

FEATURING ARTICLES FROM TORONTO MERCHANTS

# CANADIAN GROCER

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

Vol. XXXIII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 28, 1919

No. 48



## Made Quickly—Sells Quickly

### Beware of Imitations

Rapid "turnovers" and good profits make Pure Gold Quick Puddings a profitable selling proposition. They're made in three flavors, chocolate, tapioca and custard retailing at 15c a package.

## Pure Gold Mfg. Co., Limited

TORONTO and WINNIPEG

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

# Coca-Cola

TRADE MARK  
REGISTERED

*It's already there*

You don't have to "work up" a demand for Coca-Cola in your community. It's already there—waiting for you to turn it to good account by stocking this delicious beverage and showing a Coca-Cola sign in your store.

Order your supply of Coca-Cola today. You can sell it by the bottle and by the case. The profits are worth while.

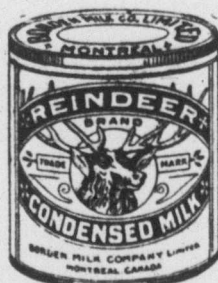


THE COCA-COLA CO.  
WINNIPEG

117

## Will you have it when they call?





**Borden's**  
MILK PRODUCTS LEAD IN QUALITY

## It's Easier to Sell Borden's than any other Kind

because your customers know that Borden's have set the standard of Quality in Milk Products for generations.

They are being told this — they are being convinced of it — through the consumer advertising by which we are helping every Borden dealer to multiply his sales.

Is our co-operation in this regard helping you? There is no reason why it should not. Just keep your Borden stocks displayed and watch results.

**Borden Milk Co., Limited**

*Leaders of Quality*

MONTREAL and VANCOUVER

# Two Perfect Blends that never Fail to please



## Loyal Brand

A delicious coffee blended from the highest grade beans, picked only from matured trees. These beans are carefully roasted in special ovens that retain every particle of natural aroma and sealed in attractive air-tight containers. A superb coffee.

## Sweetheart Brand

If your customers are epicures they will be delighted with Sweetheart Brand. You will find these two lines are wonderful sellers. They are both backed by our reputation.

Try a sample order.



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



## Malcolm's Canadian-made Milk Products

Malcolm lines are increasing in popularity every year with prudent housewives because they know they can depend on Malcolm quality and Malcolm purity.

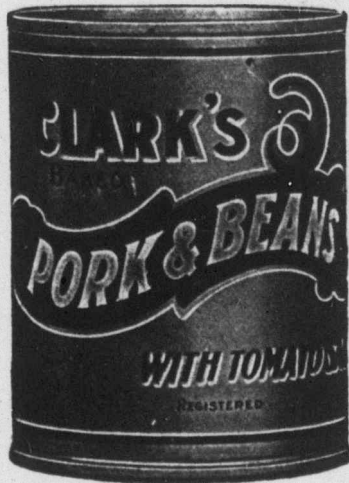
You cannot feature three more dependable winter selling lines than Malcolm's. Their economy and goodness make them popular sellers.

Replenish your stock of Malcolm's. Order to-day.

The Malcolm Condensing Co., Limited  
ST. GEORGE, ONT.



# CLARK'S PREPARED FOODS



- |                   |                    |
|-------------------|--------------------|
| Corned Beef       | Roast Beef         |
| English Brawn     | Boneless Pigs Feet |
| Stewed Ox Tail    | Stewed Kidneys     |
| Cambridge Sausage | Geneva Sausage     |
| Corned Beef Hash  | Irish Stew         |
| Lunch Tongue      | Ox Tongue          |

## QUALITY GUARANTEED

- Clark's Pork and Beans
- Clark's Concentrated Soups
- Clark's Peanut Butter
- Clark's Potted Meats
- Clark's Canadian Boiled Dinner,
- Etc., Etc.



**SELLERS ALL BUY NOW**

**W. Clark, Limited**

**Montreal**



**JAMS**  
**MARMALADES**  
**PEELS**

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

Established over a Century

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

**CONFECTIONERY**  
**MARZIPAN**  
**CHOCOLATE**



Agents:

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

Lind Brokerage Co., Ltd., Toronto

**Sell the Best**

.....  
 "BETTER be sure than sorry."  
**B**OCEAN Blue is the highest  
 standard attainable in a Laundry  
 Blue.

True, it sells at only a few cents a  
 packet, but nothing has been sacrificed  
 to bring it down to a popular price.

As you want to please ALL your cus-  
 tomers sell them

**OCEAN BLUE**

In Squares and Bags

*Order from your Wholesaler.*

**HARGREAVES (CANADA) Limited**

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

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

Owing to the high  
 freights prevailing

CONTINUE TO IMPORT  
 supplies of

**SPRATT'S**

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED  
 NEWARK, - NEW JERSEY

**SPRATT'S PATENT LIMITED**

24-25 Fenchurch St., London, E.C. 3, Eng.



# NUCOA

*The Original  
Nut Butter*

Nucoa is a **pure**, appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of coconuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

*Canadian Wholesalers  
Who Handle Nucoa*

**Alberta**

Edmonton—Western Grocers, Ltd.

**Ontario**

Ottawa—E. M. Lerner & Sons

Kingston—J. Y. Parkhill & Co.

Toronto—Whyte Packing Company,  
Front Street E.

Galt—Glennie & Moore, Ltd.

Windsor—S. P. Lyttle, 88 Quellerie Ave.

**Quebec**

Montreal—Labrecque & Pellerin, 11

Rue St. Timothee

Sherbrooke—J. A. Cascadden

**Manitoba**

Winnipeg—A. H. McIntosh, 1307  
Union Trust Bldg.

**The Nucoa Butter  
Company**

New York

Chicago



**BUTTERS BREAD  
STAYS SWEET**



# Wagstaffe's Mince- Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

## Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

*Send us your order to-day*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA







## She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arab Brand Extracts, Spices, Baking Powder, etc.

**Pioneer Coffee and Spice Mills Company**  
VICTORIA AND VANCOUVER

ESTABLISHED 1875

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you.

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.  
Montreal

A. S. May & Co.  
Toronto

Donald H. Bain Co.  
Winnipeg

## A Fish Department! Stocked With Watson's!! Two Good Ideas For This Fall

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

<b>SMOKED</b>	<b>SPECIAL</b>	<b>PICKLED</b>
Kippers	Feature Herrings	Scotch Cured Herring
Bloaters	in 10-pound pails.	in barrels, half
Pone ess Herring		barrels or pails.
Herring Chicks		

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

**Watson Bros. Fishing and Packing Co., Limited**  
Vancouver

Western Representatives:

Donald H. Bain & Co., Winnipeg

Ontario Representatives:

S. H. Moore & Company, Excelsior Life Bldg., Toronto

## QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.



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

## GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

**LEMON BROS.**  
Owen Sound, Ont.



Let the  
**EUREKA**

**Grocer's Refrigerator**

help you to sell your  
Perishable Goods

You are not experi-  
menting when you  
buy a Eureka.

They have been proved by 33 years of  
honest effort in one direction and a  
long line of satisfied users.

Let us quote you **NOW**. Write us for  
particulars, etc. Now is the time to get  
our very best service and attention.  
Don't wait till the busy season. Do it  
now.

**Eureka Refrigerator Co., Limited**

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

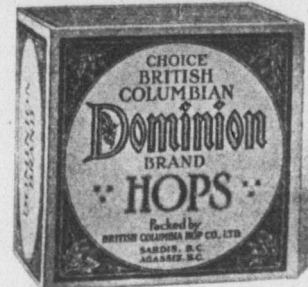


# HOPS

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

Ranches located at  
Sardis, Agassiz,  
B. C.

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



**Largest Hop Growers in Canada**

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg,  
Man. Ontario—Raymond & Raymond, London, Ontario.  
Quebec and New Brunswick—Arthur P. Tippet & Co., Mont-  
real, Quebec. Newfoundland—Globe Trading Co., St. John's,  
Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax,  
N.S.

"Caught in Salt Water"

## HALLPINK

choice pink

## SALMON

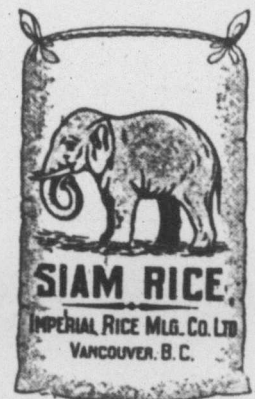
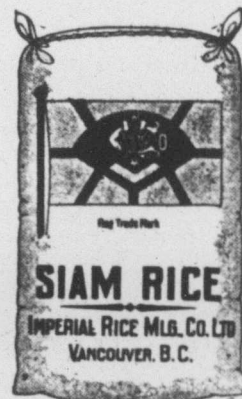


1 lb. and  
1/2 lb. tins

**Harry Hall & Co.**  
Limited  
Vancouver, B.C.

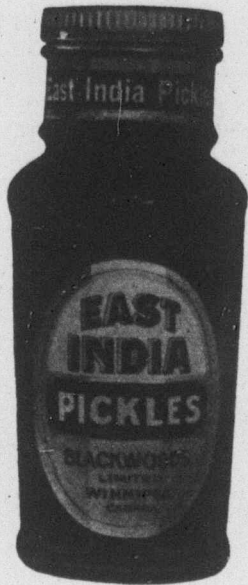
## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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





**“Here Since 1876”**

During this time we have grown with the West. We have developed a line of products that has been a splendid source of supply to dealers in

Pickles	Sauces
Relishes	Vinegar
Temperance	Vanilla
Drinks	Liqueurs
“B.B.” Sauce	Fountain
Baking Powder	Syrups
Extracts	Tea, Etc., Etc.

Ask your wholesaler. If he cannot supply you—ask us.

**Blackwoods Limited**  
WINNIPEG, MAN.

**IMPORTERS**

**T**

**EXPORTERS**

**FUJITA & CO., LTD.**

**VANCOUVER, B.C.**

Head Office: **KOBE, JAPAN**

Branches: { Fujita & Co., Ltd., Seattle, Wash.  
Fujita & Allen Co., San Francisco, Cal.

REPRESENTATIVES:

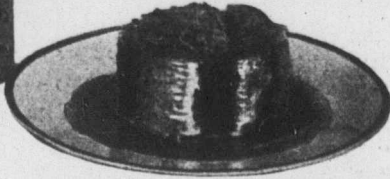
**DONALD H. BAIN CO.**  
Western Ontario Saskatchewan  
Manitoba Alberta

**C. B. HART**  
MONTREAL  
Quebec

**LIND BROKERAGE CO.**  
TORONTO  
Ontario



EVERY MORSEL EDIBLE  
AND DELICIOUS



They used to be small like sardines---true enough---

# BUT THEY GREW

so, unlike sardines---they have to be cleaned.  
Albatross Pilchards are cleaned---no roe or entrails.

Clayoquot Sound Canning Co., Ltd.  
VICTORIA.

AGENTS:

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



## Bring Them Together!

With  
Satisfaction  
and  
Profit For All



NATIONAL BISCUIT & CONFECTION CO., LIMITED

If your customers prefer RED SALMON  
sell them

## HALLCHOICE CHOICE RED SALMON



1 lb. and  
1/2 lb. tins

Harry Hall  
& Co., Limited  
Vancouver, B.C.

## DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters  
VANCOUVER



# 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.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

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

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

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



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

The Advertisers would like to know where you saw their advertisements—tell them.

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

**Not Only Because They're Canadian  
But Because  
They're  
Unsurpassed**

*Sell Them*  
**WALLACE FISHERIES LIMITED**  
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**

MALTESE CROSS BUILDING  
WINNIPEG  
IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

**ALEX. BAIRD LTD.**

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

**Wholesale Grocery Brokers  
Commission Merchants**

410 Chamber of Commerce, Winnipeg  
Personal attention given to all business entrusted  
to us.  
Correspondence Solicited. Established here 1900.  
**GEORGE ADAM & CO.**

**THE McLAY BROKERAGE CO.**

WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS

*Take advantage of our Service*  
WINNIPEG MANITOBA

**C. H. GRANT CO.**

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

**F. MANLEY**

Manufacturers' Agent  
354 Main Street, Winnipeg  
Agencies Solicited

**W. L. Mackenzie & Co., Ltd.**  
Head Office: Winnipeg

Branches at  
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing  
Advertisers.

## Donald H. Bain Co.

### WHOLESALE GROCERY COMMISSION AGENTS

**Herewith are Some Facts on Product Marketing**

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

**Head Office: WINNIPEG**

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



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

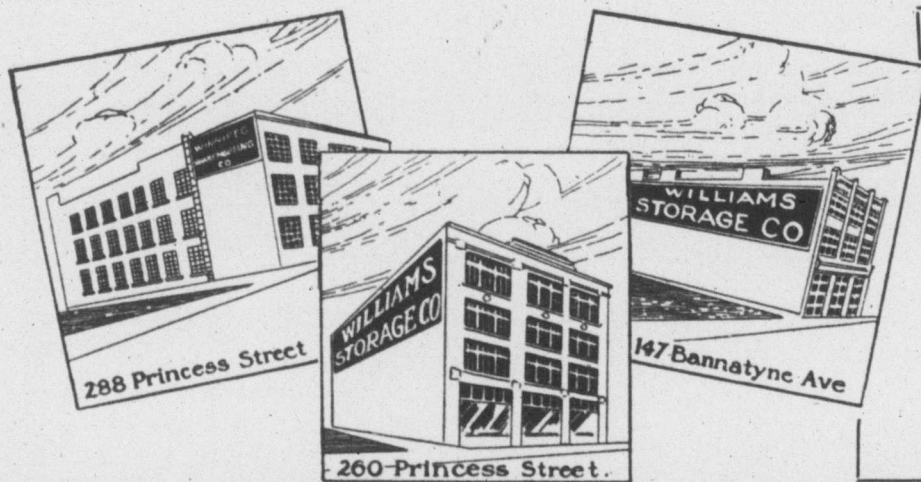
Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



## The Largest in Western Canada

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

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

## Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



## CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.  
Both lines are having big sales.  
For the same reason your goods should be among the big sellers.

