he was in the wholesale fruit business in Buffalo.

Two years ago he left New York for Peterborough to manage the big dry goods department store of the J. C. Turnbull Co. This gives him a good knowledge of retail business conditions in both Canada and the United States. From the J. C. Turnbull Co. he came to the MacLean Publishing Company and is on the staff of CANADIAN GROCER, covering the Ontario field.

#### WELL KNOWN MERCHANT DIES IN MUSKOKA

T. H. Shields, who died in Muskoka recently, was well and favorably known among the grocery trade. He was born in Albion township, Peel County, 55 years ago, and for over thirty years was interested in a general store business in Brampton, which in later years was known as T. H. Shields & Co. He began his business career in Caledon East, leaving that place to engage with the late J. H. Beck, of Brampton, becoming Mr. Beck's successor at a later period. Several months ago he sold his business to G. B. Ryan, of Guelph, and went to Muskoka for his health, but succumbed to paralysis.

#### SON OF MANAGER OF QUAKER OATS CO., PETERBOROUGH, DIES

Donald P. Denham, son of W. H. Denham, manager of the Quaker Oats Company, Peterborough, Ont., died recently in that city of pneumonia. The late Mr. Denham came to Peterborough in 1904 when his father was appointed to the management of the Quaker Oats plant, and was well known in the city, having attended the Collegiate Institute there. He graduated from Cornell University and became field engineer with the Leonard Construction Co., of Chicago, in this capacity he assisted in the construction of the Quaker Oats plants at Peterborough and Saskatoon. His death will be keenly felt by the many friends he has made in all parts of the country.

#### PRESIDENT OF CANADA SALT CO. LOSES SECOND SON

Captain Brian Henderson, son of E. G. Henderson, president of the Canada Salt Company, Windsor, Ont., has died from pneumonia in an English hospital. He went overseas with the first contingent and after being wounded in France he came to England, where he remained on the Canadian staff until six months ago, when he was attached to the British Royal Flying Corps. Last July he was married to Miss Margaret Kiely, daughter of Mrs. Fairweather, Toronto. Mr. Henderson's loss has been a heavy one, another son having been killed in action some time ago.

#### SUCCESSFUL FISH WEEK IN ST. JOHN, N. B.

Canada's fish week got off to a good start in St. John. In preparation for the event local dealers got together and agreed to make prices as low as possible in order to encourage the co-operation of the consumers in making the week a success. The only draw back was a scarcity of supplies at the first of the period, but this was overcome and there was sufficient to meet the increased demand. In expectation of heavier consumption of fish, meat arrivals were noticeably lighter this week.

There has been a heavy run of sardines at the mouth of the Bay of Fundy this week, this fish also reaching the weirs farther up the bay.

The Booth Fisheries sardine factory has been receiving sufficient supplies this week to keep them busy.

**WHETHER IT'S FIFTY OR FIFTY THOUSAND, DO WHAT YOU CAN.**

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**S**ALMON is still an item of interest to the trade. Conditions emanating from the recent Order-in-Council commandeering the pack are considered anything but satisfactory, and the feeling prevails that the Canadian trade has been treated unfairly. The Government order takes 100 per cent. sockeyes and red springs, the big sellers on this market, lines which the trade has been educated to use, thus leaving the cheaper and by no means popular grades for domestic consumption.

A hitch in the price has occurred also, and until this is straightened out, packers have to finance the pack, adding materially to their costs. Extra handling has been entailed also, and it is estimated that packers to-day are out about half a million dollars through delays in completing arrangements as provided for in order. The situation created is a most unsatisfactory one, and the packers feel that it has been aggravated by delayed action.

The tendency towards standardization and elimination of unnecessary sizes has been further carried out, this time by salt manufacturers. An announcement to the trade is being made showing a revision in the size of package and method of packing. After next Monday all orders will be filled from just three sizes of package. These are to be a 3½-lb. bag, a 7-lb. bag and a 14-lb. bag, packed 80, 40 and 20 bags respectively to the barrel.

A decline in prices of flour for export seems possible. It is understood buyers for British account will be in the market shortly and there is a feeling that a price about 10c lower than to-day's level may be quoted. As far as domestic business is concerned, this, it is thought, will be unchanged.

**MONTREAL**—Markets are firm for this week for the most part, and some advances are made, reference to which is made elsewhere.

The big matter of interest is that of the scarcity of dried fruits, and the trade is anxiously looking over its supplies. How long these will last is a very uncertain question at the present time. Raisins are admittedly scarce, and this is so with figs, dates and some grades of prunes. Raisins are likely to go much higher.

Canned goods are selling moderately well, and the basis for some lines of vegetables, as

previously pointed out, is more favorable. There will probably be a good lot of these still in the hands of the retail trade from last season.

Beans are easier and will sell on a favorable basis this year. Peas will also be easier. Molasses and syrups are active, and supplies of these are readily absorbed. Coffees still are firm.

**TORONTO**—New prices have been generally named on dried fruits, which provide for advances in each instance. This is noticeable in prunes, peaches and raisins, and indications would seem to point to even higher levels as possible. Stocks are becoming broken, and with marked scarcity developing there is no other outlook than stiffening prices.

Reports from the United States on the tea situation are to the effect that the market there is improving. It is stated that important quantities are being sent from the Pacific Coast to New York, to be available in the event of peace, for export to Europe. Locally the situation is just a little quiet, though some fair quantities are moving.

Indications seem to point to a scarcity developing in shelled walnuts. This is not marked as yet, but with embargo on shipments from France there seems a possibility that market will become pretty bare. Some dependence may be placed on Manchurian walnuts, and orders are now being booked for February delivery at prices which are considered good buying. Almonds are easier at point of production, but this has not yet been reflected here. Filberts are being quoted about three to five cents lower for delivery around the end of the year.

Salmon is still an absorbing topic amongst the trade, and there is a current of dissatisfaction apparent over the way operation of the recent commandeering order is being worked out. In the meantime local stocks are being cleaned up fairly well on the best grades, and of course there is no opportunity of replacement.

Coffee continues very firm, and primary points show decided strength. Stocks locally are being absorbed quite rapidly under active demand, and the first of the year presents an element of uncertainty as regards further receipts and how prices may go. Higher prices seem quite probable; deliveries cannot be figured on.

**VICTORY—YOU CAN HELP TO PAY FOR IT HERE. DO YOUR PART.**

# QUEBEC MARKETS

**M**ONTREAL, Nov. 5.—Advances for the week are made for mustard, pickles, beets, sauces, nuts, dried fruits, sweet potatoes, butter, cheese, eggs, and margarine. There is a fair amount of business passing.

## Mustards, Pickles Up Oils; Sauces Also

**Montreal.**  
**VARIOUS LINES.**—Advanced prices apply for mustards. Colman's or Keen's lines are revised to sell at \$2.80 per doz. in quarter pounds; \$5.30 in halves and \$10.40 in one's. One pound jars are quoted at 60c, and 4 pound at \$2.25. A special line of pickles, Niagara brand, are now selling at \$3 per dozen. Sanctuary oil is now on the market and selling at \$3.25 to \$3.50 per gallon. Lea and Perrin's sauce is quoted in one quarter at \$5.25 to \$5.50 per dozen, half pint size.

## Unchanged Situation on Refined Sugar

**Montreal.**  
**SUGAR.**—No changes of any kind have been made as to price or position. Refiners are able to report no bettering of the general situation. Jobbers are receiving small deliveries from day to day and have to be satisfied with the allotments that come to them. Some raw sugars have come through, and as these accumulate sufficiently the various refiners begin melting. It is impossible to melt without an ample supply to keep the plants running for some days, however, and this accounts for the intermittent operations that have to suffice at this time.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

## Two Pound Beets \$1.40; Peaches Are High

**Montreal.**  
**CANNED GOODS.**—Two pound beets are again to be had, and the price for old stock is given at \$1.60 to \$1.62½, and new sliced at \$1.40 to \$1.42½. There is a considerable amount of variation in the prices which obtain in jobbing circles on various canned goods, but this applies more to those lines which are scarce, and of which renewed stocks are not in sight. Peaches and pears, and most of the fruits for instance are very high in price. One jobber reports that

there is quite a good deal of salmon to be had and that there will be less difficulty in filling orders than some anticipated. Sardines are high, as is also corn. Pineapple, in its various forms is also expensive.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	2 45	
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 25
Do., ½s, flat	1 20	1 20
Pinks, 1-lb. talls	2 60	
Cohoes, 1-lb. talls	4 35	
Red Springs, 1-lb. talls	4 60	
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Tomatoes, 1s	0 95	
Tomatoes, 3s	1 95	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57½	1 57½
Peas, Moigeau, extra fine	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack	2 00	2 00
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s)	4 00	4 00
Rhubarb, 2½s	2 60	2 60
Blueberries, 2s, doz.	1 85	1 85
Blueberries, gallons	7 00	7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75	2 75
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 40	2 80
Peaches, standard grade, 2½ lb.	3 60	3 60
Peaches, gallon pie (peeled)	7 60	7 75
Pears, No. 2	2 75	2 75
Pears, gallon (pie peeled)	7 00	7 00
Pineapples, 1¼s	2 25	2 25
Pineapples, 2s	3 10	3 50
Pineapples (grated), 2s	2 90	2 90
Greengage plums (light syrup), No. 2	2 25	2 25
Lombard plums (heavy syrup), 2s	1 70	2 05

## Molasses Demand Good; Supplies Light

**Montreal.**  
**MOLASSES, SYRUPS.**—General markets for molasses are steady and firm but no changes have been made here. Distribution has continued on an active scale, and the jobbers have had difficulty in securing ample supplies to fill previously accepted orders. Even at the high prices prevailing to-day there is a good movement. Corn syrups are steady and unchanged, with a most active demand for supplies from all quarters.

Corn Syrup—		
Barrels, about 700 lbs.	0 07¼	
Half bbls.	0 07¼	
Keys	0 07¼	
2-lb. tins, 2 doz. in case, case	4 80	
5-lb. tins, 1 doz. in case, case	5 40	
10-lb. tins, ½ doz. in case, case	5 10	
20-lb. tins, ¼ doz. in case, case	5 05	
2-gal. 25-lb. pails, each	2 25	

3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for	
Barbadoes Molasses—	Island of Montreal
Puncheons	1 13
Barreles	1 16
Half barrels	1 13
For outside territories prices range about 3c lower.	

## Ample Rice Stocks; Prices Held

**Montreal.**  
**RICES, TAPIOCA.**—The situation is without feature, either as regards price or supply. There is still a fair movement, but this is no more than seasonable and the jobber could handle more business. Tapioca has moved more actively of late, and as the reports indicate ample holdings of the seed variety and of one or two other grades, the trade may hope to receive its wants promptly. In some quarters prices have been increased somewhat.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan	11 25	11 25
Carolina	12 50	15 00
"Texas"	9 50	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin	10 00	10 00
Special pickling	9 50	9 50
Tapioca, per lb. (seed)	0 14½	0 18
Tapioca (Pearl)	0 14	0 18

## Supply Rather Than Price Factor in Nut Business

**Montreal.**  
**NUTS.**—Various prices are obtaining throughout the trade for nuts of the imported varieties. As the supplies of walnuts, almonds and filberts become depleted the trade makes requisite adjustments, and it is really a question of supply these days, without the usual reference to price. Many lines are really quoted at a nominal basis, for, while favorable prices may be had from time to time from the jobber, the importer has to pay enhanced prices for his wants in the open market. All lines are particularly firm, and revisions of an advancing nature have been made for walnuts and almonds, some being off the market for the time being entirely.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 55	0 55
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), 'b.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 26
Champion	0 22	0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		

Jumbo .....	0 60
Walnuts (Grenoble) .....	0 27 0 29
Walnuts (new Naples) .....	0 16 0 18
Walnuts (shelled) .....	0 85 0 95
Walnuts (Spanish) .....	0 30 0 33

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

**Advances Now Promised For Dried Fruits**

**Montreal.**  
**DRIED FRUITS.**—Advances are likely for raisins, prunes, figs, dates, apricots, peaches, etc. This is in keeping with the position attained during the past couple of weeks, and following the restrictions on imports into Canada from the United States, already fully covered in CANADIAN GROCER. Increased prices may be expected from time to time. It is just possible that raisins will be affected more particularly than any other line. That prices are to-day around 17c per pound is no indication that they will not surpass this figure. One importer stated to CANADIAN GROCER this week that he expected the price would advance to 25c within the next three or four weeks. Stocks, it is generally indicated, are not such as to make the outlook reassuring for the trade. The jobbers are somewhat anxious for the future on dried fruits all around.