**Scott-Bathgate Company, Ltd.**  
*Wholesale Grocery Brokers and Manufacturers' Agents*  
149 Notre Dame Ave., East  
**WINNIPEG**

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

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

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

### J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

**B. M. Henderson Brokerage, Ltd.**  
Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)

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

**Calgary Storage & Cartage Co.,  
Limited**

Warehousing and Distributing  
Our Specialty  
Office: 304 11th Ave. East  
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION NAME OF THIS  
PAPER

### PACIFIC CARTAGE CO.

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

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

# EL ROI-TAN PERFECT CIGAR



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

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

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

**SUNDRIED APPLES**  
We are headquarters  
and always pay the  
highest price. Write us  
when you have any.  
Mention quantity and  
quality.  
**W. H. MILLMAN & SONS**  
TORONTO  
*Reference Imperial Bank  
or any Wholesale Grocer.*

WHEN ANSWERING ADVERTIS-  
TISEMENTS KINDLY MENTION  
NAME OF THIS PAPER

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

ESTABLISHED 1899

**We Cover the West**

**SIX BRANCHES with SERVICE that SATISFIES**

**We have 20 SCIENTIFIC SPECIALTY SALESMEN**

**Who are anxious to introduce your lines**

**W.H. ESCOTT Co. Limited**

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask.	Calgary, Alta. Ft. William, Ont. Edmonton, Alta.
---	--

**Wholesale Grocery Brokers and Importers**  
*Consignments solicited. Write or wire us.*

**HIGH CLASS ENGLISH Biscuits and Cakes**

English manufacturers require to establish in Canada a first-class selling organization for the whole country and would therefore appreciate and consider applications from persons or firms having available a selling organization amongst the best stores over the whole of Canada. A sole agency would be considered for a period subject to a minimum turnover of not less than 1000 tins weekly. First-class, well established organizations please apply in confidence in first instance to Box No. 74, The Canadian Grocer, 88 Fleet St., London, Eng.

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QUEBEC

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

Have you tasted our Non-Alcoholic Liqueurs? If not, now is the time to get a trial order of these delicious drinks from your wholesaler, or write  
**S. G. BENDON UTILITY CO.**  
Montreal, Que.

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

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

**J. C. Thompson Company**  
209 St. Nicholas Bldg.  
MONTREAL  
*We cover the Confectionery Trade*

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

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

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

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

**W. J. SHEELY**  
Grocery Broker and  
Commission Merchant  
**AGENCIES WANTED  
CONSIGNMENTS SOLICITED**  
Bankers: Home Bank of Can.  
St. Nicholas Bldg., Montreal

**BRITISH GUIANA**  
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?  
**McDAVID & CO.**  
*Manufacturers' Representatives*  
41 Robb Street, Georgetown, Demerara,  
British Guiana  
*Exporters: Cocoanuts, Coffee, Rice, Cocoa.*

**MANUFACTURERS**  
do you want to market your products in MONTREAL  
We can do it for you quickly, and at reasonable cost. Big demand in Montreal now for all lines of food products.  
Write or wire us for information.  
**O. M. SOLMON**  
Importer and Exporter  
4492 St. Catherine St. W., MONTREAL

MARITIME PROVINCES

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

## There's Big Demand for REX PRODUCTS

Rex Cedar Oil  
Rex Floor Wax  
Rex Furniture Cream  
Rex Washing Powder

Order from your Wholesaler, or  
**REX CHEMICAL CO.**

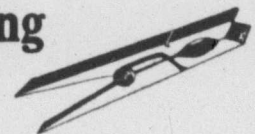
103 Wellington St., MONTREAL

McDONALD ADAMS  
WINNIPEG

S. H. MOORE & CO.  
TORONTO

KING & SOUTHCOT  
VANCOUVER

## Dominion Spring Clothes Pins



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

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



# Are You This Young Man?

We would like to get into touch with a grocer or clerk familiar with the grocery trade capable of preparing advertisements or booklets.

Send full information about your experience, salary expected, references, etc.

This is a splendid opening, for a grocer or clerk who would like to advance in this class of work.

*Apply* BOX 764,  
CANADIAN GROCER  
143-153 University Ave.  
TORONTO

Registered



Trade Mark

## The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

## MACDONALD'S PLUG TOBACCO

Smoking--BRIER

INDEX

BRITISH CONSOLS

Chewing--PRINCE OF WALES

CROWN

BLACK ROD (Twist)

NAPOLEON

### Selling Agents

Nova Scotia—Pyke Bros., Halifax.  
 New Brunswick—Schofield & Beer, St. John.  
 Kingston—D. Stewart Robertson & Sons.  
 Ottawa—D. Stewart Robertson & Sons.  
 Toronto—D. Stewart Robertson & Sons.

Hamilton—Alfred Powis & Son.  
 London—D. C. Hannah.  
 Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.  
 British Columbia—George A. Stone, Vancouver.  
 Quebec—H. C. Fortier, Montreal.

## W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL



B17





# Millions are Learning About

The joint circulation of the magazines, newspapers and farm papers which carry the gigantic Lanka Tea campaign aggregates over a million. Five readers to each of these million copies is a fair estimate of the actual number of persons who will see Lanka ads. Judge for yourself the demand for Lanka Tea this enormous volume of publicity will create.

Tie up your store to this big selling drive by putting the Lanka store card in your window and displaying the handsome Lanka packages prominently on your shelves.

This is the final link in sales suggestions—the reminder to

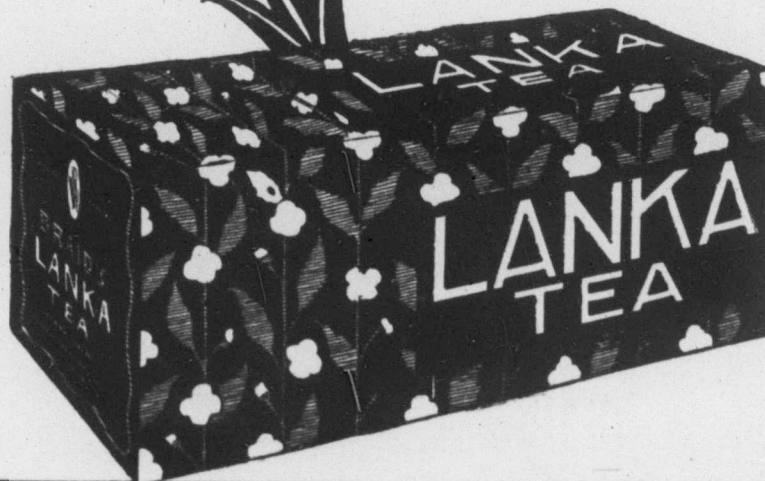
your customers that *your store* is where they can secure the tea they want—the new tea called Lanka.

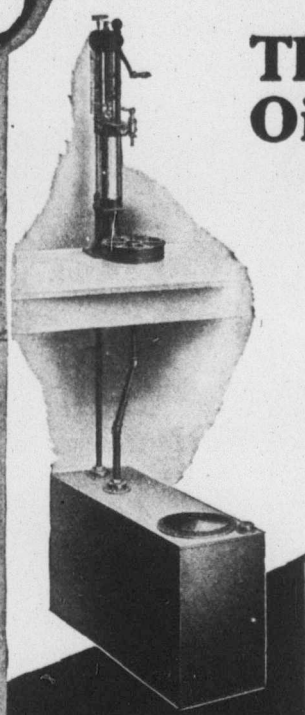
You will see the Lanka Tea advertisement running in your favorite publications just as your customers see them. Get ready for the demand with a generous stock of Lanka Tea, "Best value the world produces."

Order from your jobber today.

Lanka Tea is packed and  
imported by  
**WM. BRAID & COMPANY**  
Vancouver, Canada

Ontario Agents  
**S. H. MOORE & COMPANY**  
704 Excelsior Life Bldg., Toronto





**CELLAR  
OIL STORAGE**

## Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

# BOWSER

(ESTABLISHED 1911)

## OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE  
PROVING OUR CLAIMS

**S. F. BOWSER CO., LIMITED**

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres. Representatives Everywhere.

# CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders  
to  
**S. Davis  
& Sons**  
Box 630  
Montreal

---

Manufacturers  
of  
Good Cigars  
for  
over 70 years

NOBLEMEN—Superiores .....	50, 25	\$102.50*	10%	\$92.25 net
Invincibles .....	50, 25	110.00*	"	99.00 "
Coronas .....	50, 25	102.50*	"	92.25 "
Junior .....	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures .....	50, 25	102.50*	"	92.25 "
Longfellows .....	50	75.00	"	67.50 "
DAVIS PANATELAS .....	50, 25	82.00*	"	73.80 "
CONCHAS .....	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION .....	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and				
Perfectos .....	50, 25	70.00*	"	63.00 "
EL PROPOSO .....	100	60.00	"	54.00 "
DAVIS SUBLIMES .....	100	60.00	"	54.00 "
MIDGETS (20 packages of 5) ..	5	48.00	"	43.20 "
LORD TENNYSON .....	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE .....	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON .....	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

\*\$2.50 extra per thousand in boxes of 25.  
Prices above are shown at the rate of 1,000.

Discounts shown  
based on  
purchase of  
at least  
500 cigars  
assorted or of  
one brand.

---

Cash: 1% extra

---

Shipments  
prepaid to  
destination.



# KING GEORGE'S NAVY

CHEWING TOBACCO

wins the confidence of the men

And the confidence of the men is by no means an unimportant factor in successful retailing.

You can get the men coming to your store by showing King George's Navy on your tobacco counter.

And one sale means a steady run of repeats.

Try King George's Navy.



Rock City Tobacco Co., Ltd.

## Sani-Flush

(TRADE MARK REGISTERED)

### The Closet Bowl Cleaner

The *Sani-Flush* package is ideal for display purposes. It tells the whole story. Display cans of *Sani-Flush* in your window, on a counter, or on a conspicuous shelf. Inquiries and sales will follow naturally.

Do not wait for people to ask if you handle *Sani-Flush*, but put it where they can see for themselves. Women don't care to discuss the subject of cleaning closet bowls. They buy *Sani-Flush* readily, however, when they see it for sale.

**Harold F. Ritchie & Co.**  
LIMITED

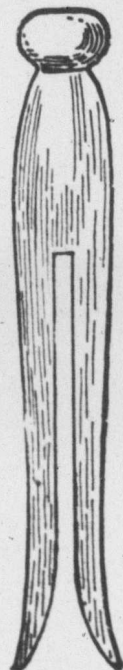
10-12-14 McCaul Street  
TORONTO



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



Lake Megantic, Que.



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

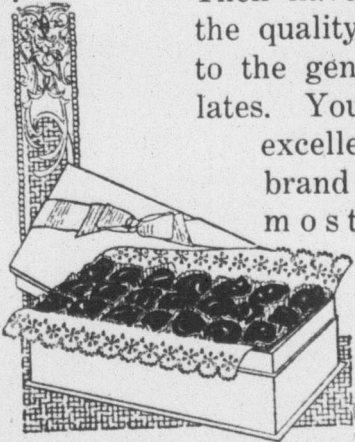
AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

## "NOBILITY" CHOCOLATES

are pure chocolates made by expert candy makers in a factory where strict cleanliness is observed at all times.



Their flavor is delicious and the quality is vastly superior to the general run of chocolates. You will find them an excellent selling line—a brand that will please the most exacting candy-lovers.



### A Sweet Proposition

Nobility chocolates offer a selling proposition that is as profitable as they are sweet.

**NOBILITY CHOCOLATES, LIMITED**  
ST. THOMAS, ONT.

*Selling Agents:*

Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited  
Montreal Winnipeg

## Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.

**Fiber Glass is a New Product.** It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

### Fiber Glass Dried Fruit Covers

This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

*Canadian Distributors:*

Eby-Blain, Ltd., Toronto, Ont.

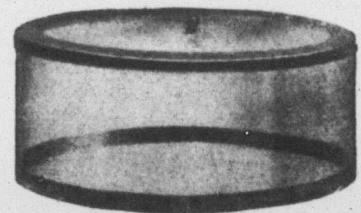
Johnson & Barbour, London, Ont.

Laporte-Martin, Ltd., Montreal, Que.

Macpherson-Glassco & Co., Hamilton, Ont.

### Fiber Glass Cheese Covers

ALL SIZES



Our 16x7 Round Cheese Cover, shown above, illustrates complete line made 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated Last for years.

**FIBER GLASS FOOD COVER CO., Inc.**

NORTH ASHLAND AVE., CHICAGO



# This Label Means Profit to You



Invest your capital in goods that sell readily and steadily. Stock recognized brands of known reliability and quality — brands that are called for repeatedly.

Armour Oval Label food products are quality goods of known reliability, and there is an Armour product to meet the demands of your most critical customers. Armour Quality Products sell rapidly.

The Armour Oval Label takes the guesswork out of buying—for you and your customers.

The nearest Armour branch house will give you the necessary information regarding the entire line. It pays to sell Armour Quality Products.

**ARMOUR AND COMPANY**

GENERAL OFFICES AND PLANT:  
HAMILTON,  
ONTARIO

BRANCH HOUSES:  
TORONTO, MONTREAL,  
SYDNEY, N.S., ST. JOHN, N.B.

**THIS**

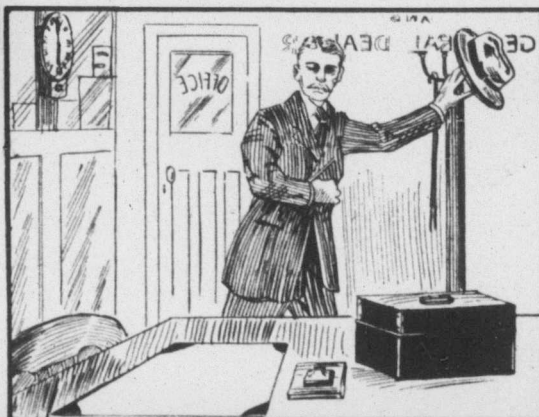


Everything disorder and worry.

*Why Spend, Money, Time and Energy  
in Keeping Credit Records?*



**THIS**



Everything in order and contentment.

*If You Must Keep Credit Records,  
Then*

## THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you PROTECTION

The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA  
The Security Envelope File Check System  
29 Ontario St. - - - Stratford, Ont.



WESTERN CANADA  
The Western Distributors  
205 McIntyre Block - - - Winnipeg

# NON-PAREIL

BRAND

Our prices are the lowest for guaranteed

- ROLLED OATS**
- ROLLED WHEAT**
- SPLIT PEAS**
- STANDARD OATMEAL**

*Write for prices of Oat Feed, Shorts and Hominy Feed*

**The Parkinson Cereal Co.**

THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**

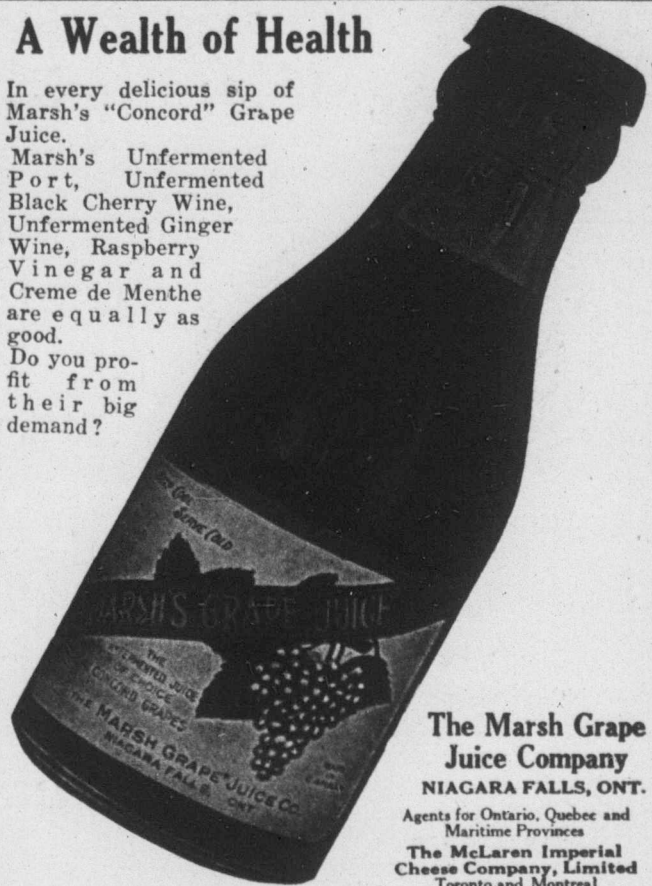
311 King Street East  
TORONTO

## A Wealth of Health

In every delicious sip of Marsh's "Concord" Grape Juice.

Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe are equally as good.

Do you profit from their big demand?



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

Agents for Ontario, Quebec and Maritime Provinces  
**The McLaren Imperial Cheese Company, Limited**  
Toronto and Montreal



### PROMPT SERVICE

will hold your trade, and bring success

**Brodie's XXX Self-Raising Flour**

will please your customers and bring new ones. Just the kind of goods you need to stock.

**Brodie's XXX Flour**

means quick sales, satisfied customers and fair profits.

Be sure you order Brodie's XXX Flour, the best on the market.

Made in Canada for Canadians by

**BRODIE & HARVIE**  
MONTREAL LIMITED



## Canada Beaver Brand Brooms

The skill of expert workmen upon first-class materials ensures a quality product. No one would ever deny that statement in the case of Canada Broom & Brush Co. The ten different grades of Household Brooms, three different grades of Toy Brooms and our special Warehouse Broom, have all a most enviable reputation for satisfactory service.

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

*Sales Manager*  
**M. Webber, London**

*Western Sales Agency*—MESSRS. NICHOLSON-RANKIN  
707-708 Confederation Life Bldg., Winnipeg, Man.



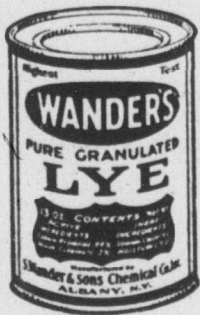
# WHEN A CUSTOMER ASKS YOU

for H.P. Sauce, it's reasonable to suppose she wants H.P.—it's also reasonable to suppose she is not going to be equally satisfied with something else. Lose that customer's confidence and you lose her patronage. But sell her H.P.—and you win her confidence in you and in the other goods you sell. Besides you make a very satisfactory profit on

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

# H.P. SAUCE

HANDY SNAP TOP



A LYE that is TRUE

## Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg  
 And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs. Bleaches  
 Destroys Odors

## RICE

## RICE FLOUR

## RICE MIDDLINGS

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

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

D. W. ROSS COMPANY  
 Agents  
 MONTREAL

## PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., 1/2-gal., 1/4-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, 1/2-gal., 1/4-gal., 1/8-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,  
 340 ST. ANTOINE STREET - - - MONTREAL, QUE.



## OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,  
 Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices,  
 354 Main Street, Winnipeg.  
 Sankey & Manson, 539 Beatty Street,  
 Vancouver.

**BACK  
FOR  
MORE!**



**“FOWLER’S  
PRODUCTS  
ARE  
BETTER!”**

Kiddies—and grown  
folks — can’t get  
too much of the  
genuine

**Wantmore**

**PEANUT  
BUTTER**

It not only has a delicious  
flavor but it is more  
nourishing than  
milk or eggs.

Your dealer has it and also  
“Wantmore” Salted  
Peanuts,

R. L. Fowler Company Limited  
Calgary Saskatoon Regina

*A statement  
backed to the  
limit by the  
products  
themselves.*

Constant reiteration of that statement in  
our extensive consumer advertising  
is making our products very  
easy to sell.

When, therefore, your customers  
ask for Peanut Butter, suggest  
“Wantmore.” You will be sur-  
prised how ready they are to buy.  
The above cut and many others  
will be sent to you on request  
free of charge. It will greatly  
help your local advertising of this  
popular product.

**R. L. Fowler & Co., Ltd.**

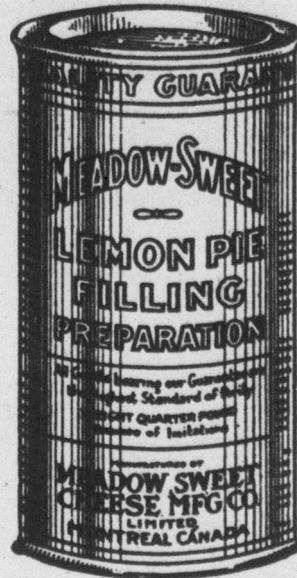
Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241



**Mr.  
Merchant  
25%  
Pays You a  
Fair Profit**

You can make the above profit on every tin you  
sell and at the same time give the trade excellent  
value.

Meadow Sweet Lemon Pie Filling is now in splendid  
demand. Easily sold, and means repeat business.  
Try a shipment from your nearest wholesaler.

Or  
Dunn-Hortop      Angevine & McLaughlin      D. M. Doherty  
Toronto          Eastern Provinces          Vancouver

**“Meadow Sweet” Cheese Mfg. Co.  
LIMITED**  
Montreal



**Furnivall's**  
**BE A FURNIVALL  
DEALER**

Show and recom-  
mend the Fine  
Fruit Pure Jams  
that are winning  
new friends every  
day because their  
quality is “differ-  
ent.”

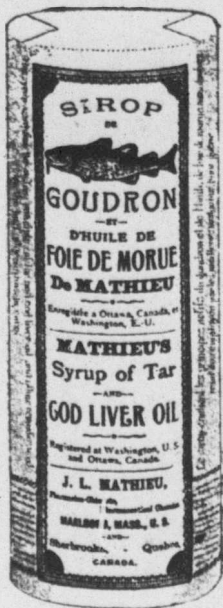
Furnivall profits  
are good.

**FURNIVALL - NEW**  
Limited  
Hamilton, - Canada

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



## Two Old Reliable Remedies



Mathieu's Syrup of Tar and Cod Liver Oil as a remedy for colds, grippe and pneumonia.

And

Mathieu's Nervine Powders for headache, neuralgia, la grippe, nervousness, etc., are deserving of your heartiest recommendation.

There is always a demand for these products and the margin of profit on their sale is liberal.

Order to-day.

**J. L. Mathieu Co.**

PROPRIETORS

SHERBROOKE

QUEBEC



### Profitable Because---

It is absolutely guaranteed to be pure and its past record for reliability makes Cow Brand customers—regular customers.

Replenish your stock of "Cow Brand" to-day.

**Church & Dwight, Ltd.**  
MONTREAL

## Every Day It Happens

Someone starts in business and opens up a new store. You could get some of this business if you knew about it.

**NEW GROCERY STORES  
NEW GENERAL STORES  
NEW FRUIT STORES  
NEW CONFECT'Y STORES  
NEW BUTCHER SHOPS**

Every province is covered by us and a prompt daily service is provided to those who wish to get items about these new stores.

**NEW DRUG STORES  
NEW RESTAURANTS  
NEW HOTELS  
NEW FOOD PRODUCTS  
NEW DEPTS. OPENING**

We cover every subject printed in the newspapers and are able to give you a service that will mean money to you.

**ITEMS ON MANUFACTURING  
ITEMS ON RETAIL TRADE  
ITEMS ON EXPORTS, IMPORTS  
RETAIL GROCERY ADS.  
NEWS ON SPECIAL LINES**

We read and clip the newspapers as a business and can collect items for you covering the above subjects. We will be glad to give you rates and details of the service if you mark the subjects, put your name and address at the bottom and mail to—

**CANADIAN  
PRESS CLIPPING SERVICE**

143-153 UNIVERSITY AVE., TORONTO

Name .....

Address .....

*Made in Canada for Canadians*

# RADNOR WATER

Mixes With  
Anything



# RADNOR DRY GINGER ALE

Makes a Delicious  
Drink

## RADNOR WATER

The old-time favorite is ready for the market. Bottled in Canada from the purest and only

Perfect Mineral Water

## RADNOR DRY GINGER ALE

A delicious ginger drink made from the purest selected essences obtainable. Carefully blended and bottled with Radnor Water.

**High Class Grocery Stores**

in every City, Town and Village will have enquiries from the best trade for Radnor.

**YOU** Can sell Radnor to your best Customers.  
Can sell Radnor to Hotels, Clubs and Restaurants.  
Can sell Radnor to Hospitals, Invalid Homes.

**NOW**

is the time to order your supply for Xmas and Winter trade. Be the first in your town to stock Radnor.

**AGENTS WANTED**

to represent Radnor in every Province.

Order from your wholesaler or write direct to

# THE RADNOR WATER, LTD.

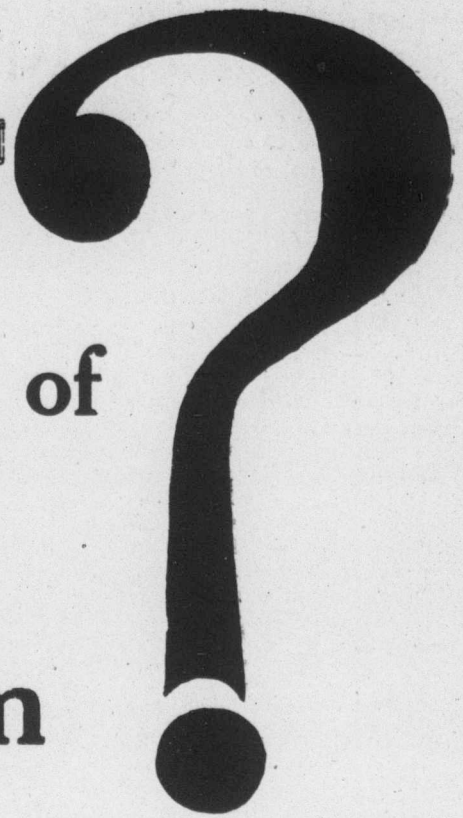
McGill Bld., Montreal



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There's no question  
about the superiority of

# St. Williams Strawberry Jam



Women everywhere acknowledge it. This luscious flavored jam is made from fresh, full ripened strawberries carefully selected for blemishes then blended with pure cane sugar.

St. Williams Curling Brand marmalade is equally as popular. Your customers will find it just as tempting—just as delicious.

*Try a convincing sample order.*

**St. Williams Fruit Preservers, Limited**

*Selling Agents:*

## Maclure & Langley

Limited

TORONTO

MONTREAL

WINNIPEG

---

# Enquiry Department

**W**HEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### WHERE TO SELL TIMBER?

Can you inform me where I can sell hub timber, elm logs and wood? S. G. Boyd, Marmora, Ont.

**Answer.**—D. J. McLean, Mail Bldg., Toronto; Anderson Lumber Co., Excelsior Life Bldg., Toronto; Anglo-Canadian Lumber Co., 26 Adelaide Street W., Toronto; Bowden & Sons, 377 Greenwood Ave., Toronto; Canada Lumber Co., Weston, Ont.; R. G. Dryden, Pelham Ave., Toronto; Fesserton Timber Co., Ltd., 15 Toronto St., Toronto; Gall Lumber Co., foot of Spadina Ave., Toronto; J. C. Gilchrist Lumber Co., 45 Ernest St., Toronto; T. H. Hancock, Junction, Toronto, Ont.; Irvin Lumber Co., Ltd., 3534 Dundas Street W., Toronto; Walter Davidson & Co., Ltd., 186 Duke Street, Toronto; R. Laidlaw Lumber Co., 65 Yonge Street, Toronto; Vancouver Lumber Co., Ltd., Excelsior Life Bldg., Toronto; Victoria Harbor Lumber Co., 12 Wellington St. E., Toronto.

### MONTREAL WHOLESALE GROCER

In list of wholesale grocers in Montreal published in answer to enquiry some time ago, the following firm name was inadvertently missed: Birks, Corner & Co., Ltd., 39 Youville Square, and 2, 4, and 6 St. Francois Xavier Street, Montreal, Que.

### WHO ARE AGENTS

Please tell me who are agents for Wax No-Rub?—Mr. Mickle, York Trading Co., Toronto, Ont.

**Answer.**—They have no agents; you buy direct from the Wax No-rub Mfg. Co., Almonte, Ont.

### QUEBEC JOBBERS OF PICKLE LINES

Could you give us names of the Quebec Province brokers for the following import lines: Rowatt's pickles, Stevens' pickles, and Cross & Blackwell line?—

G. T. Armstrong & Sons. Ltd., Sherbrooke, Que.

**Answer.**—Rowatt's pickles are handled by A. C. Snowden, St. Francois Xavier Street, Montreal; Stevens' pickles: Forbes & Son, St. Paul Street, Montreal, are agents for these; Cross and Blackwell line is handled by Stewart Menzies & Co., Toronto, Ont..

### MAKERS OF MIDGET FLOUR MILLS

Please give the following information as to who makes the Midget Flour Mills—a complete flour mill for putting out 5, 10, 15 or 50 barrels per day?—C. Y. Poehlman, Collingwood, Ont.

**Answer.**—Canadian Fairbanks-Morse Co., Toronto, Ont.

### WHOLESALE OF BALED HAY AND STRAW

Please send me names of wholesalers in baled hay and straw.—A. E. Flett, 44 Barrington Ave., Toronto, Ont.

**Answer.**—J. A. Peer & Son, 14 Commercial Street, Toronto, Ont.; Crampsey & Kelley, 778 Dovercourt Rd., Toronto, Ont.

### MANUFACTURERS OF ICE CREAM CONES

Please give the following information: Manufacturers of ice cream cones.—Joliette, Que.

**Answer.**—Maclure & Langley, 12 Front Street E., Toronto, Ont.; Real Cake Cone Co., 81 Jarvis Street, Toronto, Ont.

### MANUFACTURERS OF BUTTER BOXES

Would you please give names of wholesale manufacturers of butter boxes and tubs?—C. F. Schutt.

**Answer.**—E. B. Eddy Co., Hull, Que.; Boxes, Ltd., Ottawa, Ont.; Sarnia Paper Box Co., Sarnia, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.; Consumers Box and Lumber Co., Ernest Ave., Toronto; Barchard & Co., 151 Duke Street, Toronto; Firstbrook Box Co., Toronto; Kilgour Mfg. Co., Hamilton, Ont.; Parry Sound Lumber Co., Toronto.

### PAYMENT OF SALESMEN AND OPERATING EXPENSES OF WHOLESALE GROCERY

"Methods of Paying Salesmen and Operating Expenses in the Wholesale Grocery Business in 1918," is the title of the latest bulletin of the Harvard Bureau of Business Research. The discussion of the methods of paying salesmen covers policies used by firms selling in strictly local districts and those having national distribution of their products. Most of the firms with local businesses pay their salesmen fixed salaries without commissions. The investigation showed, however, that the commission plan is generally considered more satisfactory in the larger businesses covering more than local territories. Statements are quoted from several firms describing the arrangements that they make with their salesmen when paying commissions.