<b>Apricots—</b>		
Choice .....	0 26	0 28
Slabs .....	0 24 1/2	0 25
Fancy .....		0 30
Apples (evaporated) .....	0 16 1/2	0 20
Do., fancy .....		0 20
Peaches (fancy) .....	0 21	0 23
Faced .....		0 19
Choice .....	0 20	0 21
Extra choice .....	0 21	0 24
12 oz., per pkg. ....	0 16	0 18
Pears .....	0 24	0 25
<b>Drained Peels (old)—</b>		
Citron .....		0 46
Lemon .....		0 40
Orange .....	0 41	0 43
<b>Drained Peels (new)—</b>		
Lemon .....	0 40	0 41
Orange .....	0 42	0 43
Citron .....	0 47	0 48
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateis, loose, 2-crown .....	0 14	
Muscateis, loose, 3-crown, lb. ....	0 15	
Cal. Seedless, 15 oz. ....	0 15 1/2	0 17
Cal. seedless, loose .....	0 14 1/2	0 16 1/2
Fancy seeded, 16 oz. pkgs. ....	0 16	0 20
Choice seeded, 16 oz. pkgs. ....	0 17	0 20
Valencias, selected .....	0 11 1/2	
Valencias, 4-crown layers .....	0 11 1/2	
Sultanas (bleached) 50-lb. boxes ..	0 16 1/2	0 20
Currents, old .....	0 24	0 29
Cartons .....		0 32
80 lb. Ainslia .....		0 28
12 oz. ....		0 26
Do., new .....		0 32
Dates, Excelsior, per case (36-10s) ..	7 00	
Do., Dromedary (36-10oz.) .....	8 00	
Packages only, Excelsior .....	0 20	
Packages only .....	0 19	0 20
Do., Dromedary .....	0 22	
Figs (new), 100 to case .....	11 00	
Figs (layer), 10-lb. boxes .....	1 90	2 75
Figs (mats) .....	0 16	0 18
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (10 pkgs.) .....	1 75	
Pkgs. 10 oz. (12 pkgs.) .....	1 45	
Pkgs. 8 oz. (20 pkgs.) .....	2 00	2 60
Pkgs. 6 oz. (50 pkgs.) .....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
Muscateis, 4-crown, lb. ....		0 13
<b>Prunes—</b>		
California, 40-50s .....	0 19	0 25
50-lb. boxes, 80-90s .....		0 14 1/2
90-100s .....	0 13	0 14
20-30s .....		0 25
30-40s .....		0 20
25-lb. cases, 50-60s .....	0 18	0 20
60-70s .....	0 17	0 18
70-80s .....	0 15	0 17
80-90s .....	0 14	0 16
90-100s .....	0 13	0 15
Oregon, 30-40s .....		0 15 1/2
40-50s .....		0 15 1/2
50-60s .....		0 12 1/2

**Beans Are Moving On Easier Basis**

**Montreal.**  
**BEANS.**—The undertone of the bean market is still easier and this condition will prevail think the jobbers. Some supplies of Ontario beans are arriving now, and the trade has been gradually developing for various grades. With production satisfactory this year it is expected that ruling prices will be less than those obtaining last season. Peas are moving fairly well and the price basis is without change but tendencies are easy.

**Beans—**

Canadian, hand-picked, bush...	7 20	8 10
Ontario, new crop, 3 to 4 lbs..	8 00	9 00
British Columbia .....		9 00
<b>Brown Beans .....</b>	<b>7 50</b>	
Canadian, 4-5 lb. pickers .....	7 75	8 00
Japanese .....	8 00	8 40
Yellow Eyes .....	8 00	8 50
Kangoon beans, per bushel .....	7 00	7 50
Lima, per lb. ....	0 19	0 20
Kidney beans .....	8 00	8 50
Peas, white soup, per bushel .....	4 25	4 50
Peas, split, new crop, bag 98 lbs. ....	8 25	10 50
Barley (pot), per bag 98 lbs. ....		6 50
Barley, pearl, per bag 98 lbs. ....	7 50	8 25

**Teas Hold Steady; Japans Somewhat Scarce**

**Montreal.**  
**TEAS.**—Prices hold steady here but without change. It is pointed out that the conditions in the country have somewhat interfered with the movement of travellers, and this has resulted in a somewhat smaller volume of business reaching the distributor. In view of the fact that the sickness epidemic has abated there will be a likely improvement from now on, and the retailer will be again seeking more stock Japans are still very firm and somewhat scarce.

**Ceylon and Indias—**

Pekoe, Souchongs, per lb. ....	0 47	0 49
Pekoes, per lb. ....	0 51	0 54
Orange Pekoes .....	0 55	0 57
<b>Japan Teas—</b>		
Choice .....	0 65	0 70
Erry Picking .....	0 53	0 58
<b>Javas—</b>		
Pekoes .....	0 41	0 43
Broken Orange Pekoes .....	0 43	0 45
Orange Pekoes .....	0 46	0 49

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

**Coffee May Go Higher; Stocks Firmly Held**

**Montreal.**  
**COFFEE.**—As pointed out in CANADIAN GROCER last week, the markets are very firm. Advances then made, and as given last week, are still effective, and the undertone is firm. Supplies are ample for the time being, but it will be interesting to watch the developments of the next few weeks. The release of some 400,000 bags of coffee in the United States will very probably relieve the strained situation that has existed for some weeks. Whether any of this will reach Canada is not determined, but it is an interesting development. It also is clearly indicated that the United States government has evidently decided to control the markets considerably so that the advances that would otherwise have been likely will perhaps not develop.

**Coffee, Roasted—**

Bogotas, lb. ....	0 32	0 35
Jamaica, lb. ....	0 25	0 29

Java, lb. ....	0 39	0 42
Maracaibo, lb. ....	0 28 1/2	0 31
Mocha, grades .....	0 34	0 38
Mexican, lb. ....	0 27	0 30
Rio, lb. ....	0 24	0 28
Santos, Bourbon, lb. ....	0 28	0 31
Santos, lb. ....	0 28	0 31
<b>Cocoa—</b>		
Bulk cocoa (sweet) .....	0 25	0 30

**Much Honey Moves And Prices Steady**

**Montreal.**  
**HONEY, MAPLE PRODUCTS.**—There is a steady and held position on honey, supplies selling freely at full prices. There have been some heavy sales in round lots of recent days and some white honey has figured in transactions, as well as that of the darker grades. There is nothing of note to report regarding maple syrup or sugar excepting that supplies are going forward from time to time. Prices on sugar are very firm, and even car lots have sold at around 30c this week. Syrup, too, is very firm.

**Maple Syrup—**

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2 1/2-lb. cans, 24 in case, per case.....	18 50
Maple Sugar (nominal) .....	0 30
<b>Honey, Clover—</b>	
Comb (fancy) .....	0 30
Comb (No. 1) .....	0 28
In tins, 60 lbs. ....	0 26
30-lb pails .....	0 27
10-lb. pails .....	0 28
5-lb. pails .....	0 28
Honey—Buckwheat, tins or bbls. ....	0 28

**Spices Are Held On Firm Basis**

**Montreal.**  
**SPICES.**—The markets here are characterized by a firmness of undertone. Sales are fairly seasonable, but there has been the usual effect already reported from the sickness prevalent everywhere. In the United States market there is a waiting attitude. This is perhaps due to the anticipated change in world events, and with peace nearer many are withholding buying operations for the time being.

		<b>5 and 10-lb. boxes</b>
Allspice .....	0 20	0 22
Cassia (pure) .....	0 35	0 37
Cloves .....	0 75	0 77
Cream of tartar .....	0 95	1 00
Ginger .....	0 30	0 40
Ginger (Cochin or Jamaica) .....		0 30
Mace .....	0 80	1 00
Mixed spice .....	0 80	0 32
Nutmegs .....	0 45	0 50
Pepper, black .....	0 42	0 45
Pepper, white .....	0 48	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 30
Cardamon seed, per lb., bulk.....		2 00
Carraway, Dutch, nominal .....	0 80	0 90
Cinnamon, China, lb. ....		0 30
Cinnamon, per lb. ....		0 35
Mustard seed, bulk. ....	0 35	0 40
Celery seed, bulk (nominal) .....	0 85	0 90
Shredded cocoanut, in pails.....	0 21	0 23
Pimento, whole .....	0 20	0 22

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Apple Prices High; Citrus Fruit Scarce**

**Montreal.**  
**FRUITS.**—Prices are high for apple and there are now many varieties from which to choose, the better grades selling around \$7 to \$8 per barrel. The

same is true of lemons, oranges, and grapefruit, supplies of oranges being very light, and the market affording little choice compared with what is usual at this season of the year. Plums are finished for this year, pears are getting scarce, and grapes, too, are not available in large quantities or variety. Trade is active.

Apples—		
No. 1 Alexanders, bbl. ....	5 50	6 00
No. 2 Alexanders, bbl. ....	5 00	5 00
St. Lawrence (in bbls.), No. 1. ....	7 00	7 00
Do., Do., No. 2. ....	5 00	5 00
Wealthy (in bbls.), No. 1. ....	7 00	7 00
Do., Do., No. 2. ....	5 50	5 50
Greenings. ....	6 50	6 50
McIntosh Reds (best) ....	8 00	8 00
Gravensteins, No. 1. ....	5 00	6 00
Fameuse, No. 1. ....	7 50	6 50
Do., No. 2. ....	6 50	6 50
Bananas (fancy large), bunch. ....	4 00	4 50
Grapes (California fancy), 4 bask. ....	5 00	5 00
Grapes—		
Tokays. ....	3 00	3 00
Malagas. ....	2 50	2 50
Grapefruit (fancy Jamaica) ....	10 00	10 00
80, 96, 112. ....	6 00	6 00
Lemons (fancy new Messina) ....	9 00	13 00
Oranges, Valencia lates. ....	16 00	18 00
Pears, Cal., eating, small box. ....	4 00	4 00
Pears, basket (11-qt.) ....	1 25	1 25
Do., Bartletts. ....	4 00	5 00

**Boston Cukes \$2.50 Doz.;**  
**Onions Lower**

**Montreal.**  
**VEGETABLES.**—Lower prices are quoted for onions in 75 pound bags. This is due to the general heavier harvesting of the crop and the active marketing of the same. Sweet potatoes are higher this week, the demand being active and supplies less. Cucumbers from Boston are now here and the same are selling at \$2 50 per dozen. Tomatoes are just about off for the season.

Beans, new string (American) basket. ....	3 00	3 00
Beets, new, bag. ....	0 75	1 00
Cauliflower (Montreal), doz. ....	2 00	2 50
Corn (sweet), doz. ....	0 25	0 35
Cabbage (Montreal), doz. ....	0 50	1 00
Carrots, bag. ....	0 85	1 00
Citron. ....	2 00	2 00
Celery (Montreal), doz. ....	1 00	1 00
Do., crates (6-7 doz.) ....	6 00	6 00
Cauliflower (Montreal), doz. ....	3 00	3 00
Cranberries, bbl. ....	12 50	12 50
Brussels Sprouts (doz.) ....	1 00	1 00
Cucumbers, Boston (doz.) ....	2 50	2 50
Egg plant, doz. ....	1 00	2 00
Gherkins, box. ....	3 00	3 00
Horseradish, lb. ....	0 20	0 20
Lettuce, curly (doz.) ....	0 40	0 50
Lettuce, Boston, doz. ....	1 25	1 25
Leeks. ....	1 00	1 50
Mint. ....	0 20	0 20
Mushrooms, lb. ....	0 90	0 90
Onions, Can., bag (75 lbs.) ....	2 00	2 00
No. 1 Yellow (75 lbs.) ....	1 50	1 50
No. 1 Red (75 lbs.) crate. ....	1 50	1 50
Oyster Plant. ....	0 60	0 60
Parsnips, new, bag. ....	1 50	1 50
Parsnips, new, doz. bunches. ....	1 00	1 00
Parsley (Canadian). ....	0 20	0 20
Potatoes, Montreal new (90-lb. bag). ....	1 75	1 90
Potatoes (New Brunswick), bag. ....	2 00	2 25
Potatoes (sweet), hamper. ....	2 75	2 75
Pumpkins (doz.) ....	2 00	2 00
Romane. ....	0 50	0 50
Rhubarb, doz. ....	0 25	0 25
Spinach, box. ....	0 75	0 75
Squash (Huber), doz. ....	2 50	2 50
Turnips, new, per bag. ....	1 00	1 00
Tomatoes (hothouse), lb. ....	0 25	0 25
Vegetable Marrow (doz.) ....	1 00	1 00
Watercress (Can.) ....	0 40	0 40

**Corn Products Easier;**  
**Rolled Oats Firm**

**Montreal.**  
**CEREALS.**—A steady price basis for rolled oats obtains, the demand being active and some being supplied with all

the orders they can fill for some weeks to come. Cornmeal is showing an easier tendency, the lower corn prices being a factor, and temporary demand for corn-flour being somewhat less. The various substitutes are selling fairly well, although there is a reported quiet for some of the lines from time to time. The lists are generally without change.

Self-raising flour—		
3-lb. pkgs., doz. ....	2 90	2 90
6-lb. pkgs., doz. ....	5 70	5 70
Cornmeal, Buckeye. ....	6 00	6 25
Cornmeal, Gold Dust. ....	6 00	6 40
Cornmeal (bolted). ....	4 65	4 65
Barley, pearl. ....	6 25	7 30
Barley, pot, 98 lbs. ....	4 75	5 30
Barley (roasted). ....	7 50	7 50
Barley flour, 98 lbs. ....	5 25	4 75
Buckwheat flour, 98 lbs. ....	9 50	9 50
Cornflour, white (2 bags). ....	10 20	10 20
Do., bags. ....	6 75	6 75
Cornflour (standard), (2 bags). ....	9 20	9 20
Do., bags. ....	5 00	5 50
Rice flour. ....	8 75	9 00
Oat flour (2 bags). ....	12 10	12 10
Do., bags. ....	5 75	5 75
Hominy grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	7 50	8 00
Graham flour. ....	5 80	6 75
Oatmeal (standard-granulated and fine) ....		
Peas, Canadian, boiling, bush. ....	4 95	5 50
Split peas. ....	8 25	8 25
Rolled oats, 90-lb. bags. ....	4 95	5 15
Rolled oats (family pack.), case. ....		
5 40	5 60	5 75
Oatmeal (packages) fine cut. ....	5 70	5 70
Rolled oats (small size), case. ....		
2 00	2 05	2 12½
Rolled wheat (100-lb. bbls.) ....	6 75	8 00
Rye flour (Can.), 98 lbs. ....	6 05	7 00

Do. (American), 98 lbs. ....	6 85
Tapioca flour lb. ....	0 15

**Much Flour is Milled;**  
**Feeds Absorbed**

**Montreal.**  
**FLOUR AND FEEDS.**—The millers could handle more local business than is passing at present. The position is steady and unchanged, with export business active, where millers are catering to this class of demand. Feeds are firm under continued strong demand. So long as shorts and bran are priced favorably in relation to other feeds the use of them will continue heavy, and this is the position with regard to these two lines. They are very firm, and used up as fast as the millers' supplies are available.

Wheat Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track. ....	11 40	11 40
Straight car lots on track. ....	11 30	11 30
(minimum 50,000 lbs. on track) ....	11 30	11 30
Add 10c for delivery for car lots. ....		
Add 20c for delivery for small lots. ....		
Bran, per ton, car lots on track. ....	37 25	37 25
Shorts, car lots on track. ....	42 25	42 25
Crushed oats. ....	61 00	72 00
Barley meal. ....	58 00	66 00
Barley chop. ....	58 00	64 00
Gluten feed (23% protein)—		
F.O.B. Cardinal. ....	62 00	62 00
F.O.B. Ft. William. ....	60 00	60 00
Feed oats, per bushel. ....	1 05	1 05
Shorts and bran delivered in Montreal \$1.00 per ton extra.		

**ONTARIO MARKETS**

**TORONTO, November 6.**—Higher prices on raisins, apricots and other dried fruits are generally being adopted owing to scarcity developing in these lines. Dome lead and sal soda have joined the list of goods to reach higher levels. Business has been affected to quite an extent by epidemic of sickness but improvement is noted this week.

**Sugar Outlook**  
**Not Much Better**

**Toronto.**  
**SUGAR.**—Some refiners report increased shipments of sugar during the past week, and these will undoubtedly help out the situation to some extent. However, sugar is by no means plentiful, and any which comes to the city is quickly absorbed. The epidemic of sickness which has prevailed for the last two or three weeks curtailed the demand to some extent, and for this reason shortage of sugar has not been felt so keenly. However, the new crop is not likely to be available much before January, and this being the case offerings during December may be mighty light. No change in the quotations for the week are noticeable.

Atlantic, extra granulated. ....	9 79
St. Lawrence, extra granulated. ....	9 79
Acadia Sugar Refinery, extra granulated. ....	9 79
Can. Sugar Refinery, extra granulated. ....	9 04
Dom. Sugar Refinery, extra granulated. ....	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance: 10-lb. gunnies, 40c advance: 5-lb. cartons, 50c advance: 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance: 10-lb. gunnies, 50c advance: 5-lb. gunnies, 60c advance: 5-lb. cartons, 60c advance: 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100	

lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

**Dome Lead Goes**  
**Higher, Other Lines**

**Toronto.**  
**DOMEL LEAD.**—Higher prices are out on James Dome lead, quotations which are now being made to the trade on the 6s being \$2.90 per gross, and on the 2s, \$3.00 per gross.

Sal soda has also registered an advance, selling at 15 cents per pound in bulk.

Babbitt's cleanser, 50s now takes a selling price of \$3.10; Babbitt's 1776 soap powder, 100s, is up to \$5.65; Babbitt's Kosher cleanser, 50s, \$3.10; Babbitt's pure lye, 48s, \$5.95.

**Molasses Selling;**  
**Syrups Steady**

**Toronto.**  
**MOLASSES, SYRUPS.**—Stocks of bulk molasses are considered very fair, but that in containers is becoming rather scarce. However, so far the trade has been taken care of, and although the demand is very good, no immediate shortage is looked for. Prices have held firm, and dealers are cleaning up on small sizes, namely 1½s and 2s, as when present stocks are exhausted they will be unable to replace them. There is nothing new to report in regard to

**OTHERS ARE DOING THE FIGHTING. HELP BY DOING THE BUYING.**

syrops. The demand keeps up remarkably well, and as far as prices are concerned there is nothing new to report. The market on corn seems to be just a little unsettled at the present time, and one hardly knows which way the prices will shift. Until a steadier basis is arrived at, or some marked change from the present figures is made, no change in the corn syrup is looked for.

<b>Corn Syrups—</b>		
Barrels, Crown or Bee Hive, per lb.	0 07 1/4	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, 1/2 doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 80	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, 1/2 doz. in case	5 60	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, lb.	0 07 1/2	0 08
Cases, 2-lb. tins, 2 doz. in case		7 00
<b>Molasses—</b>		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1 1/2, 48s		6 95

*Trade in Canned Goods Quite Normal*

**Toronto.** **CANNED GOODS.**—Trade seems to be following along normal lines, and a very good movement to the retail trade is in progress. Dealers are showing a disposition to take into stock what they will require for some little time and it is expected that a fairly big drive will be made on canned goods when the scarcity of dried fruits becomes apparent. In the meantime quotations range at unchanged levels and business generally is considered very satisfactory.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

<b>Salmon—</b>		
Soakeys, 1s, doz.	4 00	4 50
Soakeys, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		3 75
Pitchards, 1-lb. talls, doz.		2 15
<b>Canned Vegetables—</b>		
Beets, 2s	1 90	2 30
Tomatoes, 2 1/2s	1 80	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 20	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35

Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s		2 87 1/2
Pears, 2s		2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz.	3 40	3 46
<b>Jams—</b>		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

*Raisins Higher, Other Lines Too*

**Toronto.** **DRIED FRUITS.**—Stiffer prices are noticed on raisins during the week. In fact practically all dried fruits show a tendency to stiffen up somewhat in price. It is understood that the United States Food Administration has lifted the embargo on dates and supplies now in bond, New York, will be permitted to come through. There seems to be some uncertainty as to whether these will arrive in time for Christmas or not, but the hope is expressed that deliveries will be forthcoming at an early date. The range of quotations which is now prevailing is given herewith:

Apples, evaporated, Ontario	0 18	0 20
Do., do., New	0 16 1/2	0 16 1/2
Apricots, unpitted	0 16 1/2	0 16 1/2
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 22 1/2	0 26
<b>Candied Peels, American—</b>		
Lemon	0 43 1/2	0 43 1/2
Orange	0 45 1/2	0 45 1/2
Citron	0 53	0 53
<b>Currants—</b>		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
<b>Dates—</b>		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Bromedary dates, 3 doz. in case	7 50	7 75
<b>Figs—</b>		
Tava, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
<b>Prunes—</b>		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 15 1/2	0 15 1/2
60-70s, per lb.	0 14 1/2	0 14 1/2
70-80s, per lb.	0 13 1/2	0 13 1/2
80-90s, per lb.	0 12 1/2	0 12 1/2
90-100s, per lb.	0 12 1/2	0 12 1/2
100-120s	0 10 1/4	0 10 1/4
<b>Peaches—</b>		
Standard, 25-lb. box, peeled	0 24	0 24
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes	0 22 1/2	0 22 1/2
Extra choice, 25-lb. box, peeled	0 26	0 26
<b>Raisins—</b>		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets	0 16	0 16
Seedless, 16-oz. packets	0 16	0 16
Seedless, Thompson's, 25s	0 16	0 16
Do., Bakers, Thompson's, 50s	0 17 1/2	0 18
1 Crown Muscatels, floated, 50s		0 14

*Teas Steady, Only Fair Movement*

**Toronto.** **TEAS.**—Reports from the other side indicate that some improvement in the market situation is to be noticed. Latest advices indicate that important quantities of tea are being sent from the

Pacific coast to New York where they will be available in the event of peace for export business to Europe. What the trend of the market will be after the war, it is just a little uncertain to say, but in the opinion of one of the largest tea distributors operating in Great Britain, tea will undergo a sharp advance. The reason assigned for this opinion is that warring nations will be eager to secure tea and will absorb enormous quantities, so that higher prices are almost bound to result. The situation locally is without any special feature. There is some tea moving, but this does not represent a very big total.

<b>Ceylon and India—</b>		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
<b>Javas—</b>		
Broken Pekoes	0 45	0 48
<b>Japans and Chinas—</b>		
Early pickings, Japans		0 60
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

*Firm Situation Continues in Coffee*

**Toronto.** **COFFEE.**—Conditions generally are very much the same as regards coffee. The market is undoubtedly very firm and no recession from present values is looked for. Stocks are sufficient to take care of the immediate requirements of the trade and what the future may bring forth is still an uncertain quantity. Rideau Hall coffee, in half pound tins, is now quoted at \$2.90 per dozen, and in 1-lb. tins, 45c per pound.

<b>Coffee—</b>		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.		0 25
<b>Cocoa—</b>		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

*Spices Unchanged; Situation Unsettled*

**Toronto.** **SPICES.**—There has been no change recorded during the week but reports from primary points indicate rather an unsettled market. Peace talk seems to have had a rather disturbing influence though this is not shown in any sensational rises or declines. Locally the demand is fairly good.

		<b>Per lb.</b>
Allspice	0 18	0 26
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
<b>Herbs—sage, thyme, parsley, mint, savory, marjoram</b>		
	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 23	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35

**HELP BUY THE TICKET TO BERLIN WITH VICTORY BONDS.**

Caraway seed, whole	0 90	1 00
Tumeric	.....	0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test	.....	.....
2-oz. packages, doz.	2 00	.....
4-oz. packages, doz.	3 50	.....
8 oz. tins, doz.	6 75	6 89
Tartarine, barrels, lb.	.....	0 21
Do., 8 oz., doz.	1 75	.....
Do., 16 oz., doz.	3 25	.....

**Shelled Walnuts Grow Scarce; Almonds Quiet**

**Toronto.**  
**NUTS.**—Indications are that shelled walnuts are going to be scarce. There are no new crop coming out of France, and no indication of any this year at least. Greater dependence is being placed on Manchurian walnuts and these are selling, February delivery, around 60 to 65 for ½s, with broken about 5c less. Budded California walnuts in the shell are being offered at around 45c. Reports from points of production show an easier feeling in new crop almonds, but this has not yet been reflected here nor is it likely to be for some little time. Filberts are being quoted around 35c to arrive about the end of the year, and at this figure are considered mighty good buy. Sales continue to be made along very good lines, and prices continue very firm. Application was recently made for licenses for pecans, but these were refused. Christmas trade is expected to show up very nicely and no scarcity is expected to develop prior to that time.

Almonds, Tarragonas, lb.	0 30	0 32
Chestnuts, Canadian, peck	2 50	2 75
Walnuts, Bordeaux	.....	.....
Walnuts, Grenoble, lb.	0 33	0 35
Walnuts, Manchurian, lb.	.....	.....
Filberts, lb.	0 24	0 25
Pecans, lb.	.....	.....
Peanuts, Jumbo, roasted	0 25	0 26
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 27
<b>Shelled—</b>		
Almonds, lb.	0 51	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.	.....	0 85

**New Developments Lacking in Beans**

**Toronto.**  
**BEANS.**—There has been no new development in the bean market this week. Prices are steady and reports seem to indicate rather a quiet tone. Range of quotations is given as follows:  
 Ontario, 1-lb. to 2-lb. pickers, bu. 6 50 6 75  
 Do., hand-picked 8 00  
 Can. White Kidney Beans, bush. 8 40 9 00  
 Japanese Kotosashi, per bush. 8 00  
 Rangoons, per bush. 6 00 6 50  
 Limas, per pound 0 17½ 0 19

**Rice To Remain High? The Outlook**

**Toronto.**  
**RICES.**—Quotations which are being offered by importers to-day are considered fairly high by buyers who point to the heavy crop of Japan rices as a factor which will have a tendency to bring prices down. However, the feeling prevails that very heavy shipments of rice are almost bound to go to Russia and Bulgaria and countries thereabouts which are starving and need food which can be transported to them quickly. The question of transportation is one which must always be taken into account in

bringing these goods across to Canada and importers seem to feel that with the heavy demand from other sources, and the difficulty in securing deliveries that prices will not decline any at all. The situation locally at the present time is without any special significance. Stocks are very good and the requirements of the trade are being met quite satisfactorily.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	.....	13 00
Do., Mujin, No. 1	.....	12 00
Do., Pakling	.....	11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

**Little Honey Moving; Maple Syrup**

**Toronto.**  
**HONEY, MAPLE SYRUP.**—There is no lively feature to the honey market. Prices rule with a very firm undertone and there is little interest manifest among the retail trade. Conditions affecting the market on maple syrup show no particular item of interest. Trade is normal and prices hold at unchanged levels.

<b>Honey—</b>		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29½
10-lb. tins	0 28	0 29
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	.....	3 00
<b>Maple Syrup—</b>		
No. 1, 10-lb. tins, 6 to case	.....	15 10
No. 2, 5-lb. tins, 12 to case	.....	17 10
No. 3, 2½-lb. tins, 24 to case	.....	18 50
No. 3, 32-oz. bottles, 24 to case	.....	16 70
Gallon tins, Imperial, per gal.	.....	2 25
5-gallon tins, Imperial, per tin	.....	10 50
Barrels, 25 or 40 Imp. gais., gal.	.....	2 00

**Grape Fruit Declines; Some Oranges Down**

**Toronto.**  
**FRUITS.**—Lower prices have been named on grape fruit. Stock coming to hand is in very good condition and moving forward to the trade quite readily. Florida oranges are lower but Valencias still range at high levels for any stock offering. Lemons are firm and apples are held at unchanged levels.

<b>Apples—</b>			
11-qt. basket	0 30	0 50	.....
Do., B.C. Crab, box	.....	1 75	.....
Do., B.C. McIntosh Reds, box	3 25	3 50	.....
Do., B.C. Jonathans, box	3 25	3 50	.....
Do., in Barrels, No. 1	.....	.....	No. 3
Kings	6 00	5 50	5 00
Greenings	5.00-5.50	4.50-5.00	3.25-4.25
Baldwins	5.00-5.50	4.50-5.00	3.25-4.25
Wealthys	5 00	4 50	4 00
Blenheims	5.00-5.50	4.50-5.00	4 00
Ribstons	5 00	4 50	4 00
Alexanders	5 00	4 50	4 00
Wolf River	5 00	4 50	4 00
St. Lawrence	5 00	4 50	4 00
Snows	6 50	6 00	.....
C. Pippin	5.00-5.50	4.50-5.00	3.25
Bananas, per lb.	.....	0 06½	0 07
Cranberries, bbls.	12 00	13 00	.....
Do., boxes (28-30 qts.)	.....	4 75	.....
<b>Grapes—</b>			
Do., Cal. Emperors, lugs (box)	3 50	4 00	.....
Do., Do., kegs	.....	8 50	.....
Do., Almeria	11 00	13 00	.....
<b>Grapefruit—</b>			
Florida, 36s, 46s	4 50	5 00	.....
Do., 54s, 64s, 72s, 80s	5 00	5 75	.....
Do., 96s	.....	5 75	.....
<b>Oranges—</b>			
<b>Valencias—</b>			
100s, 126s, 150s	.....	12 00	14 00
176s, 200s, 216s, 250s, 288s	.....	15 00	17 00

Florida, 126s, 150s, 176s, 200s.	.....	.....
216s, 250s, 288s	8 50	9 00
Lemons, Cal., case	11 00	14 00
Pears, Cal. Columbias, box	5 00	5 50
Pomegranates, ½ boxes	4 50	.....