Fifty-seven wholesale grocers furnished profit and loss reports that could be compared for the years 1916, 1917 and 1918. Almost everyone of these firms showed an increase in volume of sales in 1918, the largest increase being about 50 per cent, over 1917. For all but three firms, gross profit was lower in percentage of net sales in 1918 than in 1917; 53 firms showed a lower net profit in 1918. Stock turn—5.2 times a year—was lower for 40 firms in 1918 than in 1917. A detailed summary of each item of expense and profit in 1918 based on the reports of 145 grocers is published in the bulletin.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
**INFORMATION WANTED**

Date.....191..

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

Address .....

.....

.....

.....





## Cidre Mousseux

## Champagne de Pomme

Can be Shipped Anywhere in Canada

We conform with the law and can guarantee that our cider can be sold anywhere without the slightest restrictions.

## Every Grocery Store in Canada

should stock these delicious beverages. Made from the juice of Canadian apples and bottled by Canadians for Canadians. Sell our cider by the case. You will be surprised at the volume of business you can secure by selling our products.

*Watch "Canadian Grocer" for  
our regular Advertisements.*

## Cie Canadienne Importation Co.

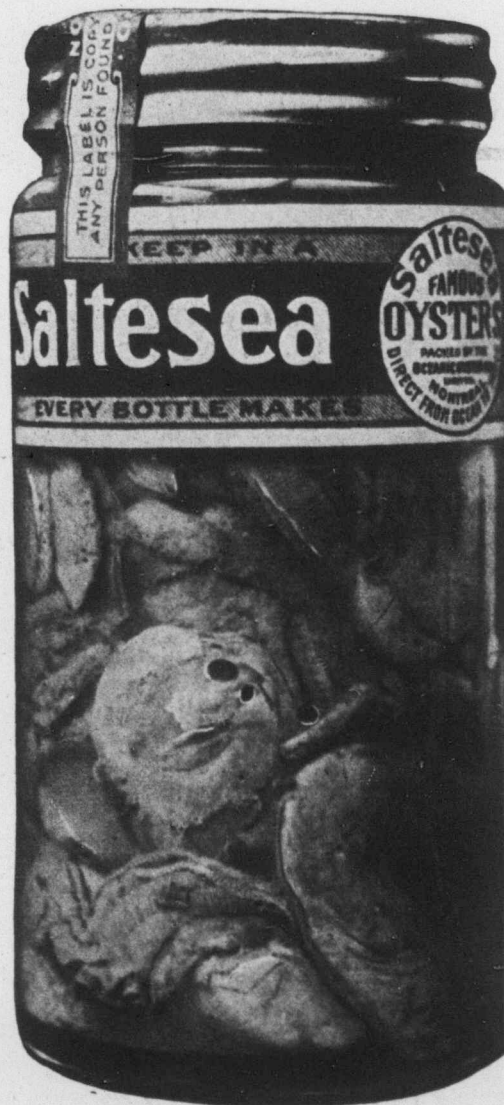
140 St. Catherine Street East

**MONTREAL**

# "SALTESEA" OYSTERS

Packed in Glass Jars and delivered to your trade PURE AND UNADULTERATED.

"SALTESEA" OYSTERS please your trade and give satisfaction to you. Read page 63 and see what one dealer thinks. He is only one of many. If you are not already with us WRITE TO-DAY for prices and particulars.



THE OCEANIC OYSTER CO. OF CANADA  
LIMITED  
MONTREAL



**A year's use has proved that the new waxed board carton in which Red Rose Tea is packed is neater, stronger, more secure and much better liked than the old-fashioned lead package.**

## What's your salary Mr. Clerk?

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

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

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

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

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

**CANADIAN GROCER**

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

## THE NEW APPETISER

*Delicious Flavour*



*Delicate Aroma*

# **SAVORA**

# **SAVORA**

Don't be dubious about taking up a new product. Savora is made in conjunction with Colman's D.S.F. Mustard which is sufficient guarantee of its goodness. You can safely recommend it just as you have all other products of the Colman-Keen family.

Savora is put up in convenient sized jars—2 doz. large or 4 doz. small to the case. Put a trial case on your next order to your wholesaler.

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO

## Greetings of the Season

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



I am not de-naturized, de-caffeinated nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

*G. Washington's* **REFINED** Coffee

Went to War

Home Again



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, NOVEMBER 28, 1919

No. 48



FOR many years past Toronto has played an important part in the distribution of food products. It is a city strategically situated to handle this trade expeditiously and well. The hub of a network of railway lines its lines of distribution radiate more directly than from almost any other food distributing centre. In addition to the regular railway facilities provided by Canada's three great railway systems, it has, as well, five interurban lines, as well as boat communications during the greater part of the year with many parts of the Province.

Toronto is pre-eminently a buying centre. With a population close to half a million there is sufficient home demand to assure strong and aggressive business organizations to meet the needs of the people. But not only is it the selling centre for a city of half a million, but it is the commercial centre of a Province rapidly approaching the three million mark. Not that there are not a number of other thriving distributing centres in the Province, each of whom do a thriving business, but by reason of its central location, and the fact that it is the headquarters of many business activities, Toronto is unquestionably the premier distributing point of the Province. Centres like Hamilton and London and Ottawa have built up a big distributing trade and are ever increasing this trade, but this business has not been built up at the expense of the larger centre. There is, in fact, a sphere of usefulness of all these distributing points, but Toronto, by the very nature of its business, stands well at the head.

#### A CENTRAL HEADQUARTERS

Many of the large food producing plants have their headquarters in Toronto. Five of Canada's largest packing plants are located in Toronto, and from this centre distribute their products over the whole Province and far beyond its borders. There are as well several large cereal and flour mills, two large biscuit plants and three soap plants. Toronto is as well the home of cocoa and chocolate plants, does an enormous wholesale trade in candy and confectionery, is a distributing point for several coffee, spice and pickle manufacturing, is the home as well of several important

cleansing powder plants, and furniture polish manufacturers. It is also the centre for several manufacturers of store equipment. Being the centre of so many of these large industries, it is not unnatural that the merchant likes the opportunity to visit the city from time to time to visit some of these plants and to keep in touch with the changes taking place in these lines.

A great wholesale centre—

Toronto is moreover a great wholesale centre. The large business that is being done there has naturally resulted in the building up of some important wholesale firms. The dozen or more firms located in Toronto with

their selling organization cover practically the whole of the Province with a constant stream of travellers, so that the Toronto houses are well known in every part of the Province. Moreover, Toronto is the headquarters of some very important brokerage firms, handling accounts that are in demand everywhere. Toronto, therefore, becomes the distributing centre for these goods and for that reason a locality of more than usual importance.

#### AN IMPORTANT DISTRIBUTING POINT

Toronto is an important fruit distributing centre as well. Having one of the largest fruit markets in the country, merchants from all over the Province are accustomed to foregather there in the summer months to do their buying and to reship their goods to their final destination. Toronto, too, by reason of its central position and unequalled transportation facilities, has become a dispersion point of great importance. Many trainloads of such goods as potatoes, apples, bananas and such like are billed on Toronto for distribution to other less populous centres, the brokerage business in these lines has become an important matter, while Toronto generally is known as one of the most important wholesale fruit centres in Canada.

#### OTHER LARGE INDUSTRIES

The city has also gained considerable attention as the distributing point for fish, oysters and such like. There are a number of important fish dealers in the city who receive supplies from the lake ports and both coasts and distribute to every section



of the Province and this has become a very important factor in the trade. All the large packing plants as well as other agencies have well-established produce departments which not only distribute such lines as butter, eggs and cheese, but also receive these goods from general merchants and other shippers throughout the Provinces.

These, then, are a few of the reasons why Toronto holds such a strong position as a distributing centre for the Province. Its wide resources, and its wide-spread organization afford a very forceful argument that the business men of the city have not been slow to use in building up the trade from other parts of the Province.

#### INCREASED VANILLA CROP

Conditions of the Mexican vanilla crop are excellent, the season having been most favorable, and a crop of 300,000 pounds of whole beans and 20,000 pounds of cuts is expected as against last year's crop of 210,000 pounds of whole and 40,000 pounds of cuts.

### How One Grocer Sold a New Line

**Carried a Tin of a Certain Brand of Grape Jam in His Pocket and When Taking Orders at the Houses, Showed It to His Customers—Sold a Case One Day.**

**M**ANY retail grocers have different methods of boosting the sales of certain lines of goods, and all are apparently followed by a fair degree of success. Guy and Hoffman, 1218 St. Clair Avenue W., Toronto, recently introduced a certain kind of grape jam. They had not previously stocked it, but first saw it demonstrated at the Toronto Exhibition. Being convinced of its merit, they decided to get some of it. This firm makes it a practice to call at the houses of their customers twice a week for their orders, and a good proportion of their business is done in this way. In introducing this grape jam to his clientele, Mr. Hoffman carried a tin of it in his pocket when making his rounds. He talked it up to his customers, with the gratifying result of selling a case in one day. He has now

pretty well introduced it to his people, and he told **CANADIAN GROCER** the other day that he is now selling it right along. In fact, he states that sales the past month, while not averaging a case a day, are well maintained, and he believes that he has created a steady demand for it that is bound to grow. He is also selling it over the counter by showing it to people who come in, and recommending it to them.

Scott Bros., 41 Yonge Street, have been in the wholesale grocery business since 1896, first at 190 King Street E., and for the past six months in their present premises. The business is now controlled by A. E. and W. E. Scott, but was first started by their father, Wm. Scott. The trade of Scott Bros. is largely in the city, and does not extend much beyond Toronto.

#### MEXICAN COFFEE CROP GOOD

The flowering of the coffee trees in the Vera Cruz district is reported to have been very good in the sense that it has been scattered over a greater length of time than usual, which will be of marked assistance in gathering the crop. Last year 25 per cent. of the crop was lost on account of the shortage of labor on the various plantations, and this, of course, will be the deciding feature in this year's picking. The present estimate for the crop in the district is that it will run from 150,000 to 200,000 quintals. The conditions of the crop in the state of Chiapas have been doubly as good, if not better than last year and will be approximately from 200,000 to 250,000 quintals.



A view of Yonge Street, Toronto, looking north, giving an idea of some of Toronto's magnificent business and financial buildings.



# Introduced Many New Products to Customers of the Store

R. Barron, Ltd., one of the first grocery stores on Yonge Street, Toronto, has been the first to call a number of products now sold throughout Canada to the attention of the Canadian public. Mr. Geo. Barron, the present senior partner, believes that it is the duty as well as the opportunity of the store to suggest goods to the customer.

THE introduction of new food products to the Canadian market, and that have afterwards become tremendously popular, resulting in some instances in the establishment of factories in Canada, has been a feature in the trade development of R. Barron, Ltd., 728 Yonge street, Toronto. Bringing articles of American manufacture to this country, and creating a market for them on this side, first among their own customers, looms large as a factor in building up the immense business for which this firm is well known. This concern developed a market for goods, practically unheard of in this country, and increased sales from a very small beginning to a magnitude, that in later years warranted the establishment of factories in Canada. This may seem a rather sweeping statement, but having been the first to sell certain foodstuffs and household lines manufactured only in the United States, a demand was created that spread very rapidly. Merchant after merchant was forced to stock these new lines. Agencies sprung up for the sale and distribution of them, and all because R. Barron, Ltd., realized

their selling possibilities. Thus it is evident that to this firm a great deal of credit is due for their first introduction. It might be mentioned that Mr. Barron brought Quaker Oats into this market. This store was foremost in Canada in the sale of this breakfast food. The same is true of Ralston's health food, Cream of Wheat, and Old Dutch cleansing powder.

#### Can Sell a Reputable Article

The above are only a few of many new lines that have been introduced by this store. Their efforts have been crowned with considerable success. "If we are convinced of the merit and reputation of a certain article in foodstuffs," George Barron, the senior member of the firm, told CANADIAN GROCER, "we can sell it. As long as we can guarantee it to our customers, we do not hesitate to back it with all our selling energy." On more than one occasion Mr. Barron has visited exhibitions of foodstuffs in the United States, and seeing articles that impressed him as reputable lines, and had taken well with the American public, he at once proceeded to stock them in his own

store. Concentrating the selling ability of his staff to these new lines, possibly never before heard of by his customers, it was not long before he had built up a trade in them that was sufficient reward for his undertaking. "We have a very complete sales department," Mr. Barron remarked. "We realize the importance of having our staff really sell goods, rather than merely take orders. Fully 75 per cent. of our business is done on the telephone, and it is essential that our clerks should know the merits of new brands, and be in a position to suggest and recommend them to our clientele."

#### Kept Pace With City's Growth

The business of R. Barron, Ltd., as it stands to-day, represents a story of growth and expansion, that is closely allied with the development of that part of the city, comprising the district of Yonge and Bloor streets. It is thirty-seven years ago since the late Robert Barron, father of the three present members of the firm, opened a store on Yonge street, on the opposite corner to where the present premises are. It was only a small beginning, and was among



A glimpse of the R. Barron store, Yonge Street, Toronto.

the first grocery stores on Yonge street. At that time Bloor street marked the city limits, and the section immediately north was known as Yorkville. Seven years later the late Mr. Barron moved to the present quarters. He always maintained that the development of the city would be chiefly directed to this part of Toronto, and the years that have followed have demonstrated the accuracy of his judgment. Mr. Barron was not content to stand still, but as the city grew, so he extended his business. New

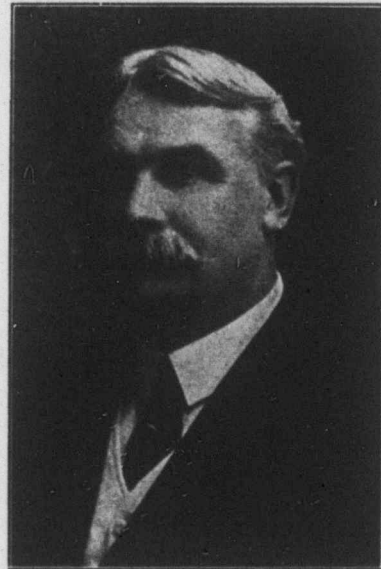
departments have been added since the first commencement, features in the store that have meant a great deal in its progress. At the present time, fish, poultry and flowers are branches productive of profit that did not enter into the trade in the early days.

#### Service and Quality

Modern methods and appliances, labor-saving devices and ideas facilitating the handling of business, have been readily adopted by the firm. This store was the first grocery establishment to instal

a cash carrier system in the City of Toronto. Their delivery schedule is one of which they are justly proud. Fourteen motors and wagons give their customers the best possible service. The firm is contemplating extending the store, and an addition to the building, doubling the floor space, as it now is, is likely in the near future. "Service and quality is our motto," Mr. Barron remarked to CANADIAN GROCER. "We have built up our business on that principle."