**Potatoes Decline; Onions Go Lower**

**Toronto.**  
**VEGETABLES.**—A decline of 25c in Ontario potatoes is noted this week at \$1.75. Onions are also lower at \$2.25 per 100 pound bag and \$1.75 per 75 pound bag. Celery is easier, being quoted as low as \$3 to \$3.25 per crate.

Cabbage, Can., crate	.....	1 35
Do., do., doz.	0 75	0 90
Celery, Fancy Thedford, crates	3 50	4 50
Onions, Can. Yellow, 100-lb. bag	2 25	2 40
Peppers, green, basket	0 40	0 50
Potatoes, New Jersey sweet, ham-	.....	.....
per	.....	2 50
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag	.....	2 15
Quinces, 11s	.....	1 00

**Lower Prices to Come on Flour?**

**Toronto.**  
**FLOUR.**—A decline of 10c per barrel in flour, in addition to 10c drop brought about by change in bags last week is being talked of. It appears that stocks of flour are accumulating as purchases on British account have been deferred. Also there seems a possibility that lower prices in the States may be taken advantage of by the War Purchasing Commission unless mills here reduce their prices. The situation seems just a little uncertain as far as export business is concerned, but domestic trade will probably not be affected at all. Latest reports from Ottawa on the Food Board substitute order would indicate that there is a possibility of rolled oats being reinstated as a substitute in the Western provinces. No indication as to what may develop in the East is given out.

<b>FLOUR</b>	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 40 \$11 50

**Situation Steady in Mill Feeds**

**Toronto.**  
**MILL FEEDS.**—The market is steady and unchanged. The demand is maintained, a good volume of business being maintained.  
**MILL FEEDS—**

Bran, per ton	In carlots, track
Shorts, per ton	..... \$37 00
.....	..... 42 00

**Salt Package Revised; New Prices**

**Toronto.**  
**SALT.**—A revision in the size of package and method of packing is in progress and new prices are now being named to the trade. It is understood that after Monday next there will be three sizes only offered, a 3½-lb. bag packed 80 bags to the barrel, a 7-lb. bag packed 40 bags to the barrel, and a 14-lb. bag packed 20 bags to the barrel. Prices, though not completely worked out, will range around the following figures: 3½-lb. 80's, \$5.50 to \$5.65 per barrel; 7-lb. 40's, \$5.15 to \$5.25 per barrel; 14-lb. 20's, \$4.75 to \$4.85 per barrel.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 6.—The new crop California walnuts have arrived on the market and are listed at 40 cents; this is the highest opening price on record. Oranges are now \$16 and lemons \$14 and very scarce. Lowland potatoes \$40 and highland \$45. The cheese market is firmer at 27½c. Butter is firm but unchanged. While oleo has gone up to 35¾ lard is 33½. The new crop of beans seems to be of excellent quality and the returns large. The price for B.C. beans has dropped to 13c. Fresh eggs have gone up to 85c. The apple market is active.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 80
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	40 00
Potatoes, lowland	45 00
Potatoes, asheroft	0 33½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound	0 52
Butter, fresh made creamery, lb.	0 27½
Cheese, Canadian	0 35¾
Margarine	0 85
Eggs, new-laid, in cartons, doz.	16 00
Oranges, box	14 00
Lemons	5 25
New Cal. figs, 70 4-oz. pkgs.	0 30
Almonds	0 30
Brazils	0 30
Filberts	0 25
Cal. Walnuts	0 25
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	1 00
Charge for roasting, per sack	1 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 6.—Flour is down 10c barrel. Rolled oats, 80's remain at \$4.80, but smaller sizes are advanced slightly. Rye flour is now \$10.80, cornmeal \$11; cheese, large, 27c and 28c; new laid eggs \$16; storage \$15 to \$15.50. Fanshine advanced 40c case. Squirrel peanut butter 1's dropped 20c dozen. There are many different quotations on evaporated fruits, quite a few advances being recorded. Campbell's tomato soups are quoted at \$7.40 to arrive. There are no stocks of oranges or lemons. Local potatoes \$30 a ton. Standard peas \$3.50 per case.

Beans, small, ivory, lb.	0 07½ 0 09
Beans, Kootenashi	14 00
Flour, 98s, per bbl.	10 85
Rye flour, 49s, per bbl.	10 80
Cornmeal, 24s, per bbl.	11 00

Rolled oats, 80s	4 80
Rice, Siam, cwt.	9 75 11 25
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large	0 27 0 28
Butter, creamery, lb.	0 49 0 40
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 90
Eggs, new-laid, case	16 00
Eggs, No. 1 storage, case	15 00 15 50
Candied peel, lemon, lb.	0 34½
Do., orange, lb.	0 36½
Do., citron, lb.	0 39½
Tomatoes, 2½s, stand. case, spot	3 95 4 00
Corn, 2s, case	4 95 5 00
Peas, 2s, standard case	3 50 3 50
Apples, gals., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	8 50 8 50
Raspberries, 2s, Ontario, case	8 50 8 75
Cherries, 2s, red, pitted	6 40 6 40
Apples, evaporated, 50s, lb.	0 21 0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75 4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	30 00 30 00
Do., halves	12 00 12 00
Potatoes, per ton	30 00 30 00
Oranges, Valencias, case	7 50 8 00
Lemons, case	7 50 8 00
Grapefruit	7 50 8 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Nov. 6.—The National Fish Day in Regina was a big success, merchants reporting considerable increase in fish sales, particularly in flat fish. Ontario pears, 11-quart baskets, selling from \$1.50 to \$1.60. There are no lemons in the city at present though a car is on the way. California grapes 25 pounds \$4.50; Ontario Concords are 55c per six-quart basket. Washington celery is 10c. B.C. onions are quoted at \$69 per ton. Vegetables are: cabbage 3c; squash 3½c; beets 3c; turnips 2½c; parsnips 4c; carrots 2½c. Eggs continue scarce as price mounts.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	5 57½
Flour, standard, 98s	0 75
Molasses, New Orleans, gal.	4 85
Rolled oats, bails	9 25
Rice, Siam, cwt.	0 12½
Sago, lb.	0 15
Tapioca, lb.	10 69
Sugar, pure cane, gran., cwt.	0 27½ 0 28
Cheese, No. 1 Ontario, large	0 50 0 50
Butter, creamery	18 40 18 40
Lard, pure, 3s, per case	0 47½
Bacon, lb.	0 45
Eggs, new-laid	5 75 5 75
Pineapples, case	4 50 4 50
Tomatoes, 3s, standard case	4 85 4 85
Corn, 2s, standard case	3 60 3 60
Peas, 2s, standard case	2 40 2 75
Apples, gal., Ontario	0 19½
Apples, evaporated, per lb.	8 50 8 50
Strawberries, 2s, Ont., case	8 70 8 70
Raspberries, 2s, Ont., case	4 65 4 65
Peaches, 2s, Ontario, case	3 40 3 40
Plums, 2s, case	18 00 18 00
Salmon, finest Sockeye, tall, case	9 25 9 25
Salmon, pink, tall, case	40 75 41 00
Pork, American clear, per bbl.	69 00 69 00
Onions, ton	1 00 1 00
Potatoes, bushel	2 50 2 25
Apples, Washington, box	4 00 4 00
Pears, Washington, box	7 50 8 00
Grapefruit	7 50 8 00
Cranberries, bbl.	15 00 15 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 6.—With the exception of raisins and prunes the market already shows a decided shortage of dried fruits, and there is a prospect of famine by Christmas. Evaporated peaches are entirely gone and are not quoted. Evaporated apples on the other hand show a decline to 17c and 17½c. Flour quoted at 10c advance, making it \$12.80. Cheese is higher at 29c to 29½c. Fresh eggs are 60c, case 53 to 55c. Breakfast bacon 38c to 40c. Tub butter is higher, 43c to 44c. Potatoes firm at \$3.50 to \$3.75. Lemons are quoted at \$13 to \$14. Oranges \$10 to \$15. Grapefruit is lower, 6.50 to 7. No more California peaches are offering.

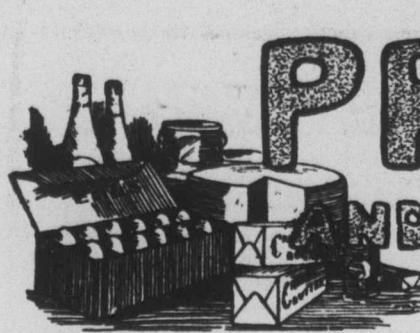
ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 80
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B. twins	0 29 0 29½
Eggs, fresh, doz.	0 60 0 60
Eggs, case	0 53 0 55
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 48 0 50
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 43 0 44
Margarine	0 30 0 32
Lard, pure, lb.	0 35 0 35½
Lard, compound	0 28 0 28½
American clear pork	56 00 64 00
Beef, corned, 1s	4 90 4 90
Tomatoes, 3s, standard, case	6 20 6 20
Raspberries, 2s, Ont. case	6 00 6 00
Peaches, 2s, standard case	4 90 4 90
Corn, 2s, standard case	3 30 3 30
Peas, standard case	4 00 4 00
Apples, gal., N.B., doz.	6 29 6 29
Strawberries, 2s, Ont., case	15 00 15 00
Salmon, Red, spring, cases	11 00 11 00
Pinks	14 00 14 00
Cohoos	8 50 8 50
Chums	0 17 0 17½
Evaporated apples, per lb.	0 22 0 23
Peaches, per lb.	3 50 3 75
Potatoes—	
Natives, per bbl.	1 90 2 10
Onions, Can., 75-lb. bags	13 00 14 00
Lemons, Cal., Messina	10 00 15 00
Oranges, Cal., case	6 50 7 00
Grapefruit, case	0 07 0 07
Bananas, per lb.	2 00 5 00
Apples, N.S.	

## CAMPBELL MILLING CO., TORONTO, ENLARGE PLANT

The Campbell Milling Company, Toronto, are enlarging their premises by the erection of a terminal elevator of 350,000 bushel capacity. The building is of reinforced concrete construction, and the estimated cost of the improvements will be \$130,000. The elevator will be under the charge of a government weighmaster. It is expected that the building will be ready about the middle of December.

INVEST IN YOUR CAUSE, THE COUNTRY YOU LOVE, THE PEOPLE YOU KNOW.



# PRODUCE



# PROVISIONS

## Eliminating Losses from Book Credits

Levesque's Market Watches Credits Closely—Doing This Eliminates Danger of Loss—  
Treat All on Same Basis—Overhead Greatly Increased Through Delivery—Can  
This Be Reduced—Making Unique Winning Displays

**A**MONG the advocates of credit, many thousands will agree that 30 days is the limit that should be tolerated by a retail store. There are more merchants won over to this idea to-day than could be lined up to this method, say ten years ago.

Jos. Levesque, Jr., who conducts a live provision business at 388 Victoria Avenue, Westmount, stated to CANADIAN GROCER that his losses from book accounts were very small. So well have the accounts been handled, according to Mr. Levesque, that they have not lost, probably more than \$100 in the past two years.

In following this up, it was pointed out that credit was given only for a very limited period. The man who ran an account this month must pay up promptly, else he was given no further extension until he did.

### All Treated Alike.

When a party wants credit at the Levesque store he has to bear investigation. His ability to pay is ascertained, and if satisfactory an account will be opened. But if he fails to pay when agreed upon the account is closed. All are treated alike and it matters not, Mr. Levesque said, whether the customer was a titled individual or not.

This was a condition where money counted and not title.

### Advantage of Select List.

There is surely an advantage in exercising the greatest care in giving credit. If there be any virtue in this custom is surely that of choosing those to whom the privilege of a monthly account may be extended. And the surest way next to that of giving no credit at all, is to choose carefully those who shall be so served. It is a matter of straight business and if the man asking this favor is offended because he is asked for references, his trade is better left with one's competitor.

In a well-to-do district, and especially if one has known his section of a town or city long enough, it is possible very often to make connections in giving credit that lend prestige to the business. So serious a problem is it that the most

careful and thorough investigations will be necessary, and after this prompt collections should be rigidly adhered to. The sooner the policy of the provisioner is known by the customer the better will be the understanding on both sides.

### Trebling Fish Sales.

Mr. Levesque has a good fish trade. This has increased threefold in the past year. Asked regarding this development Mr. Levesque intimated that it was due to the wider publicity given the use of fish and very largely to the fact that they sold mostly fresh fish. It was not the easiest thing to maintain a stock of this, but to do so made for a steadier trade and a more satisfied customer. When the grocer and the provisioner takes care to prevent any tainted fish reaching his customer, he will find sales increasing and patrons more confiding. From a glance at the fish department in this store it is evident that the above policy has been strictly adhered to.

### Interior and Windows.

In a general way the interior of the Levesque Market is inviting. It is clean and attractive. What is more important than this in the place to which a woman must go to buy that which she is soon to prepare for dinner?

Crushed ice makes a bed for the fresh fish of the store and a nice tempting array of various fish greets the eye. A glass-fronted case is used so that the ice may rest against this. There also is a narrow glass top, the back being open and permitting easy access by the salesman. At this store a special fish man is in charge, this work being under his particular care. If sales can be maintained on the above increased rate of increase this should be a wise arrangement.

Price tickets are freely used. This applies alike to the interior and the window displays. Cards, descriptive of the various items are neatly lettered and placed attractively. All these are work of a brother of Mr. Levesque, and the store has many of these announcements about the walls, the cost being merely that for cards and ink.

### Special Windows Made.

As in the case of interior displays, the store windows are not overlooked, but are wisely used at all times. They are made attractive. They are used to advantage in appealing to the pedestrian traffic passing the store. Situated near a tramway transfer point, where hundreds of people pass on their way to the large residential section of Westmount, it is well worth serious effort to make strong displays. They are not difficult to make. True, they take time. Care must be exercised and the work assigned someone who will do it well, and with a view to making it "pull." Meats and vegetables can be used in this way, although displays have to be frequently changed. The very nature of the goods demands that this be done.

In a recent window a special showing of suitable Thanksgiving meats and poultry was arranged. It was a unique display. It was compelling in its general make-up and a window that few would take the trouble to arrange.

### Live Stock Used.

The background was made up of evergreen. This was procured fresh and kept in condition for several days. It was placed at the back of the window and fastened sufficiently to keep it where placed. From a friendly hardware store a large lithographed cut-out was borrowed. This depicted a hunter going out for game with his gun slung over the shoulder.

In the foreground an iron pot on tripod formed the central scene. All about the window, on the floor thereof, a live duck, a rabbit, guinea hen, turkey, goat, etc., were allowed to run, evergreen also being used here. The goat being as active as the proverbial Billy, was tethered safely to prevent a rush on the large plate glass. His presence served to make the window scene a finished one, however, and altogether this ingenious window denoted the resourcefulness of the management in setting before the pedestrian traffic, such a unique display. Suitable cards referred to the window display as a Thanksgiving one, and being shown several days before the coming of the

**IF THE BOYS ARE WILLING TO DIE FOR IT, WE SHOULD BE READY TO BUY FOR IT.**

festive day, it was timely and suggestive.

The display referred to is but one of the many used by the Levesque market. Other ingenious displays are used frequently.

#### The Delivery Evil.

As with many others, Mr. Levesque has found the delivery cost to be disappointingly high. It comes from the attitude and demand of a thoughtless public. The woman who has never given serious thought to the cost of delivering her 15 cents worth of beefsteak, a head of cabbage or a pound of butter, has in-

deed been responsible for the mounting cost of the goods a dealer is selling. When this condition will be righted none can say. Mr. Levesque feels that merchants ought to get together, and hold together better, to the end that their overhead costs for delivering goods may be reduced. A great deal of the trouble arises because some call up and insist upon a special delivery—after the regular deliveries have been made.

Some time ago the Cash and Carry idea was introduced. It worked very well for a time. Those having deliveries

made soon became inconsiderate—in many cases at least, and insisted that they ought to have the lowest prices. They thought they ought to pay no more for what they bought than the party who took his goods along with him. It was a case of either meet their wishes—unreasonable as they were, or lose considerable business. It is a big problem and one that many merchants would like to have solved. The need of closer co-operation, Mr. Levesque thought, was apparent. To more unitedly press the dealer's rights was a timely consideration which ought to be taken up by the trade.

## National Fish Day Was Great Success

General Expression From Trade Encouraging—Future Development of This Idea Will Be Great—Use of Fish More General Than Ever—Fish Men Gather to Discuss Future and Food Controller Encourages Plans

"SOME of the retailers worked overnight to prepare for the business that they expected on Thursday last, National Fish Day. Another stated that his supplies were exhausted by noon of this day."

The above words of J. A. Paulhus, who originated the idea of National Fish Day three years ago, were spoken to CANADIAN GROCER this week. That this sizes up the situation for a great part of the fish trade in Montreal is borne out by the retailers themselves, and some of them are more than enthusiastic regarding the future of the day. It is apparently here to stay. And, as Mr. Paulhus further pointed out, reports from Toronto, Ottawa and other centres are also encouraging. It would seem to indicate that the good work that has been undertaken by the Canada Food Board, the publicity of the press and the interest of the trade generally in the development of their fish departments, is destined to bear real fruit.

#### Actual Results

That two stores should report the biggest fish sales in one day which they have ever had, and others should suggest this increase in their expressions of the value of National Fish Day, is indisputable proof that publicity can do much to develop new business. The Canadian grocery trade has a big development in store for it from the standpoint of fish selling. It is but a matter of going into the matter thoroughly and carefully; of laying plans for the handling of a trade that will prove profitable and interesting. For, from many quarters come encouraging reports as to what changes for the better, have come over the buying public.

#### 1,000 Customers Here

The Montreal Public Market had a great day. H. P. D'Orsonnens, of this store, and where "cash and carry" are used altogether, stated to CANADIAN GROCER that they had served 1,000



J. A. PAULHUS,

who originated the idea of a national fish day.

customers. Not only this, but they had been able to record the biggest single fish day that they ever had. It was very successful.

In asking as to the methods that had contributed to this unusual success, Mr. D'Orsonnens stated that their displays had been an important part of the publicity that had brought the business. Care was taken to make these and the results justified the time spent in preparing them. A seal had been secured and placed in the middle of the window. This served to attract attention. Cauliflower, radishes, lemons, parsley, greens and other fresh vegetables were used profusely to brighten up the displayed fish in the remaining space. Passersby came into the store in large numbers, and the suggested dinner of fish on the cards and lettering right on the glass of the window brought definite and immediate results.

#### Publicity Helped Much

One of the biggest factors in creating demand was that of the space given to the use of fish on Fish Day by the daily press. The appropriate advertising of the trade helped too. The public was interested days before in the observance of the day, when it came, and one of the best features of sales is that all grades and varieties of fish shared in the turnover of the various stores. The government has been conducting a steady and consistent campaign in the use of fish; large posters have been distributed from time to time, and in all, the wide publicity given the use of fish has created excellent demand.

#### Experience of Big Store

Stanford's, Limited, had a very successful day. "It was a big success with us and reports are the same from everywhere," said Mr. Stanford to CANADIAN GROCER. "All seemed to feel that it was a duty to eat fish."

One of the best indications was referred to by Mr. Stanford when he stated that the business of their fish department on Friday—the day following National Fish Day, seemed to be just as active as it was usually. In fact Friday's business was big. "It was bigger than any fish day we have had," Mr. Stanford said. And he is of the opinion that National Fish Day is here to stay and that good use of it can be made each year, with an increasing business to those that go after it. In fact, as expressed by another, it would seem possible to develop the idea so as to make a full week of it, and to thus increase sales greatly. It is just a matter of awakening interest on the part of the public.

In the matter of sales, the high-priced salmon and halibut did not hold the boards as they have in the past. Many are coming to know that they can get good value in other fish, and the demand

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SAVE FOR VICTORY BY BUYING VICTORY BONDS.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**P** RICES on creamery butter show an advance of 1 cent per pound during the week. The Government commandeering order taking fresh-made creamery expires the end of the week, and speculation as to how prices may turn is being indulged in. The feeling prevails that sharp advances may be recorded, and if this develops it is intimated that dealers may work on storage stocks to a greater extent than usual.

Eggs are also up 1c per dozen on storage stock. Supplies are very fair, but there is little offering in new laid, and prices rule high though unchanged. Retail profits have been determined by the United States Food Administration, and whether a set amount will be named in Canada along similar lines is now interesting the trade.

Lard is very much firmer, an advance of 1/2c per pound being recorded in some quarters, with indications that the market will rule with a very strong undertone for some time to come. Sales are very heavy, and difficulty in keeping up with orders is being experienced—most certainly no surplus is being accumulated.

Poultry prices generally are lower. These apply to geese, turkeys, hens and chickens. Quality of arrivals is none too good, but will, it is thought, show improvement.

## Few Hogs Come, Prices Unchanged

Montreal.

**PROVISIONS.**—Hogs hold at the same prices as obtained last week, when most sales were made at \$18. This was for good stock, the poorer grades selling for less money. Receipts were comparatively small.

Provisions are somewhat slower, for roast meats especially. Bacon and hams are steady and sell very well these days. They are without change.

<b>Hogs, Dressed—</b>		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.		24 50
Hogs, live	17 50	18 00
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
<b>Bacon—</b>		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
<b>Bacon—</b>		
Breakfast, per lb.	0 43 1/2	0 44
Roll, per lb.	0 33 1/2	0 34 1/2
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots.	0 29	0 29 1/2
Long clear bacon, small lots.	0 29 1/2	0 30
Fat backs, lb.	0 29 1/2	0 30
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)		\$56 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)		56 00
Heavy mess pork (bbl.)		53 00
Bean pork (bbl.)		52 00

## Sale for Lard on Held Basis

Montreal.

**LARD.**—There is a steady and satisfactory demand for lard. Supplies are satisfactory, and the price is without change, tierce basis bring 32 cents per pound. The usual differentials apply for various sizes.

## Lard, pure— Price is Maintained for Shortening

Montreal.

**SHORTENING.**—At steady prices, and with undertone steadily firm, sales of shortening are maintained. There is ample supply for the immediate requirements of the trade, but no great surplus is reported.

<b>Shortening—</b>		
Tierces, 400 lbs., per lb.	0 26 1/2	0 26 3/4
Tubs, 50 lbs.	0 27	0 27 1/4
Pails, 20 lbs., per lb.	0 27 1/4	0 27 1/2
Bricks, 1 lb., per lb.	0 28 3/4	0 28 1/2

## Margarine 34c-36c, in Good Demand

Montreal.

**MARGARINE.**—The undertone on this is still firm. Prices for the best grades are as high as 3 cents and supplies are in steady demand from all quarters. There is no indication of any immediate decline in prices, tendencies really being the other way.

<b>Margarine—</b>		
Prints, according to quality, lb.	0 34	0 36
Tubs, according to quality, lb.		0 30

## Creamery Butter Firm and Active

Montreal.

**BUTTER.**—Butter prices rule firm and there is a steady and continued demand from the trade. Supplies are taken from storage stocks, of course, and some are of the opinion that the near future will see a slight increase of price. The government's order regarding the taking of supplies now made, expires with the present week, and some change in the position may then be recorded.

<b>Butter—</b>		
Creamery prints (storage)	0 50	0 51
Creamery solids (fresh made)	0 50	0 50
Dairy prints, choice		0 44
Dairy, in tubs, choice		0 42

## Cheese Moves Up, Demand Active

Montreal.

**CHEESE.**—An advance of half a cent for cheese is recorded in local markets. Some are asking even one cent more for triplets. This is the direct result of recent high prices asked in the country by the producer. The demand is seasonably satisfactory.

<b>Cheese—</b>		
Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.	0 27 1/2	0 28
Stilton, per lb.		0 29
ancy, old cheese, per lb.	0 29	0 30

## Select Eggs Firmer, Few New-laid

Montreal.

**EGGS.**—Prices have advanced about one cent for selects and for number one. This is a direct result of the heavy demand and is also due to the scarcity of new-laid, and for which the sale has continued to exceed supplies. It is unlikely that there will be anything but an advancing market for fresh eggs. Demand does not seem to have been materially affected because of high prices.

New laid		0 70
Selects	0 53	0 54
No. 1	0 49	0 50
No. 2		0 47

## Poultry Sells Well, Grades Inferior

Montreal.

**POULTRY.**—With demand well maintained and the consumer anxious for the better grades, prices hold without change. It is probable that there may be an easing of prices, however, for the receipts have increased. It is the inclination of buyers to refuse poor stock, and if this is bought at all, the same is graded at prices considerably less than those obtaining for matured and fattened grades.

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
<b>DUCKS—</b>		
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

## Mapelque Oysters \$15; B. C. Salmon 26c

Montreal.

**FISH.**—Oysters are arriving and selling well. Malpeque shell oysters are selling at \$15 per barrel. There is a good active demand for most kinds of fish and last week was one of the best ever.

B. C. Salmon, fresh, are down 1 cent. Pike are firmer, as are also dorset. Western halibut has firmed about one cent and perch and eels are up about the same. In smoked fish, herrings are advanced

TRUST IN FOCH, AND KEEP ON BUYING BONDS.

one cent. Strip cod is higher, while lobsters and shrimps are lower.

**SMOKED FISH.**

Haddies (fresh cured) .....	0 15	0 16
Haddies, fillet .....	0 18	0 19
Smoked herrings (med.) per box	0 25	0 26
Smoked cod .....	0 15	0 15
Bloaters, per box 60/100 .....	2 00	2 50
Kippers, per box 40/50 .....	2 50	3 25

**SALTED AND PICKLED FISH.**

Haddock (per bbl.), 200 lbs. ....	16 00	
Herring (Labrador), per bbl. ....	14 50	15 00
Herring (Labrador), 1/2 bbls. ....	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl. ....	27 00	28 00
Do., tierces .....		38 00
Salmon (B.C. Red) .....		26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (1/2 bbls.) .....	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.) .....		22 00
Mackerel, No. 1, per bbl. ....		32 00
Mackerel (1/2 bbl.) .....		16 50
Codfish (skinless), 100-lb. box.		16 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), blks. "Ivory"		
Brand, lb. ....	0 16	
Codfish, boneless, lb. (according		
to package) .....	0 16	0 20
Codfish, shredded, 12-lb. box ..		2 50
Eels, salted .....	0 11	0 12
Pickled turbot, new, bbls. ....	17 00	18 00
Do., half barrels .....	7 50	8 50
Cod, boneless (20-lb. boxes), as		
to grade .....	0 14	0 18
Cod, strip (30-lb. boxes) .....		0 20
Cod, dry (bundles) .....		16 00

**SHRIMPS, LOBSTERS, OYSTERS**

Lobsters, medium and large, lb. ....	0 55	
Prawns, lb. ....	0 40	
Shrimps, lb. ....	0 35	
Scallops, per gallon .....	4 00	
Oysters—		
Malpeque shell (bbl.) .....	15 00	
Malpeque, ordinary (11) .....	12 00	
Bontouche, best .....	12 00	
Ordinary, No. 1, gal. ....	2 75	
Cape Cod shell oysters, bbl. ....	14 00	16 00
5 gal. (wine) cans .....	13 75	
1 gal. (wine) cans .....	2 60	
3 gal. (wine) cans .....	7 50	
Oyster pails (pints), 100 .....	1 50	
Oyster pails (quarts), 100 .....	2 10	
Clams, med., bbl. ....	9 00	