## Suggesting Goods To Telephone Customers



D. W. CLARK.

**T**HERE are a great many people who claim that in a business that is largely carried on over the telephone, there is little opportunity to develop sales. Many grocers, situated in residential districts, deal with their customers almost exclusively by way of the telephone. Orders are given in the morning, and in many cases it is merely taking down a list of the goods required. When such a merchant is asked, "What are you doing to develop sales in new lines or articles not frequently asked for?" he frequently comes back with the answer, "Oh, my customers mostly give their orders on the telephone, and I never try to sell them anything they do not want."

It is certainly a good policy not to force people to buy what they do not want, but, in nine cases out of ten, they do want the article, and will buy it, if they are only told about it, and if the recommendation of the grocer goes with the suggestion.

#### Sales by Suggestion

That there is a great field for the development of new business, and increasing sales by suggestion, in a telephone trade, is proved by the experience of D. W. Clark, 248 Avenue Road, Toronto. Mr. Clark is convinced that the telephone is not a hindrance to salesmanship, and he is of the opinion that he can sell an article to a customer just as readily over the telephone as over the counter.

"Much depends on the selling ability of the clerks who are receiving the orders," Mr. Clark told CANADIAN GROCER. "I have made a practice of taking a different line, every few days, and in taking all orders on that par-

ticular day, endeavor to sell it. We merely tell the customer that we are selling a certain brand of asparagus, for example, at such a price, and ask her if she wouldn't like to have some sent with her order. Almost invariably the sale is made. There are really more people who will buy goods in this way than is imagined, and the suggestion that the grocer makes very often supplies a need of the busy housewife that she herself could not think of."

#### Sells Ten Cases in One Day

"What have you sold in this way recently?" Mr. Clark was asked.

"A few days ago," he answered, "I sold ten cases of asparagus in tins in one day. It not only was a profitable turnover in that one particular instance, but served to introduce this particular brand of asparagus, in a way that has meant a good deal for its continued popularity."

Another time, Mr. Clark sold more

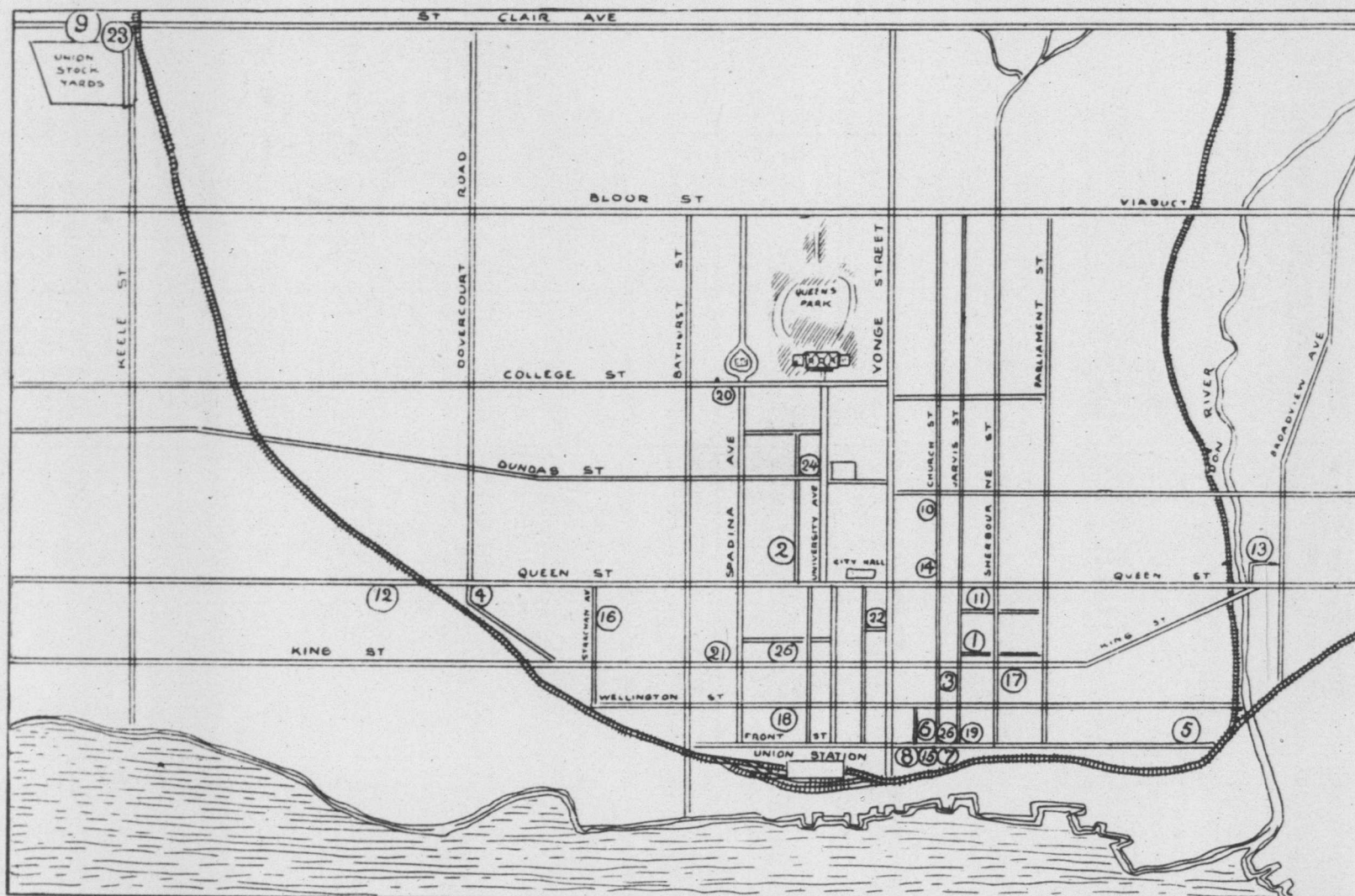
than ten cases of certain soups, and these two mentioned instances are only slight evidence of what he has done in numerous other lines, to which he devoted the selling energies of himself and staff. They are sufficient, however, to demonstrate to the doubtful retailer, who at present is nothing more than an order taker, that a telephone business demands just as much salesmanship as that which is done directly over the counter. It is apparent that the trade is there to be taken care of, and it is up to the retailer to grasp it. With ninety per cent. of his trade coming over the telephone, Mr. Clark was almost compelled to develop business in this way, and the results that follow his efforts are sufficiently gratifying to make it worth while.

#### Thirty-six Years in Business

When Mr. Clark entered the grocery trade, it was in a very small way, on Bellevue Avenue, Toronto, thirty-six years ago this month. Mr. Clark was one of the first subscribers to CANADIAN GROCER, and he has been a reader, continuously, since its first publication.

The growth of his business has kept pace with the development of the city, and after spending 23 years in the one store, he moved to his present premises. When he first commenced, he employed no help, whereas to-day he has a staff of ten, and has four horses, for delivery, all the time. Service of the highest order has been his motto, and he has endeavored to give his clientele the very best in the way of prompt deliveries. Situated centrally, in a well-populated residential district, Mr. Clark believes that location has been a factor in the





This map is printed to designate the location in Toronto of manufacturers and wholesalers using space in this issue. Numbers on map correspond with those below.

- |   |  |   |   |
|---|--|---|---|
| 1. Aromint Mfg. Co., 107 Duke St.                     | 8. Estabrooks & Co., Ltd., T. H., 9 Front St. E.       | 15. Kinnear & Co., T., 49 Front St. E.            | 22. Standard Lithographic Co., 28 Temperance St.          |
| 2. Canadian Milk Products Co., 10-12 St. Patrick St.  | 9. Gunns Ltd., St. Clair Ave. and Gunns Road.          | 16. Kellogg Cereal Co., W. K., Strachan Ave.      | 23. Swift Canadian Co., Cor. St. Clair Ave. and Keele St. |
| 3. Connecticut Oyster Co., Ltd., 50 Jarvis St.        | 10. Hansen Canadian Laboratories, Chr., 201 Church St. | 17. Oliver-Lee, Ltd., 95-97 King St. E.           | 24. Toronto Vinegar Works (Cosgraves), 284 Simcoe St.     |
| 4. Chamberlain Medicine Co., Foot of Dovercourt Road. | 11. Hooten Chocolate Co., 60 Duchess St.               | 18. Patrick & Co., W. G., 51 Wellington St. W.    | 25. White Swan Spices & Cereals, Ltd., 156 Pearl St.      |
| 5. Davies & Co., Wm., 521 Front St. E.                | 12. Horne Co., Harry, 1297 Queen St. W.                | 19. Peters, Duncan Limited, Jarvis and Front Sts. | 26. White & Co., Front and Church Sts.                    |
| 6. Eby-Blain, Ltd., Front and Scott Sts.              | 13. Imperial Extract Co., 24 Matilda St.               | 20. Pure Gold Mfg. Co., 381 College St.           | 27. Chisholm Milling Co., Foot of Jarvis St.              |
| 7. Eckardt & Co., H. P., Church and Esplanade.        | 14. Imperial Oil Co., 56 Church St.                    | 21. Salada Tea Co., 461 King St. W.               |   |

expansion of his business. But the increasing costs of doing business since the war, Mr. Clark told CANADIAN GROCER, renders the statement that is so often heard at the present time,

that grocers are profiteers, a mere fallacy. "The grocer does not get much opportunity to make unfair profits," he added. "One could employ fifteen people in 1912 and 1913, for what it now takes

to carry a staff of ten. Strict attention to service and salesmanship, and vigilant care in buying, are absolutely essential to guarantee a reasonable turnover in these days."



**T**HERE are various selling methods that have proved of advantage to different merchants, novel ideas that have encouraged trade and developed an interest in the goods. It is questionable, however, if there is any factor in selling that equals the value of display in bulk, yet this simple method of encouraging sales is in many instances entirely neglected by merchants.

Wm. Rowntree & Sons, Dundas Street West, Toronto, have adopted the policy of using bulk displays with marked success. They believe that this, in conjunction with a persistent advertising campaign calling attention to the advantages of dealing with the store that can serve all the housewife's needs, has been a large factor in the rapid growth of the business.

#### Large Displays Attract Attention

The showing of goods in bulk naturally attracts the customer's attention to the goods where a smaller display would make little, if any impression. People buy because the goods seem to leap out

## Selling Goods by Bulk Display

Showing Goods in Quantities Proves Effective Selling Argument With Wm. Rowntree & Sons, West Toronto.

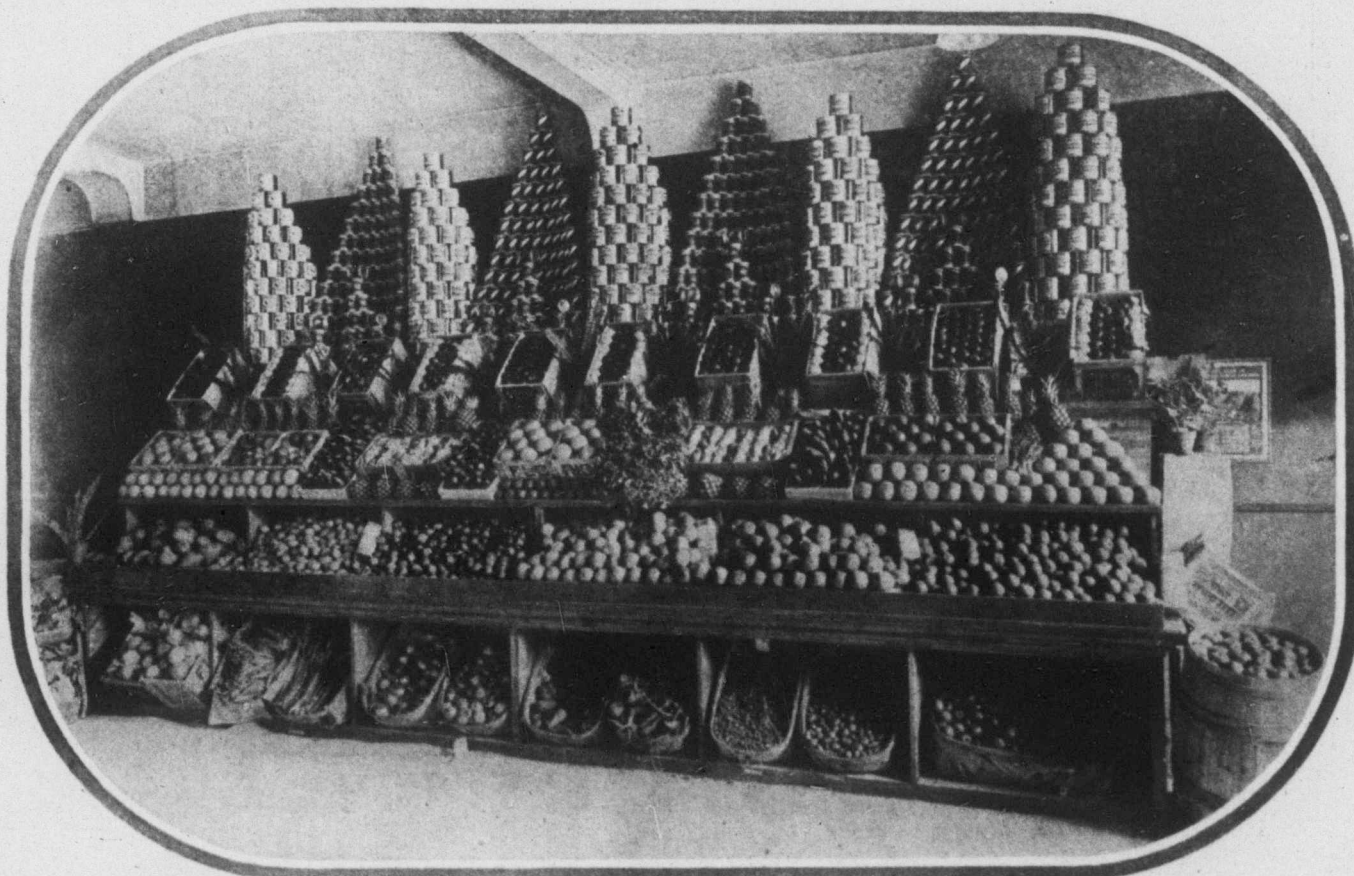
at them as soon as they enter the store. The bulk display in other words is its own selling argument. Just why this is, nobody has definitely discovered up to the moment, but the whys and wherefores of the matter are of no particular moment, the important matter is that it is a fact, and one of which the live merchant can take full advantage.

Entering the W. Rowntree & Sons' store recently, the representative of CANADIAN GROCER noticed an immense pyramid that circled around the

archway between the front and back store, and reached to the ceiling. The casual observer would have said that there were thousands of boxes of breakfast foods going into the construction of this breakfast food pyramid. And unquestionably there were a good number, but the pyramid was built up on a foundation of filled cartons, and only the outside tier were taken out of the original shipping package.