**FRESH FROZEN SEA FISH**

Herring, large sea, lb. ....	0 09	0 10
Herring, frozen, lake, lb. ....	0 07	0 09
Halibut .....	0 23	0 24
Halibut (medium) .....		0 24
Haddock .....	0 08	0 09
Mackerel .....	0 15	0 16
Cod—Toms, bbl. ....		4 00
Cod Steak, fancy, lb. ....	0 11	0 12
Salmon, red .....	0 20	0 23
Salmon, pale .....	0 15	0 16
Salmon, Gaspe .....	0 25	0 26
Swordfish .....	0 21	0 22

**FRESH FROZEN LAKE FISH**

Pike, lb. ....	0 11 1/2	0 12
Perch .....	0 12 1/2	0 13
Whitefish, lb. ....	0 15	0 16
Whitefish (small) .....	0 09 1/2	0 10 1/2
Lake trout .....	0 19	0 20
Eels, lb. ....		0 12
Doree .....	0 15 1/2	0 16

**FRESH FISH**

Haddock .....	0 09	0 10
Steak cod .....	0 11	0 12
Market cod .....	0 07	0 08
Carp .....	0 09	0 10
Dore .....	0 19	0 20
Lake trout .....	0 19	0 20
Brook trout .....		0 45
Pike .....	0 12	0 13
B. C. Salmon .....	0 25	0 26
Salmon (Gaspe) .....	0 27	0 28
Gaspereaux, lb. ....		0 06
Western Halibut .....	0 25	0 26
Easter Halibut (chicken) .....		0 23
Eastern Halibut (med.) .....		0 26
Flounders .....	0 08	0 10
Perch .....		0 10
Bullheads .....		0 15
Whitefish .....	0 19	0 20
Whitefish (small) .....	0 09 1/2	0 12
Eels .....		0 16
Mackerel, lb. ....	0 15	0 16
Smelts, No. 1 .....	0 17	0 18
Smelts, No. 2 .....	0 11	0 12
Smelts, No. 2 .....	0 12	0 13
Shad .....	0 15	0 16
Swordfish .....		0 25

**Hogs Uncertain; Meats Unchanged**

**Toronto.**  
**PROVISIONS.**—An uncertain tone seems to be in evidence on live hogs. This was noted last week and is again to the fore this week. Buyers quoting \$17.75 to \$18.00 per cwt. fed and watered with the latter basis quite general. The run is very fair but is not expected to reach quite the totals which had been figured on.

There have been no changes made in dressed meats. Prices are very firm and are expected to continue that way under influence of good demand. Range of quotations follows:

**PROVISIONS—Live hogs are again**

<b>Hams—</b>		
Medium .....	0 38	0 39
Large, per lb. ....	0 34	0 35
<b>Bacon—</b>		
Plain .....	0 46	0 48
Trimmed, with rib in .....		0 49
Boneless, per lb. ....	0 52	0 53
<b>Bacon—</b>		
Breakfast, per lb. ....	0 41	0 46
Roll, per lb. ....	0 33	0 35
Wiltshire (smoked sides), lb. ..	0 36 1/2	0 37 1/2
<b>Dry Salt Meats—</b>		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb. ....		0 30
Fat backs .....	0 32 1/2	0 34
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 53	0 55
Hams, roast, without dressing,		
per lb. ....	0 53	0 55
Shoulders, roast, without dress-		
ing, per lb. ....	0 50	0 52
<b>Barrel Pork—</b>		
Mess pork, 200 lbs. ....	49 00	52 00
Short cut backs, bbl., 100 lbs. ....	58 00	60 00
Pickled rolls, bbl., 200 lbs. ....	56 00	61 00
<b>Hogs—</b>		
Dressed, 70-100 lbs. weight ..	28 50	29 00
Live, off cars .....		18 00
Live, fed and watered .....		17 75
Live, f.o.b. ....		16 75

**Lard Stiffer, Heavy Movement**

**Toronto.**  
**LARD.**—Another 1/2 cent per pound has been added to the price of lard in some quarters making a uniform market of 31 1/2 cents per pound, tierce basis. Sales are very heavy just now and even with larger run of hogs, it is impossible to get ahead of orders coming to hand. A firm market for some time is looked for.

Lard, pure, tierces, 500 lbs. .... \$0 31 1/2  
 In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

**Shortening Firm; Sales Satisfactory**

**Toronto.**  
**SHORTENING.**—Sales are along very satisfactory lines, in fact movement is heavy. The market is firm though unchanged, set price on cotton seed oil being a factor to maintain quotations on present basis.

Shortening, tierces, 400 lbs., lb., \$0 26  
 In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 3/4-1c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

**Situation in Margarine Steady**

**Toronto.**  
**MARGARINE.**—The movement of margarine continues along very satisfactory lines. Retailers show a disposition to take this into stock quite freely and in-

dications are that they are moving this from their shelves quite rapidly. Prices are unchanged for the week, ruling with a very firm undertone.

**Margarine—**

1-lb. prints, No. 1 .....	\$0 33	\$0 34
Do., No. 2 .....	0 31	0 32
Do., No. 3 .....	0 27	0 28
Solids, 1c per lb. less than prints.		

**Butter Up; Fresh-Made Creamery Soon?**

**Toronto.**  
**BUTTER.**—A little firmer tone is noticeable in butter this week, though there are no special features operating on the market as yet. In another week's time the commander order of the government expires and the trade generally look for a very sharp advance in the fresh made creamery. If this occurs the opinion prevails that dealers will be more inclined to work along on their storage stocks which probably show as good a quality or better than any fresh made then available. The situation will be interesting to watch. Dairy butter is unchanged, prices show an advance of about 1 cent per pound, but there is practically none offering and quotations really are only nominal.

Creamery prints .....	0 52	0 53
Creamery solids .....		0 52
Dairy prints, fresh separator, lb. ....	0 50	0 51
Dairy prints, No. 1, lb. ....		0 48

**Few New Laid Coming; Eggs Selling**

**Toronto.**  
**EGGS.**—The market in eggs is without any special feature this week. New laid eggs are coming along very slowly and the market has held firm and unchanged for the week. An advance of 1 cent per dozen in storage eggs is noticed. The demand for all lines is very satisfactory and the requirements of the trade being well met.

**Eggs—**

New-laid, in cartons, doz. ....	0 70	
Do., extras .....		0 65
Storage, No. 1, doz. ....	0 52	0 53
Splits and No. 2, doz. ....	0 45	0 47

**Receipts Seem to Improve; Cheese Firm**

**Toronto.**  
**CHEESE.**—Indications are that supplies coming along will be sufficient to take care of the trade. There has been a scarcity of this commodity but the outlook seems to be now that stocks available will improve. Prices are firm and unchanged.

**Cheese—**

New, large .....	0 27	0 28
Stilton (new) .....	0 29	0 30
Twins, 1/2c lb. higher than large cheese. Trip-		
lets 1/2c lb. higher than large cheese.		

**Prices Revised Downward on Poultry**

**Toronto.**  
**POULTRY.**—A general revision in quotations is noticeable this week. This affects geese, turkeys, roosters and hens, the tendency in each case being downward. Poultry generally is plentiful but there is some that is coming along which is very poor stuff. However, it is expected that offerings will improve and at

**LET THE WHOLE LINE MOVE FORWARD, HERE AND IN FRANCE.**

least the trade are looking forward to this condition. The range of quotations which are being paid, and those which are being quote<sub>2</sub> to the retail trade are given herewith:

	Prices paid by commission men at Toronto:	
	Live	Dressed
Ducks	0 22	0 22
Geese	0 18-0 21	0 18-0 21
Turkeys	0 28-0 30	0 28-0 30
Roosters	0 19-0 20	0 19-0 20
Hens, over 4 lbs.	0 23-0 25	0 23-0 25
Hens, over 5 lbs.	0 26	0 26
Hens, under 4 lbs.	0 20	0 20
Chickens, Spring, 2 lb. or over	0 23-0 25	0 23-0 25
Squabs, dozen	4 50	4 50

	Prices quoted to retail trade:	
	Live	Dressed
Hens, light	0 30	0 34
Do., heavy	0 35	0 37
Chickens, spring	0 38	0 42
Ducks	0 30	0 33
Turkeys	0 36	0 40
Geese	0 30	0 30

### Sales of Fish Heavy; Firm Prices

FISH.—Dealers report exceptionally heavy sales last week and the situation generally is quite satisfactory. Supplies are coming along quite freely, and there seems to be no marked difficulty in taking care of the requirements of the trade. It is understood that efforts are being made to secure a wider use of the flat fish such as soles, brills, plaice, and flounders. These are considered a cheap food and extra good value, prices ranging around 10 cents per pound. Quotations show some slight variations, and these will be noted below:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 10	0 11
Flukes	0 15	0 15
Gascereau, lb.	0 08	0 08 1/2
Halibut, medium, lb.	0 22 1/2	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large	0 21 1/2	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08 1/2
Herring, lb.	0 08	0 08 1/2
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomcods, lb.	0 05	0 05 1/2

FRESH LAKE FISH		
Herring, dressed, lb.	0 08	0 08 1/2
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16

SMOKED FISH		
Bloaters, 50 Count, box	2 25	2 25
Ciscoes, lb.	0 17	0 17
Haddies, chicken	0 12	0 12
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	0 15	0 15
Herring, Kippered, box	1 75	2 75
Shrimps, can	1 75	1 75

FROZEN SEA FISH		
Cod Steak, lb.	0 09 1/2	0 10
Do., market, lb.	0 08 1/2	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08 1/2	0 09
Mackerel, lb.	0 15	0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06 1/2
Pike, round, lb.	0 09	0 09 1/2
Tullibees, lb.	0 09	0 09 1/2
Whitefish, lb.	0 15	0 15 1/2

DRY AND PICKLED FISH		
Cod, Acadia Strip, box	36 50	36 50
Do., Acadia Tablets, 1 lb., 20 to case	4 00	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25	5 25
Do., Halifax Shredded, box	2 40	2 40
Herring, Labrador, bbl.	14 00	14 00
Do., Do., keg	7 25	7 25
Do., Do., No. 4 size	5 60	5 60

Do., Do., No. 2 size	1 90	1 90
Imperial, 25 lbs., loose, lb.	0 13	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14	0 17
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	4 20	4 20
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg	12 00	12 00
OYSTERS, No. 3 size package	8 85	8 85
Do., No. 5 size package	14 50	14 50
Do., per gallon	3 10	3 10

### NATIONAL FISH DAY WAS GREAT SUCCESS

(Continued from page 46)

this year was for haddock, codfish, bluefish, etc.

#### Fish Men Optimistic

Those members of the Canadian Fisheries Association who could do so, gathered at the Windsor Hotel last Thursday night to discuss the situation. They were honoured by the presence of the Canadian Food Controller, Henry B. Thompson, who gave an address in reply to the toast to the Canada Food Board, proposed by D. J. Byrne. Chairman Thompson's address made special reference to the attention that was being given the use of fish through general publicity of the press. To this educational publicity, he attributed the large savings that had been made in beef, pork and other meats sent forward during the year to the Allies overseas. He also emphasized the need of continuing the work already started, for the demands on the food resources, not only of Canada, but of the world, would be enormous in 1919.

Other speakers following were: A. H. Brittain, president of the Canadian Fisheries Association, J. A. Paulhus, 2nd vice-president, J. S. Stanford, who spoke for the retail trade and D. J. Byrne.

President Brittain, in the course of his address, stated that one of the most important tasks was that of transportation. In her production last year of 8,000,000 pounds of fish, Canada had had to find transportation to the extent of 40,000 carloads. This, in these days, was a large undertaking, and to get fish forward quickly and to maintain it in the best possible condition was a very important consideration. Mr. Brittain further intimated that the value of fish to Canada was at least forty millions, making this undertaking one of the most important in the whole country. But it was further stated that there is no reason why Canada ought not to increase this to \$140,000,000 worth. This done, the revenue would materially assist in reducing Canada's War debts.

#### Vice-President's Views

In the opinion of Mr. J. A. Paulhus, who was responsible for the instituting of this National Fish Day, it will become generally understood that this day is to be an annual event. It is probable, in fact, that it will find a place in the calendar shortly, Mr. Paulhus thought. The great thing—or one of them, he thought, was that of publicity. This is what had made the idea of National Fish Day such a success. Get people talking on a matter like this and they will interest others. This idea grows, and if the talk be extensive enough a good idea such as this will take a real hold. For instance, it so happened that the daily

press had given a great deal of mention to the use of fish this year. The smaller weeklies had taken the idea up and the movement was nation-wide already. If this can be kept up, there will be little difficulty in increasing sales.

Mr. Paulhus believes that the display of fish is very important. One dealer in the east end of the city had reported heavy sales just before, and on National Fish Day. It was all attributed here to the effective displays made. Stocks were exhausted by noon of the big day, and the public were interested as they passed his store, in the showing seen in his windows.

The work of the Canada Food Board and others had done much to increase the sale of fish, Mr. Paulhus thought. This publicity was very effective.

#### A Future Outlook

If Canada is to do all that she may do, the use of fish must become more general. Providing that the grocer interests himself as he may, he will receive a good share of the trade that is to be developed.

Canada has immense supplies of fish. On the Newfoundland fishing grounds fishing had been going on for 300 years. This fish was a natural product. Mr. Paulhus pointed out in his address last week that we must make our imports less and our exports greater. If we catch more fish and export them, and eat more also, we shall have more return with which to repay the large debts that have been incurred during the war. And in selling abroad, this natural product, Canada will have a good return on all the required investment. There is no natural product on which she can make a better return.

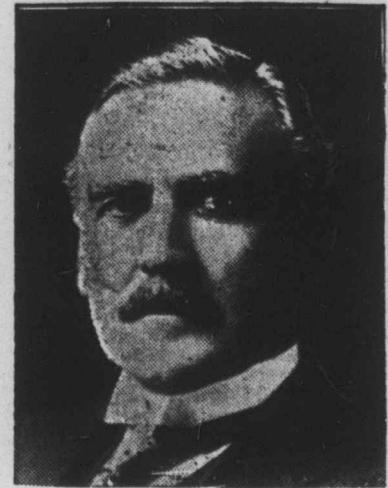
#### Repatriation of Soldiers

It was pointed out that the areas contiguous to the big fishing grounds of the St. Lawrence river might be used by the government for the repatriation of returned soldiers. Some of these parts are wooded. They are fertile, so that the wood, once taken off would leave the soil fit for cultivation. Mr. Paulhus stated that it would be possible, under government direction for these men to fish throughout the season. It would be a profitable thing. He suggested communities of 50 men, say. This would enable them to work concertedly. They would fish in the summer and cut timber in the spring. The fishing activity of the country would be greatly stimulated and the value of the individual and to the country would be great.

#### Education Necessary

"All progress is through education," said Mr. Paulhus. A great many trade problems might have been already settled, and settled satisfactorily before this. Educate the public carefully and thoroughly, and this will be all that is required to settle many problems. The use of fish has been greater since educational assistance was introduced. When Canada has increased her population to 50 millions—and this was not thought to be a great many years distant—there will be need for greater development of the Canadian fishing industry.

**WHETHER IT'S PEACE OR FURTHER WAR, MONEY WILL BE NEEDED. BUY BONDS.**



SIR THOMAS WHITE  
Minister of Finance

## YOUR MONEY IS NEEDED

How much are you willing to loan for the defense of Freedom?

Not **Give**, mark you, but **Loan**.

From the standpoint of Patriotism your duty is clear. But apart from that altogether you, as a **business man**, cannot afford to see this Loan fail.

A Successful Victory Loan means business prosperity. Every dollar invested in Victory Bonds will be returned to you with interest.

### BUY YOUR VICTORY BONDS NOW

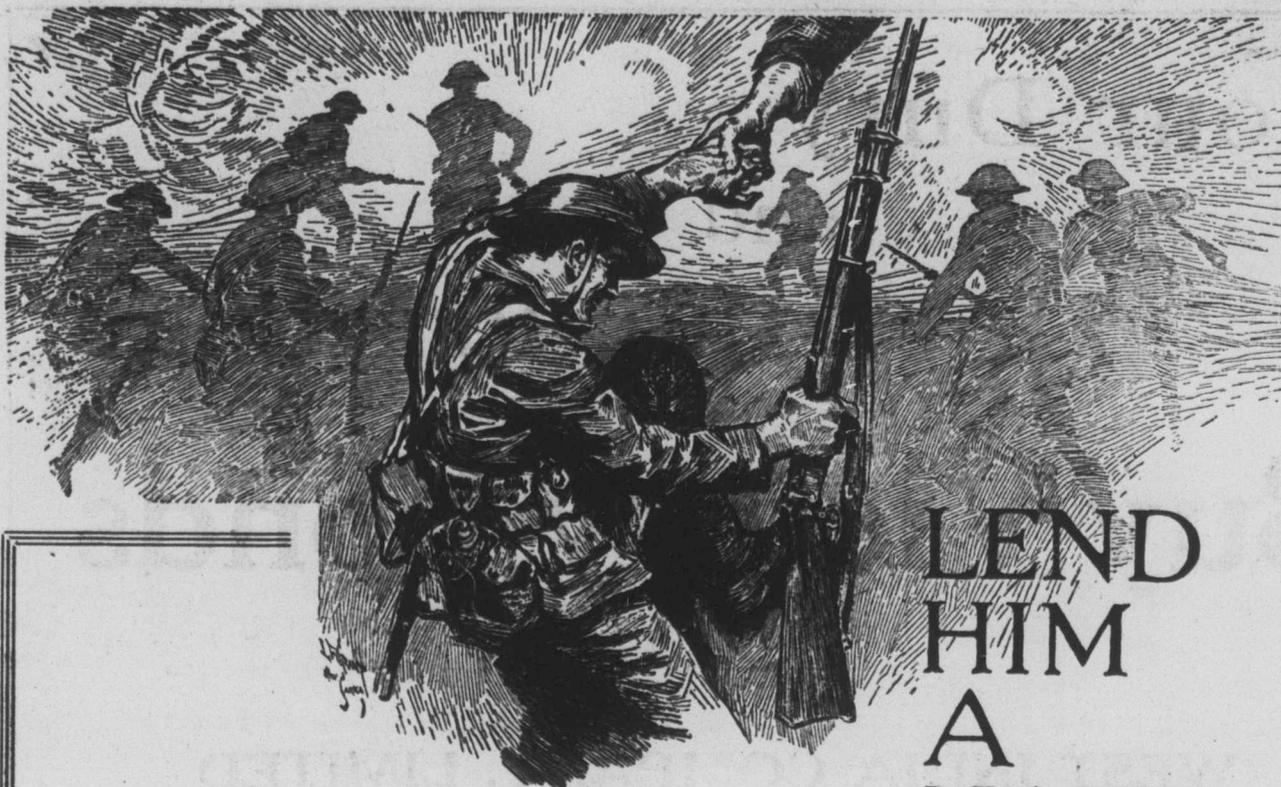
*This Space Donated to the Success  
of the 1918 Victory Loan by*

## Connors]Bros., Limited

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603





# LEND HIM A HAND

**W**E dare not delay the VICTORY now. Canadian lives are at stake, our own safety, the safety of the whole world. If we are not to prolong the slaughter and the suffering, if we are not to risk defeat, or an inconclusive peace, we must act quickly; we must put forth our every effort now.

The army is doing its part. We are going to do our share to maintain an army large

enough so that, with our Allies, we can drive the German hordes back across the Rhine—so that we can win the decisive VICTORY that will make Canadian freedom safe, and establish a just and lasting peace.

But the whole nation must take part. Our army in France is looking to us to furnish it, in ever greater abundance, the ordnance, the munitions, the supplies that will make VICTORY possible. We must not fail.

*The Victory Loan is our share in the winning of this war. Upon it depends the safety and success of Canadian soldiers in France.*

## Lend Him a Hand! Buy All the Bonds You Can

Contributed to the Success of the Victory Loan Campaign  
and the Winning of the War by

**THE WILLIAM DAVIES CO., LIMITED**

Your Duty  
and  
Your Privilege  
**Buy Victory Bonds**

**WEST INDIA COMPANY, LIMITED**

428 Coristine Building

Montreal

HEADQUARTERS FOR RAW SUGARS AND MOLASSES



**HEINZ**

**TOMATO CHUTNEY**

*One of the 57 Varieties*

Here is a highly seasoned and carefully blended tomato relish which will give zest to meats, game, fish and oysters. It is prepared from ripe, red tomatoes, skillfully cooked and seasoned to bring out its pungent flavor, and is filled, while hot, into bottles.

Heinz Tomato Chutney will be specially desired as a relish for cold weather dinners. Stock it.

**H. J. HEINZ COMPANY**

Canada Food Board License Number 14-65

All that a good catsup  
should be

**BLUE SEAL**   
**MUSHROOM CATSUP**

An economical and very wholesome product with a delicious piquancy that wins approval from critical people.

Blue Seal Mushroom Catsup is made from mushrooms, spices, vinegar and other pure ingredients.

It will please your customers. Order a trial supply and see how it sells.

**E. W. Jeffress, Limited**

**WALKERVILLE, ONT.**

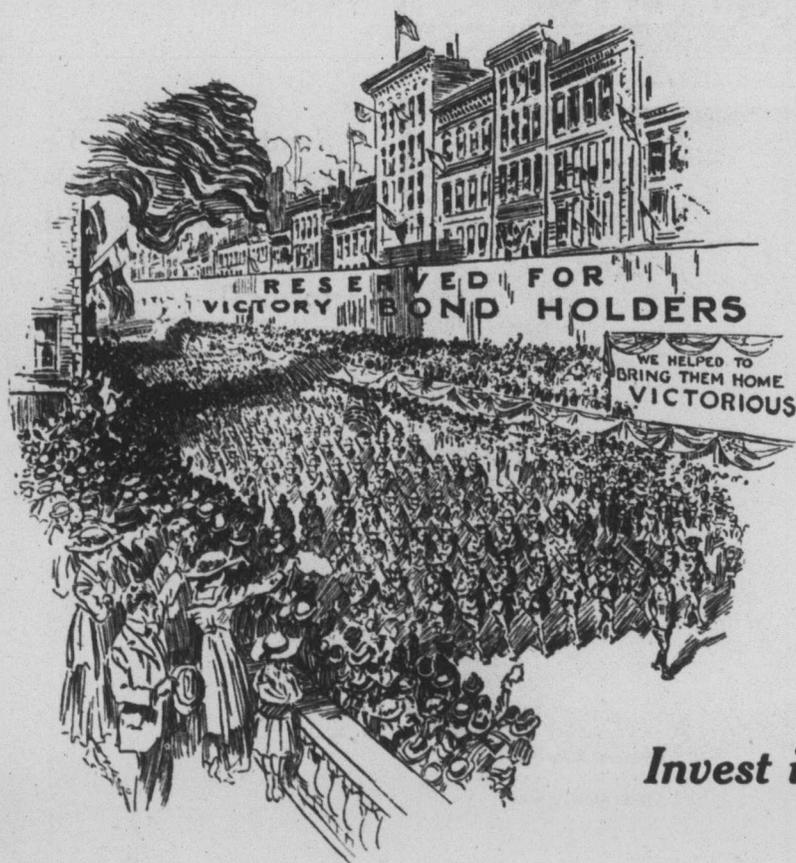
Canada Food Board License No. 14-261

# Where Will You Stand On The Day of Victory?

**T**HERE will come a day when the news of VICTORY will thrill the world, and linked with that VICTORY will be the immortal glory of the Canadian people.

There will come a day when Canada's conquering army will come home, and that will be a proud day in the long calendar of Canadian achievement.

Upon that day all Canada will be divided into two classes. The first class will include those who gave their sons, or lent their dollars, freely and unselfishly, for their country, and for the flag, to establish it as the emblem of freedom and justice for all mankind.



*Where will you  
stand on that day  
of VICTORY*

?

*You can choose  
now---you cannot  
choose then.*

**Invest in VICTORY BONDS**

*This space donated to the success of the Victory Loan and the winning of the war by*

**Swift Canadian Co.**  
Limited

Toronto

Winnipeg

Edmonton

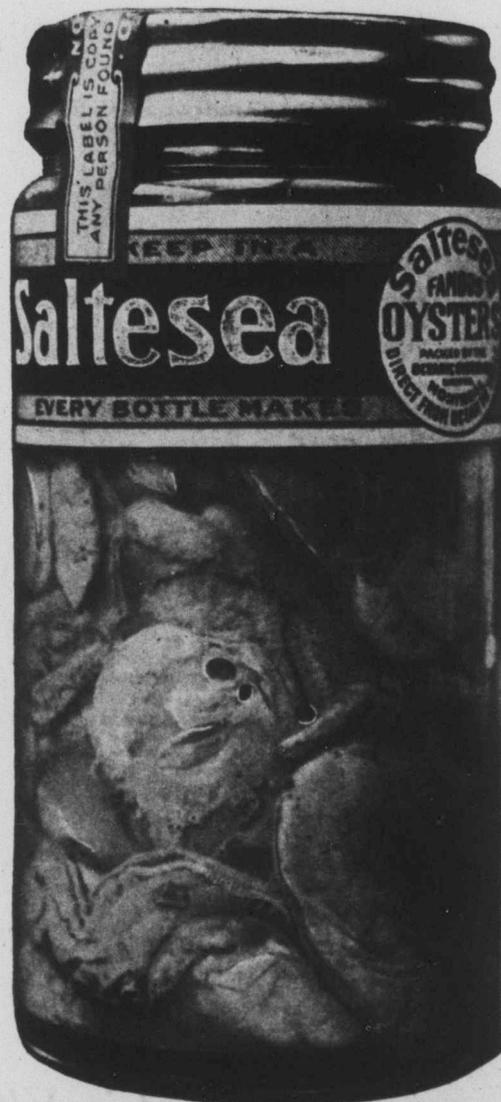
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*If any advertisement interests you, tear it out now and place with letters to be answered.*

# "SALTESEA" OYSTERS

Every Jar of "SALTESEA" Oysters Saves TWO Pounds of Meat  
for Our Boys "OVER THERE."

BUY VICTORY BONDS AND EAT "SALTESEA" OYSTERS  
"OVER HERE"



Direct from Ocean  
to your table, abso-  
lutely CLEAN and  
PURE.

Send for sample  
case, 24 jars, TO-  
DAY. Or we will  
send you sample jar  
for trial.

ACTUAL SIZE

## The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# H.P. SAUCE

**Stands Alone**

Strikingly advertised, H.P. is known throughout the world as the most appetising sauce—a blend of Oriental fruits and spices and Pure Malt Vinegar.

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

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



## Purity TABLE SALT



In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED  
COURTRIGHT  
ONT.



The

# VINEGAR SEASON

IS ON

We make all strengths in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.  
Owen Sound, Ont.

Canada Food Board License No. 14-153

Have No Hesitation

in choosing

## 'Bluenose' Butter

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

SOLE PACKERS.

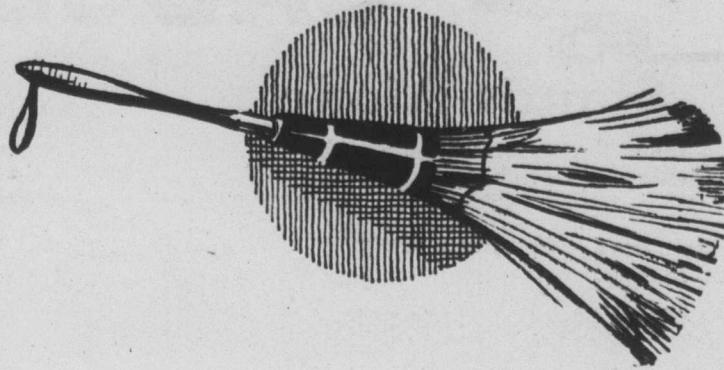


SMITH  
AND  
PROCTOR

SOLE PACKERS

Halifax · N.S.

SMITH & PROCTOR - HALIFAX, N.S.