Speaking to one of the staff, it was learned that a very material increase in the sale of these lines had resulted from this prominent display in the store. Very few customers entered the store without being reminded that it was well to have a box or so of breakfast food on hand. They bought more than their normal supply because the bulk display with its appeal sold them the goods.

This method of interior display has also some other minor advantages. For one thing, such displays may be made to cover up otherwise unattractive corners. Continued on page 61



Illustrating the way Wm. Rowntree & Sons, Dundas St. West, Toronto, make use of bulk display in selling fruit.



**TORONTO-BUYING CENTRE FOR GROCERIES**



"SALADA" BUILDING, TORONTO

This is the monument to Canada's appreciation of FINE TEA. For 27 years the SALADA TEA COMPANY has been giving the public uninterrupted and unequalled QUALITY and this building, above shown, is the result. THIS IS THE LARGEST TEA BLENDING AND PACKING WAREHOUSE IN AMERICA and is but one of 3 great plants operated by this company.

**A Square Deal to  
the Grocer**

Glad refund of money on any SALADA you want to return at any time.  
Ever-increasing demand.

**Perfect Satisfaction  
to the Consumer**

Absolutely invariable, good quality.  
Kept fresh and fragrant in aluminum packets.

**"SALADA"**



# TORONTO-BUYING CENTRE FOR GROCERIES

## Here's one of the first of H. P. Eckardt Advertisements

Just as it appeared in CANADIAN GROCER in February issue, 1898. For more than twenty-one years the firm of H. P. Eckardt through the medium of CANADIAN GROCER has been giving the grocery trade valuable tips on buying.

To-day, as in 1898, every issue contains an H. P. Eckardt buying suggestion—counsel that you can follow with profit.

### There is no Eloquence—

quite so convincing as the eloquence of good, old-fashioned common-sense. Suppose we offer you an article that's worth \$1.00 for 75c—that's a bargain in the best sense of the word, isn't it? Suppose we have a valid reason for offering you this article at a profitless price. If you have any use for the article thus reduced, don't you think it would be the best kind of economy to buy it? We are clearing our warehouse of surplus stock, and, instead of carrying goods which, for one reason or another, don't sell, we put them at a price at which it's an advantage for a live dealer to buy them.

<b>In Teas we quote</b>	—Indian Pekoe Souchong .....	10c
	Indian Pekoes .....	12½c
	Indian Orange Pekoe.....	14c
<b>In Fruits</b>	—Prunes, B. Sphinx.....	4c
	2-Cr. Muscatels, 50-lb. bxs.....	4c

All subject to being unsold on receipt of order.

## H. P. Eckardt & Co., Toronto

Many years ago when the above advertisement appeared in print we were laying the foundation stone of our success by rendering honest, profitable advice and assistance to the retail trade.

To-day our sincere wish is still to serve you, but with speedier service and greater diligence.

**SEE OPPOSITE PAGE**





SEE OPPOSITE PAGE

# For This Week

## We Offer:

Indian Pekoe Souchong	-	-	43
Indian Pekoe	-	-	45
Indian Orange Pekoe	-	-	47
California 60/70 Prunes	-	-	19 <sup>3</sup> / <sub>4</sub>
California 1-Crown Muscatels, 25 lb boxes	-	-	19 <sup>1</sup> / <sub>4</sub>

There's an old saying "How the world do move!" Here's a concrete illustration of how prices do move. In comparing Tea prices there's a 7 cent duty to be taken into account which did not apply in 1898. The 60-70 California Prunes are about the same size fruit as the B Sphinx Bosnian, and the 1-Crown Muscatels, as you know, are if anything valued at only a little higher than the 2-Crown.

The days when buyers were scrapping with salesmen for an eighth of a cent on the price of Tapioca which was then selling at around three cents look like as if they are gone forever.

### Special Offering:---

Esmeralda Figs, fancy packed boxes, 22 lbs 20

Palace fancy Locoum Figs, 2<sup>1</sup>/<sub>2</sub> lb boxes 67<sup>1</sup>/<sub>2</sub>  
per Box

SEND US AN ORDER

# H. P. ECKARDT & CO

## WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

# TORONTO-BUYING-CENTRE FOR GROCERIES

## Chamberlain's Family Remedies

You Can Recommend None Better

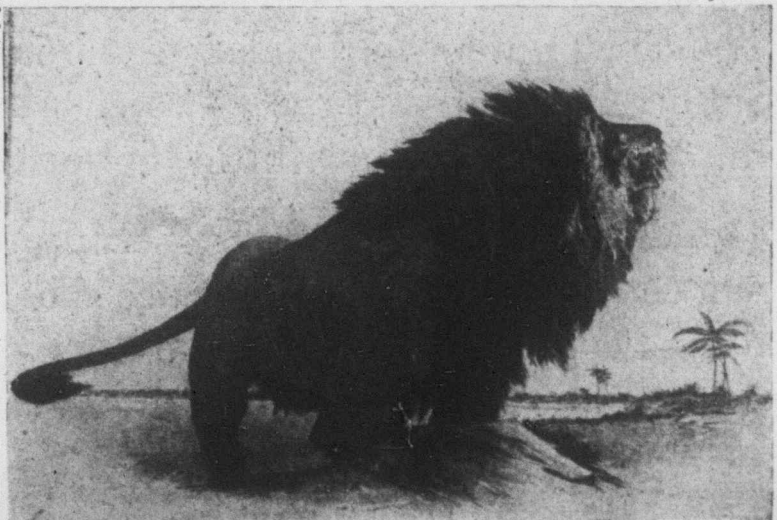


The curative powers of Chamberlain's Family Remedies are known in almost every household. This knowledge is the big reason that Chamberlain's sell so easily. When you recommend them you will be respected for your good judgment. The profit is liberal, so liberal in fact, that you cannot afford to be losing it. Write to-day. Chamberlain's—the Family Remedy par excellence.

**Chamberlain Medicine Co., Limited**  
TORONTO

## Does your package speak out?

Has it got that attractiveness which catches the buyer's eye? Once seen does it drive home your big selling thought? Does it invite the trade and the general public to try its contents? If not, we can prepare one for you that will.



Send us your present package and let us offer suggestions. We also design attractive cutouts, display cards and labels. Write us to-day.

**The Standard Lithographic Company**  
of Canada, Limited

28 Temperance Street

Toronto, Canada



# TORONTO-BUYING CENTRE FOR GROCERIES



## For Christmas Trees and Little Stockings

### Aromints Repetti Tabs



**T**HERE'S a bright holiday look about the packages of "Aromints" and Repetti Tabs (fruit tablets) that proves irresistible to the average customer. Hands reach out for them almost instinctively. Nickels pass across the counter; and every package sold is an invitation for another.

You know what "Aromints" are. You have seen the full page advertising in the *Saturday Evening Post* and other popular American periodicals circulating in Canada.

Your customers know "Aromints," too, and need only to see them to buy them.

Repetti Tabs (fruit tablets), while not so well known in Canada, have a tremendous sale in the United States, where they have proved most popular. They need only be introduced here to become fast favorites. Like "Aromints," they are put up in clean, tempting packages, convenient for counter display.

"Aromints" come in five flavors—peppermint, wintergreen, cinnamon, cloves and licorice, while Repetti "Tabs" are put similarly in orange, lemon, butterscotch and other true fruit flavors. Both are made in Canada for the Canadian trade and pay a handsome profit.

Order a sample assortment through your jobber and display them for the Christmas trade. They will sell themselves, leaving you free to wait on your customers' other wants.

5c. a Package Retail



**Oliver-Lee, Limited**  
Selling Service Corporation

95-97 King Street East, Toronto

Distributors for Aromint Mfg. Co., Limited, Toronto, Canada. Repetti, Limited, Toronto, Canada

**TORONTO-BUYING CENTRE FOR GROCERIES**

**ORANGES ORANGES**

Finest California Navels now arriving. Let us have your order.

**Grape Fruit**

Florida

**Lemons**

California and Messina

**APPLES APPLES**

Finest winter varieties, Ontarios and Nova Scotias in barrels.  
Extra Fancy Boxed Apples, McIntosh, Jonathan, Delicious, Spitz, Spies

**Grapes**

Red Empress in Drums

**Pears**

Beirre Anjous in Boxes

**Cranberries, Sweet Potatoes, Celery, all varieties Vegetables**

**Nuts, Figs, Dates, etc., for Xmas trade**

Use the wires at our expense.

**PETERS DUNCAN LIMITED**

88 Front Street East  
TORONTO

Branches: North Bay, Sudbury,  
Cobalt, Timmins

*Stock these  
Fast Sellers*

How often are you asked for "something different" in the way of breakfast foods by your customers? Are you sure the line you recommend will satisfy—please—and BRING the customer BACK for more?



**RALSTON WHEAT FOOD**  
and  
**PURINA BRANZOS**

The attractive checkerboard boxes permit of a most striking display. Try Ralston Wheat Food, yourself, and then give it your personal recommendation.

**The Chisholm Milling Co., Limited**  
Foot of Jarvis Street - Toronto



**TORONTO-BUYING CENTRE FOR GROCERIES**

# Toronto

## Peterborough Galt

**W**ITH three warehouses in the above cities we are in a good position to give you prompt and efficient service. Each is located in centres of live districts so that we can give quick delivery to all parts of Ontario.

Each salesman from the House of Kinnear carries special values that interest keen buyers. Be sure you get their weekly "specials."

Give the Kinnear salesman a trial order on his next trip and let us prove to you what our service means.

## Thos. Kinnear & Co.

Toronto

Peterborough

Galt

---

# TORONTO-BUYING CENTRE FOR GROCERIES

## .....and home of White Swan Products



### *White Swan Mustard*

This popular "Made-in-Toronto" Mustard (The Mustard with a Kick) is selling so fast that we are taxed to our utmost to keep pace with the demand. Made from genuine English seed—maximum strength and superior to any imported lines—**White Swan** Mustard costs less and yields a better profit.

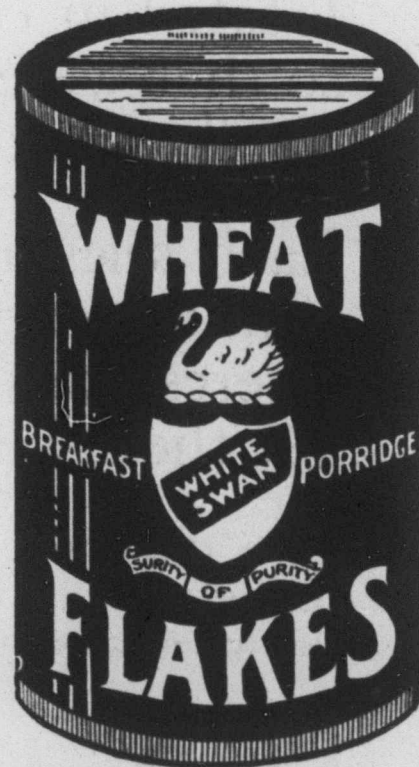
### *White Swan Wheat Flakes*

A delicious, wholesome breakfast cereal. Made from highest grade white winter wheat rolled into thin, appetizing flakes. A very popular **White Swan** product that is a fast seller.

### *The White Swan Family*

are all good sellers. **White Swan** Pancake Flour and **White Swan** Wheat Kernels are made up to the **White Swan** standard of quality. You are playing safe when you sell

Stock up to-day.



**White Swan Spices and Cereals, Limited**  
TORONTO, CANADA

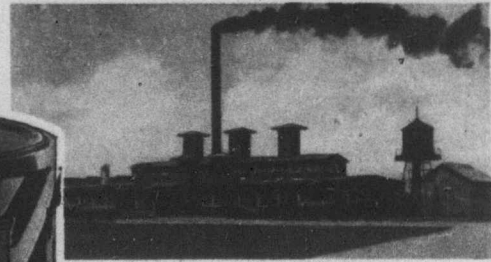


# TORONTO - BUYING CENTRE FOR GROCERIES



### The Home of KLIM

This building houses our Executive, Financial, Sales, and Advertising Departments. The Toronto Warehouse and Shipping Department is also located in the building. A complete food laboratory, where daily tests are made of the company's products, occupies an important portion of one floor.



### Plant Number Three Burford, Ontario

Klim is made at our plants in the country, close to the farms where the liquid milk is produced and where the air is clean and pure. They are as sanitary in construction as science can devise. Klim (powdered separated milk) has the natural flavor that proves its purity.

All wholesale grocers can supply you with Klim.

**CANADIAN MILK PRODUCTS LIMITED, TORONTO**

ST. JOHN

MONTREAL

WINNIPEG



## Junket

MADE with MILK

### Wholesome and Economical

Just recollect, Mr. Grocer, how many times your customers have asked for a wholesome, yet economical dessert. Wise grocers that carry "Junket" are never at a loss what to recommend. Invariably they suggest "Junket." Experience has taught them that it never fails to please.

Send for your trial order to-day.

"Junket" is sold in 10-tablet packages that retail at 12 cents with a good profit.