## WHAT THE FEATHER DUSTER CANNOT DO

**A**T best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

## STANDARD Floor Dressing

is different. It captures fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

**IMPERIAL OIL LIMITED**

BRANCHES IN ALL CITIES

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

**Will prove one of your "best sellers"**

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



**Rock City Tobacco Co., Ltd.**



## Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

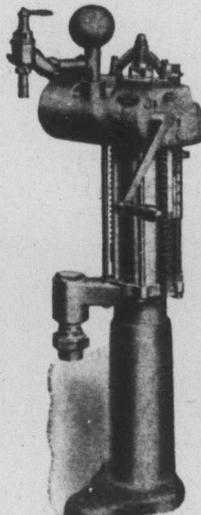
has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the  
Watford Mfg. Co., Ltd., Delcctaland, Watford, England.*

## CONSERVE TIME

TIME is an all essential element. Napoleon was defeated because his expected reinforcements were behind TIME. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with TIME.

At the present as never before in history, TIME must be conserved to the utmost degree. Every minute must yield its greatest possibilities.



### BOWSER SYSTEMS

for the storing and handling of oil, conserve more than half the TIME, expended by less efficient methods. They also conserve:—

- LABOR
- CAPITAL
- SPACE
- MACHINERY
- LIVES
- PROPERTY
- MATERIAL

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.

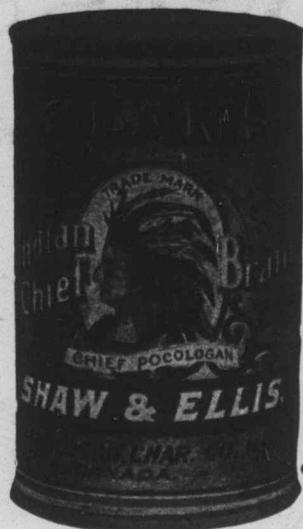
A System for every Requirement. **Write To-day.**

Representatives Everywhere

## S. F. BOWSER & CO., Inc.

TORONTO, CANADA

*If any advertisement interests you, tear it out now and place with letters to be answered.*



Your customers will appreciate a sensible and delicious meat substitute like

# “INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, <sup>Charlotte</sup>Co. N. B.

## FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
“Lightning” Coffee Essence, 8-oz. square bottles (3 doz. in carton) . . .	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton) . . .	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) . . .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) . . . . .	.90
Potato Flour, 10-oz. packages (3 doz. in carton) . . . . .	1.35
Potato Flour, 3½-lb. bags . . . . .	6.00
Ground Rice, “Special Grain,” 10-oz. packages (3 doz. in carton) . . . . .	1.10
Ground Rice, “Special Grain,” 3½-lb. bags . . . . .	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton) . . . . .	1.40
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

**Better still—ask your wholesale grocer for the above lines.**



A three-quarter teaspoonful of “RELEG”

dissolved in a tablespoonful of hot water is equal to one egg for baking purposes. Recommend “Releg.” It's a dependable and economical.

Agents: Loggie Sons & Co., Toronto—Angvine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

**RELEG CO. Regd.**  
Quebec, Canada

# 20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

**MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED**

Agents:  
**D. W. ROSS CO., MONTREAL**

Mills at:  
**MONTREAL AND VICTORIA**

Canadian Food Control No. 2-084

**KLIM**  
IN POWDER FORM

**Buy Bonds Yourself**  
and urge your customers  
to buy

Then sell them Klim to help them economize to meet the payments. Klim is saving the nation money. It is reducing milk bills to a minimum and cutting out milk waste altogether. It is making economy a reality and freeing more money for Victory Bonds. Our country needs the money your customers can save. Urge them to give, help them to save.

**Canadian Milk Products Ltd.**  
Toronto Montreal

Also stocked by  
W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton, Regina, and Kirkland & Rose, Vancouver  
Canada Food Board License No. 14-242



**Get Your Button!**

Lend your money to Canada—the safest and best investment in the world—the repayment of your Bond absolutely assured at the end of a definite period, and interest at the rate of 5½ per cent. paid to you semi-annually while you hold it.

**Kill Kultur---Buy Victory Bonds**

**The W. A. Freeman Co., Limited**  
HAMILTON, ONTARIO

TORONTO—114 York St., Near King  
MONTREAL—D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

## OYSTERS AND FISH

Get in touch with me for

**XXX Oysters**  
**Smelts**  
**Frozen Herring**  
**Frozen Mackerel**

Fish is the food of the moment.

**EMILE PATUREL**

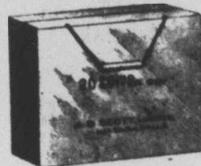
**SHEDIAC, N.B.**

License No. 1-748.

MR. GROCER

## Here's a Butter Box

with a real idea  
back of it!



Convenient — Collapsible—  
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of.  
Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes.  
You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

**A. B. SCOTT, LIMITED**  
NIAGARA FALLS, CANADA

# Four Delicacies

## Beaver Brand "Dinners Ready"

48 x 1 lb. talls, choicest beef and vegetables with gravy. Ready for use.

## Beaver Brand Clams

48 1 lb. talls, finest quality of tender Nova Scotian clams.

## Beaver Brand Bloater Paste

96x $\frac{1}{4}$  lb. cans. An excellent sandwich filler made from choicest smoked herring.

## Beaver Brand Lobster Paste

96x $\frac{1}{4}$  lb. cans for making dainty sandwiches.

96x $\frac{1}{2}$  lb. cans.

Write for our prices.  
Samples sent on request.

**J. W. WINDSOR LIMITED**  
Montreal

Canada Food Board License No. 14-89

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**

18 TORONTO ST., - TORONTO

"Out of sight" sometimes means  
out of mind.

Are you showing

# OCEAN BLUE?

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.  
The Gray Bldg. 24-26 Wellington St. W. Toronto  
WESTERN AGENTS:—For Manitoba,  
Saskatchewan and Alberta — W. L.  
Macdonald & Co., Ltd.  
Winnipeg, Regina, Sa-  
skatoon, Calgary  
and Edmonton.  
For British  
Columbia and  
Yukon—Crosden  
& Avery, Rooms  
5 and 6, Jones  
Block, 67 Hast-  
ings Street W.,  
Vancouver, B.C.



If any advertisement interests you, tear it out now and place with letters to be answered.



## *A Ready-Made Market*

Many hundreds of merchants handle McCormick's Biscuits for many reasons. Chief of these are:—

First.—They are made of the purest and best ingredients obtainable.

Second.—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

Third.—The merchant who stocks up with McCormick's Biscuits has a ready-made market awaiting him. They are among the most widely advertised products handled by the Grocery Trade—*People ask for McCormick's and look for the Trade Mark.*

**The McCormick Manufacturing Co., Limited**  
London, Canada

Branches:

Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur

Canada Food Board Licenses Nos. 11-003, 14-166

**JAMS**

**MARMALADES**

**PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable: Lamberton, Glasgow.

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

**CONFECTIONERY**

**MARZIPAN**

**CHOCOLATE**



Agents

W. G. Patrick & Co., Ltd.  
Montreal

Lind Brokerage Co., Ltd.  
Toronto

*If any advertisement interests you, tear it out now and place with letters to be answered.*

# Canada's Industrial Situation and Outlook for After the War, Industrial Possibilities Wonderful

THE Annual Industrial Issue of THE FINANCIAL POST, published on November 2nd, appears in the dawn of wonderful, almost dazzling possibilities for the British Empire, and for Canada.

"The next hundred years should be the greatest in the British Empire," says THE POST'S leading article. "Students of history say that countries which win great wars succeed to long periods of great prosperity. We are winning this war, but will we attain the great possibilities unfolding before us?"

And then the searchlight of this leading article is brought to bear on critically interesting situations in the Industrial and Business life of Canada to-day, situations upon which as a Canadian business man you will like to be quickly and clearly informed so that with other business men of your community you can share in the work that is going to make Canada a winner in world business as well as world warfare, and prosperous accordingly. Note what a mine of necessary information for this work you secure in this great number of THE POST:

## FEATURES OF THIS INDUSTRIAL AND RECONSTRUCTION NUMBER OF THE POST

THE MANUFACTURERS' PART IN NATIONAL PROSPERITY—W. J. Bulman, president Canadian Manufacturers' Association; SELL FINISHED PRODUCTS INSTEAD OF RAW MATERIALS—Sir John Willison, president Canadian Reconstruction Association; WORLD CHANGES—Economic Developments in Great Upheaval—Prof. James Mavor, Ph.D., Department of Political Economy Toronto University; EAST AND WEST—Setting the Stage for Amicable Meeting—S. R. Parsons, past president Canadian Manufacturers' Association; PEACE TERMS—Leading Nations Prepare for Aggressive Efforts—Frank A. Sisson, vice-president Guaranty Trust Co. of New York; EMPLOYMENT MANAGER—New Factor in Industrial Relations—Edward D. Jones, Employment Management Section, U.S. War Industries; LABOUR—Shortage of Man Power the Prime Factor—James G. Merrick, Secretary Toronto Employers' Association; U.S. RELATIONS—Brothers in Arms Likely to be Friends in Finance—J. Herbert Hodgins, Statistician, New York Agency Union Bank of Canada; PAPER EXPORTS—Looking to the Future of a Big Basic Industry—F. J. Campbell, president Canadian Pulp and Paper Association; TRADE BANKING—Who Will Supply Credit for Export Business?—T. M. Fraser; PRICES—Regulating the Law of Supply and Demand—M. Mackintosh, Department of Labor; CONSTRUCTION—Housing and Other Problems After the War—J. P. Anglin, B.Sc., pres. Montreal Builders' Exchange; LUMBERING—A Big Item on the American War Program—An authority in the Canadian lumber industry; FUEL—The Vital Factors of the Coal Shortage in Canada—Charles W. Peterson, Deputy Fuel Controller for Canada; SHIPBUILDING—A War-time Industry and Its Peace-time Future—T. H. Fenner, Associate Editor Marine Engineering; AUTOMOBILES—Interesting Stage of Great Industry's Growth—W. A. Craick, Associate Editor The Financial Post; STEEL—Efficiency the Dominating Factor in the Readjusting Process—A. R. Kennedy, Editor Canadian Machinery; MILLING—Filling European Bread Basket—H. H. Black, Associate Editor The Financial Post; AFTER THE WAR—We Must Be Ready—Col. Thos. Cantley, chairman Nova Scotia Steel & Coal Co. Authoritative Opinions on the Future of Canadian Industry are expressed by late Senator Henry W. Richardson of Kingston; J. Frater Taylor, president Lake Superior Corporation; A. O. Dawson, vice-president and managing director Canadian Cottons; Carl Riordon, vice-president and manager, Riordon Pulp and Paper Co.; and others.

Other subjects dealt with include Women Workers in Industry; Development of Foreign Markets, Etc.; while the Sugar, Textile, Paint, Packing, Musical Instrument, Furniture, Pulp and Paper, and other trades are reviewed.

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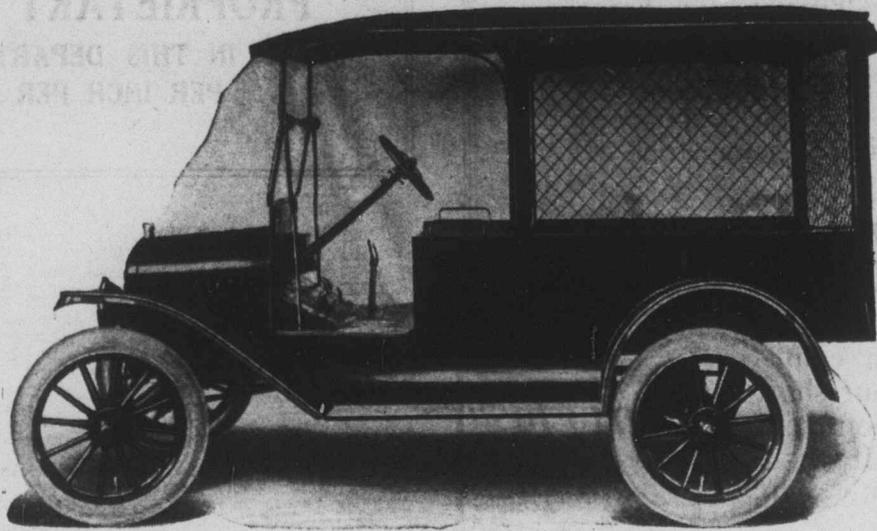
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8-oz.	3 10
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1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
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Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
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Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
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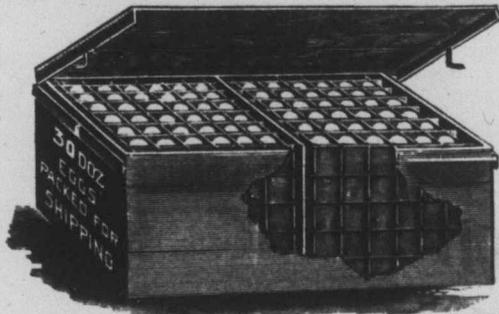
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 Ham—1/2s, \$2.35.  
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Salmon packers are experiencing difficulty in getting any satisfactory adjustment of conditions brought about by a recent order-in-council. A hitch over prices to be paid has arisen, and in the meantime carrying charges are mounting. The trade feels too that at least some consideration should be shown Canadian trade. Order-in-council commandeering salmon takes 100 per cent. sock-eyes and Red Springs, the two largest sellers on this market, and it is felt that at least some of these grades should have been held in Canada as consumer has been educated in the use of these particularly. Shipment of all grades, even those not affected by order, is held up, and situation generally is not one to call forth anything but unfavorable comment.

\* \* \*

A revision in the size of packages and method of packing salt is in progress, and new prices have been named to the trade. It is understood three sizes are to be offered, a 3½ pound bag, packed 80 bags to the barrel, a 7 pound bag packed 40 bags to the barrel, and a 14 pound bag packed 20 bags to the barrel.

\* \* \*

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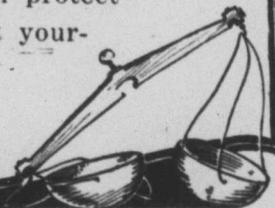


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