**Chr. Hansen's Canadian Laboratory**

Toronto, Canada

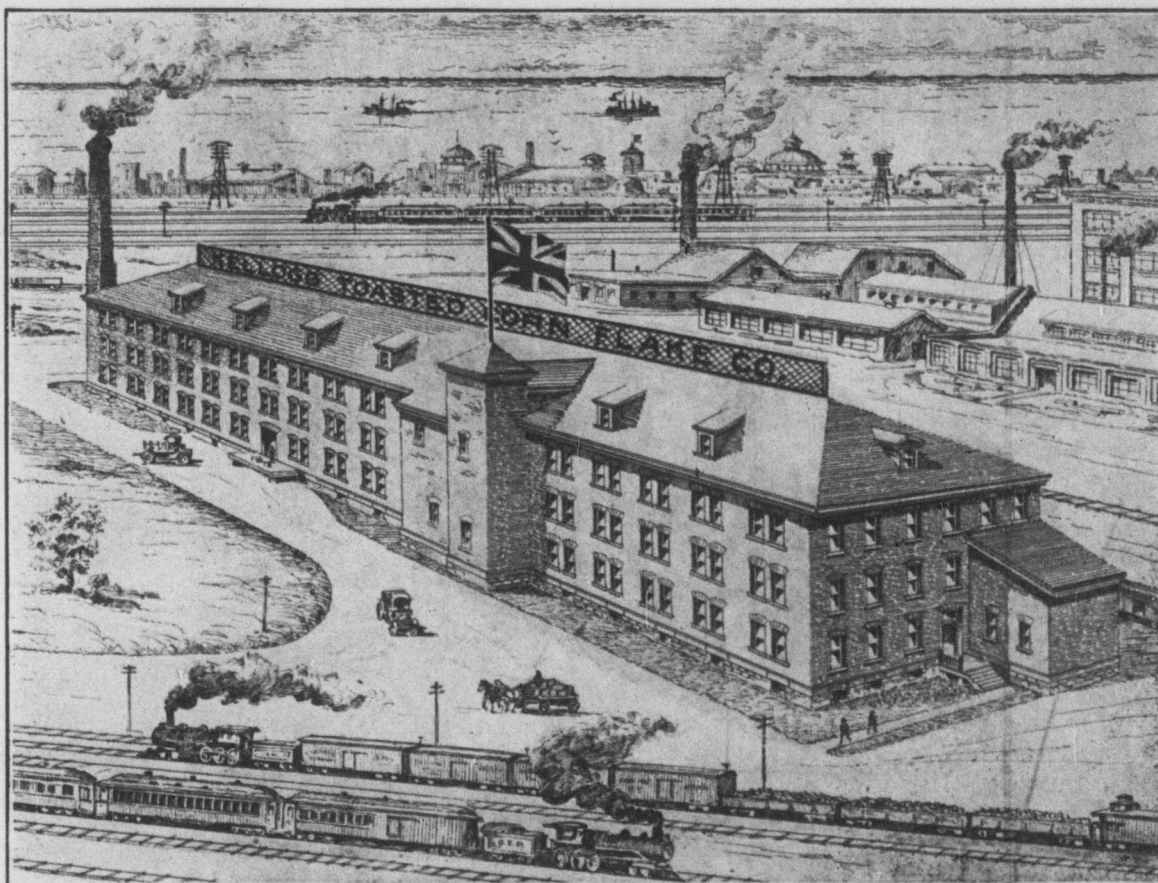
**LOGGIE, SONS and COMPANY**

SELLING AGENTS FOR CANADA

32 FRONT STREET WEST - TORONTO



# TORONTO-BUYING CENTRE FOR GROCERIES



Kellogg's Factory : Toronto

# *Kellogg's*

## TOASTED CORN FLAKES

*are made in*

## TORONTO, CANADA

*and are sold ONLY in the Flavor-Holding*

# WAXTITE

## Moisture-Proof Package



**TORONTO - BUYING CENTRE FOR GROCERIES**

*Kellogg's*  
 Flavor-Holding  
**WAXTITE**  
 Moisture-Proof  
 PACKAGE

is the greatest protection ever afforded to the dealer, wholesaler, and consumer.

**WHY?**

- (1) Keeps intact the original flavor and aroma of the goods.
- (2) Protects contents from odors commonly found in grocery stores, such as kerosene, cod-fish, and the like.
- (3) Guarantees to the grocer that the contents will not grow stale and become a loss on his hands.
- (4) Guarantees to the wholesaler that every package or case of "Waxtite" goods leaving his place will give perfect satisfaction to his trade.
- (5) When the consumer properly follows instructions and cuts around the top of the package, leaving a cap, the contents can be kept from outside contamination after opening.

By the use of this paraffin-covered package, you get at no increase of price, Kellogg's Toasted Corn Flakes so perfectly sealed that wherever and whenever you buy them they will be as fresh, tender and crisp as the moment they left the ovens in our kitchens, specially equipped with the very newest appliances for the production of

*Kellogg's*  
 Toasted Corn Flakes

*Kellogg's*  
 Krumbles  
 Shredded and Toasted

*Kellogg's*  
 Krumbled Bran

As a further guarantee, look for this signature printed in full on every package—



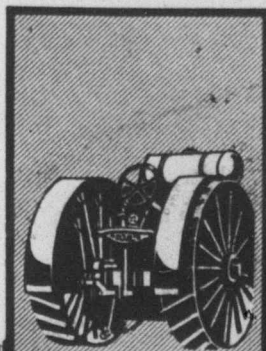
These two suggestions are important and helpful.

By cutting the WAXTITE Wrapper with a sharp knife, like this, the cap can be replaced and the flakes kept fresh until all used.

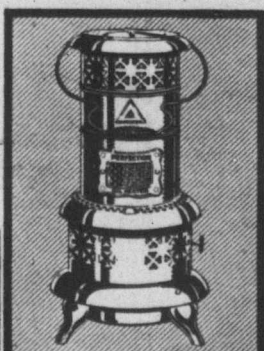
Housekeepers will find the wax paper handy for many purposes.

*W. K. Kellogg*

# TORONTO - BUYING CENTRE FOR GROCERIES



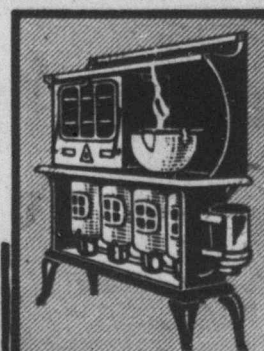
"for Engines"



"for Oil Heaters"



"for Lamps"



"for Oil Cookstoves"

## BETTER THAN OTHER OILS -YET SELLS FOR LESS

**T**HERE'S no better, stronger selling combination in an oil than this! **Better quality — lowest retail price.** What more could the consumer want or ask for? Certainly every customer who buys coal oil for heat, light or power wants the best—and at least cost.

Imperial Royalite Coal Oil combines both features. It meets every test that can be applied to oil. It costs the consumer less per gallon. It is pure, high-grade coal oil, highly refined, exactly right for the oil heater, cookstove, lamp and for the farm tractor or stationary engine.

You pay less for Royalite than for other brands. Your profits are greater, because

you will sell more individual gallons of Royalite than the higher-priced oils.

When you consider that Royalite surpasses any coal oil marketed in Canada, and would be cheap if sold at the higher price, you get an idea of its great selling qualities.

Imperial Royalite Coal Oil is always available. You can get it any time on short notice. It is advertised throughout Canada. It is the product of Canada's largest, best-known oil company, whose name stands for everything that is best in producing, refining and marketing.

Royalite is worthy of your constant recommendation.

## IMPERIAL ROYALITE COAL OIL



### IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication  
Branches in all Cities



**TORONTO-BUYING CENTRE FOR GROCERIES**

*There Are Good Profits For You*



in selling Shirriff's Marmalade, because its reputation with housewives has created a steady demand for it.

For breakfast, for luncheon, for afternoon tea,

**Shirriff's** (True Seville)  
**Orange Marmalade**

is equally popular—it can be used on all occasions in some way or other.

True Seville oranges and pure cane sugar are blended together by experts in

such a way as to bring out a zestful tang found in no other marmalade.

Give Shirriff's a chance to bring you business. Write for a case or two to-day.

**Imperial Extract Company, Toronto**

Harold F. Ritchie & Co., Limited, Toronto and Montreal

**First California Navels**

Arrived To-day

Quality and color perfect

*Malaga Grapes*

*New Raisins*

*New Nuts*

Place your Xmas  
Orders with us.

**WHITE & CO.**

Limited

TORONTO, ONT.

*It's Profitable Because—*



**100%  
PURE**

**COSGRAVE'S  
PURE MALT  
Vinegar**



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

RETAILS  
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

# TORONTO-BUYING CENTRE FOR GROCERIES



A Sure Way  
To Bring the  
Delicious  
Flavor of

## “Sealshipt Oysters”

Fresh from the Sea  
To the Consumer

“Sealshipt Oysters” in glass jars are your “Oyster Insurance” —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer’s table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration— they *must not* be displayed as you would display canned goods or other bottled goods.

# Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

## Connecticut Oyster Co., Ltd.

CANADA’S EXCLUSIVE OYSTER HOUSE

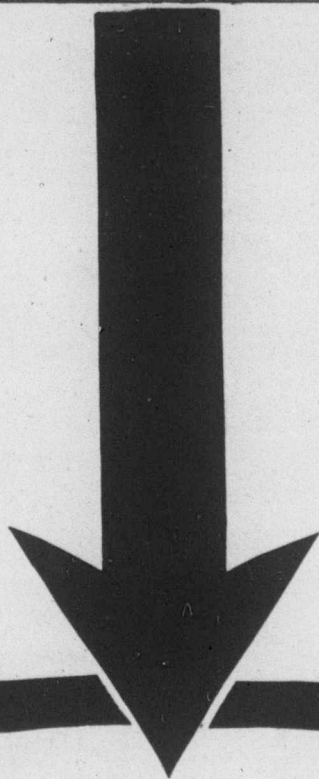
50 Jarvis St.

TORONTO





**TORONTO-BUYING CENTRE FOR GROCERIES**



**W. G. Patrick & Co., Limited—**

**Buying Centre  
for “High-Class”  
Grocery Specialties**

*Manufacturers' Agents  
and Importers*

**Halifax**

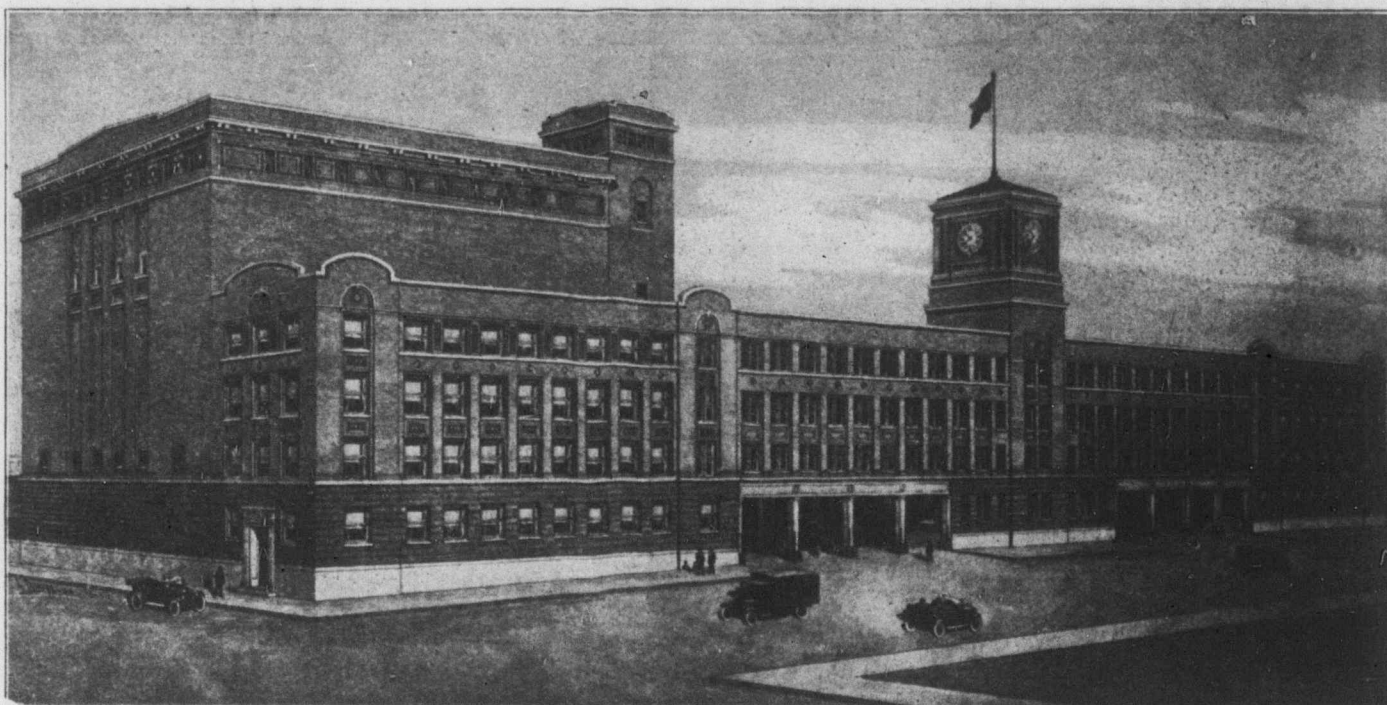
**Montreal**

**Toronto**

**Winnipeg**



# TORONTO-BUYING CENTRE FOR GROCERIES



## *Gunns* **BIG NEW PLANT** means bigger service to our Dealers

This huge structure, which will enable us to double our output, is the result of the insistent demand for Gunns Quality Products. It is also a symbol of the splendid co-operation we have always enjoyed from our retail customers, and we thank you for it, heartily. Now we are equipped to give you Better Service—and lots of it—just as we have always given you Better Quality.

Display these **GUNNS** Products--the people want them

EASIFIRST  
JELLIED MEATS  
LOAF MEATS

MINCE MEAT  
EGGS  
CHEESE

OLEOMARGARINE  
BUTTER  
PORK & BEANS

BOILED HAM  
ROAST HAM  
PON HONOR  
SAUSAGE

Maple Leaf Brand Hams and Bacon.

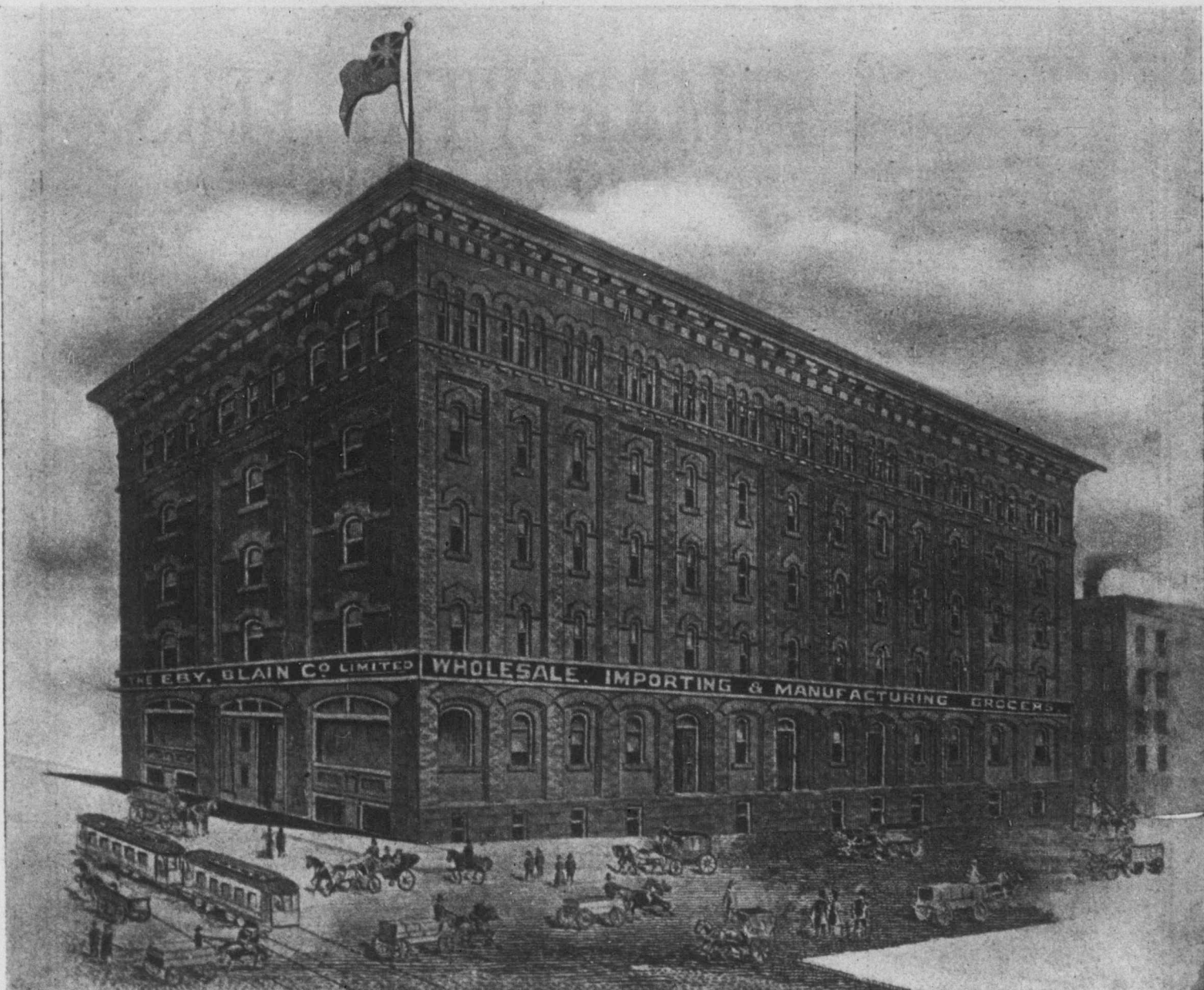
"If it's  
**GUNNS**  
it's good"

*Gunns*  
LIMITED  
WEST TORONTO

If it's  
**GUNNS**  
it's a hit



# TORONTO-BUYING CENTRE FOR GROCERIES



We Have Unequalled Facilities For Giving You

## SERVICE

*PROMPT SHIPMENT*

*HIGHEST QUALITY*

*LOWEST PRICES*

*Telephone or Telegraph at our Expense*

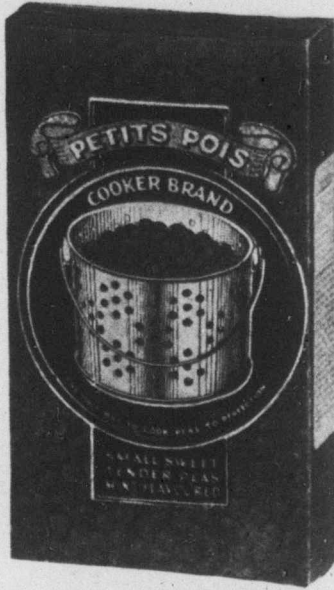
# EBY-BLAIN, LIMITED

Wholesale Grocers



TORONTO

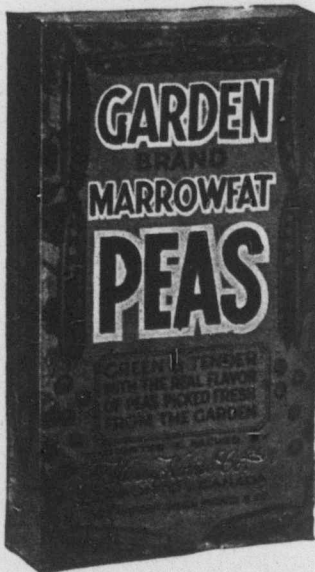
# TORONTO-BUYING CENTRE FOR GROCERIES



## MARROWFAT PEAS IN PACKAGES

As we are the largest packers of this line in the Dominion of Canada, we are in a position to offer the grocery trade the best possible value and the finest packages ever placed on the market.

Every grocer in Canada should feature package peas to his trade, to help reduce the high cost of living. One package of Cooker or Garden Brand Peas, when cooked, is equivalent to two cans of peas and costs your customer half the amount, and these peas cook up just like the fresh peas from the garden.



We have an expert in charge of this department and the greatest care is exercised at all time as to the special, sweet wrinkled green stock being packed exclusively in our packages, and with the greatest care and cleanliness, and we have every confidence in what we tell you when we state that we have the best value in the Dominion of Canada in package peas, and every grocer in this country should see that these peas are used in his own home as well as his customers', and thereby bring down the high cost of living and at the same time receive better satisfaction for the money spent.

In every package of these peas we pack a special steeping tablet that softens the peas and restores them to the original flavor of the green pea from the vine.

Price, \$4.20 per case of 3 doz. Western Canada, \$4.35 per case.

## Corn for Popping IN PACKAGES

This is the only sanitary and convenient form for a retail grocer to sell this line.

This is a good selling line all over Canada.

Roll in your orders for peas and corn before prices advance. The prices of all things are on the advance for fully one year to come.

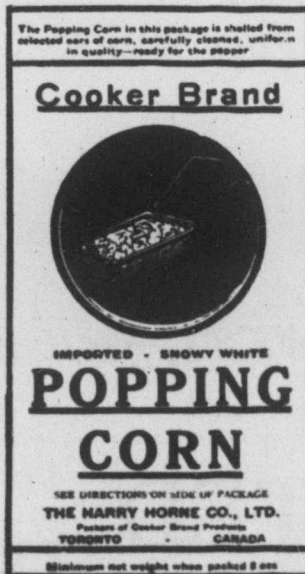
The price to-day is \$4.20 per case  
Western Canada . . \$4.35 per case

Freights prepaid on drop shipments of 5 cases or over.

Mail your orders direct to us for 5 cases prepaid and name the wholesale house you desire them charged through.

**THE HARRY HORNE CO., LIMITED**  
1297-99 Queen St. West TORONTO, CANADA

*The Largest Packers of Package Peas and Popping  
Corn in Canada*







# TORONTO-BUYING CENTRE FOR GROCERIES



## This is the Brand that's in Demand!

EVERY day many more housewives are buying Oleomargarine for every butter purpose where "economy without sacrifice" is desired. Every day, more of them insist on

# Swift's Premium Oleomargarine

This is due to: The experience of actual use; consistent quality of the product; and continuous education through

### Our National Newspaper and Magazine Advertising

The big space we are devoting to this product in November Magazines and Newspapers will assuredly mean *vastly increased business for you*. Feature Swift's Premium Oleomargarine in your counter and window displays, to get the benefit of this campaign. We will gladly furnish advertising material on request.

## Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton

# TORONTO-BUYING CENTRE FOR GROCERIES

*Attractive Lines to Win Holiday Trade  
—and hold it all the year 'round*

The refined, dainty wrapping of the Hooton "De Luxe" ½-lb. packages, and the bright, catchy labelling of Hooton's Five-cent Bars, make instant appeal, even amid the "extra"-ness of Christmas displays. And the super-quality that is contained in the goods themselves will hold the purchaser as a steady repeat.

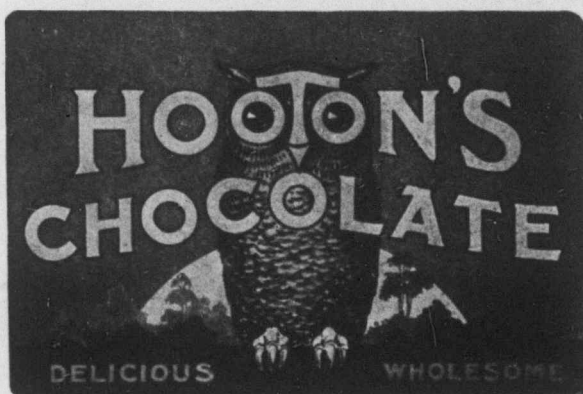
# HOOTON'S CHOCOLATE

HALF-POUND  
CAKES:

Deeply Scored  
Easily Broken

**"Imperial Yacht"**  
(Chock-full of Whole Almonds)

Sweet Vanilla  
Milk Chocolate  
Assorted Nut



FIVE-CENT  
BARS:

Almond  
Filbert  
Peanut  
Raisin  
Nut Lunch  
Plain Milk  
Sweet Vanilla

SPECIALLY ATTRACTIVE

## HOOTON'S TULIP BUDS

(Morsels of Goodness)

MADE IN CANADA

Let us know your Christmas requirements early.

# HOOTON CHOCOLATE CO., LIMITED

60-76 Duchess Street - TORONTO, ONT.



**SELLING GOODS BY BULK**

(Continued from page 40)

ners in the store. Moreover, when the truth is told, this is a very effective way of storing goods. Very often cellars are too damp for the proper care of such lines as breakfast foods, and very often also this is about the only storage place that the merchant has. Piles of cartons do not add anything to the appearance of the store. But with a properly made display, not only can these goods be stored within the store without detracting from its appearance, but at the same time the store will have all the benefit

that is to be derived from the display in bulk.

**Taking Goods Out of Luxury Class by Bulk Display**

The Wm. Rowntree & Sons' store have adopted this bulk display policy in the whole selling campaign of the store. Take another instance; at one end of the counter there was a display of Fard dates in boxes. Usually the merchant is content to display one box of these dates; the result is that the customer comes and sees and goes away thinking that Fard dates are somewhat of a luxury, to be purchased only by the few,

but with a dozen or twenty boxes on display the luxury idea is pretty well knocked on the head, and people begin to think of them, not as something for the wealthy to buy, but as something for themselves. This is the forerunner of sales. The same policy is adopted in regard to canned goods and fruit.

In regard to fruit, the store has developed a special display stand of its own for featuring fruit in bulk. This stand is illustrated herewith, and its large display that is the dominating feature of the store has resulted in largely increased sales of fruit and vegetables.

## Grandchildren of Customers Still Patronize Store

**T**HERE are a number of grocers in the city of Toronto who have been in business for over half a century, and a few who have been associated with the retail grocery trade for even longer. But one who has witnessed many changes in over fifty years

established in the one vicinity, is E. K. Scoley, of E. K. Scoley & Co., Ltd., 63 Jarvis Street. Mr. Scoley's store is just north of King Street, and before moving to his present premises eighteen years ago, he was situated in the old St. Lawrence market. There are a number of customers who have been dealing with him ever since he has been in business, and some whose sons and daughters, and even grandsons and granddaughters, are maintaining the family connection with the Scoley store.

**Big Business With Farmers**

"We do not do the trade with the farmers that we did forty and fifty years ago," Mr. Scoley told a representative of CANADIAN GROCER, "but with the growth of the city, the farm business has been replaced by a city trade. In the old days Toronto was the centre for farmers for miles around. They came great distances to do their buying. They were not able to come so often, but when they did come they bought in very heavy quantities. We still have a big farm connection, but it is largely with people who either have been a long time customers with us or descendants of people who in the early days constituted our buyers. With the coming of the railways, a large amount of trade fell off. Grocery stores were started up in the country, and farmers were able to shop nearer their homes. The Saturday market still brings a large amount of business, but it is nothing like the old days."

**It isn't always that a store can get such a hold on its customers that they are customers for good. It is still more unusual when the children and grandchildren of these customers remain with the store, yet this is the story of E. K. Scoley & Co., Toronto.**

**Jobbing Trade in Years Gone By**

Years ago Mr. Scoley also conducted a jobbing trade, but he has long since discontinued it. Sales in his early experience were mostly in large orders, but now they are chiefly in small amounts. The ad-

vent of the telephone, Mr. Scoley remarked, helped business. "We have a very good telephone trade," he said, "that has developed largely from the fact that many of our city customers who lived for many years close at hand have moved farther away from the downtown sections, but have continued as customers in our store."

**More Cash Business**

Whereas, for many years a considerable percentage of business was done in a credit way, Mr. Scoley stated that with the changed conditions the bulk of his trade, outside of the telephone orders, is for cash. In practically all transactions over the counter the customers pay cash. This, Mr. Scoley attributes to the fact that many of the people living now in his district are very transitory, moving about a great deal, and buying where it is most convenient.

"Yes, there have been a great many changes in the grocery trade since I started," Mr. Scoley concluded. "Both the class of trade and the methods of doing business are little like they were when I started in Toronto, but of course these are naturally expected with the march of city progress."

**URGES NECESSITY OF GRADING BUTTER**

**Committee Appointed to Arrange Details of Agreement to Encourage a Grading System**

(Special Staff Correspondence)

TORONTO, Nov. 25.—G. H. Barr, of the Dominion Government Agricultural Department, was present at the meeting last Thursday morning of the Canadian Produce Association, and discussed with the members present the importance and necessity of purchasing butter on a graded basis.

Mr. Barr brought with him a number of samples of butter which have been sent in from creameries in the various provinces to the Dominion Educational Butter Grading Contest. Each member present sampled the different boxes, and were shown the importance of creameries manufacturing butter from pasteurized cream.

James T. Madden, secretary of the Toronto Produce Exchange, occupied the chair, and introduced Mr. Barr.

**Storage Butter Should Be Graded**

The speaker's chief argument for buying butter on a graded basis, was that storage houses were taking a big chance in putting anything into storage except the very finest grade of butter. The only method of getting at the quality was by grading the butter, and the Storch test was recommended. He submitted facts and figures to show that such grading will be an indication as to its keeping quality, and this will naturally protect the storage men in putting away butter in time of plenty for use in time of scarcity.

"If you don't know the keeping qualities of the butter," he said, "you are taking chances. Produce merchants in the Maritime Provinces are now purchasing cheese only on a graded basis, and in Vancouver butter is bought on the same basis. It has been found that this works out splendidly, and I believe this is the correct method for the trade to adopt in Ontario. It will also greatly improve the character of our export business."

The storage men present, including representatives from the majority of the

(Continued on page 79)



# Have Choice of Three Buying Plans

Three systems of buying offered by the Lyndroute Groceries, Roncesvalles Ave., Toronto. Customers can choose that which suits them best.

**B**IG changes have recently been effected in the Lyndroute store on Roncesvalles Avenue, Toronto. These changes all tend to cope with the ever-expanding business, and afford better facilities for the handling of the public. Acquiring the adjoining property, the floor space of the Lyndroute store is now double its previous size, and the store is so arranged as to make two separate and distinct departments. On one side, intending purchasers of large quantities of groceries are accommodated, and on the other is the order department and groceraria. The management, in the new arrangement, endeavors to give an all-round service, and is giving the patrons of the store the benefit of a cash and carry system or buying in large quantities, and at the same time giving a delivery service that would be hard to beat. It is purely optional as to which the customer chooses, and it is a matter for him or her alone to decide.

### An Enclosure For Baby Vehicles

An innovation in the way of store arrangement has been introduced in the Lyndroute business. As one enters the store on the north side, there is a spacious enclosure, and the idea of this, is to provide a place where mothers bringing their children with them, when out shopping, may leave them in comfort and safety, while they do their purchasing. As Mr. Routliffe remarked to CANADIAN GROCER, so often women bringing their children into the store, brought them right up to the counter with them, and a great deal of inconvenience was the result. The carriages or go-carts were in the way, and were a hindrance to the easy handling of the customers. Consequently, he conceived the idea of having a special space for them, and he believes it will be appreciated by the mothers.

### Serve Self Idea Popular

Piles of baskets are on a nearby table and persons desirous of serving themselves may do so. Taking a basket, they can go about the store and pick out

what they want. Everything is priced and arranged so as to be easily accessible.

## Nine Sources of Live Mailing Lists

The compilation of a live mailing list becomes comparatively easy when the merchant sells principally to a special trade or profession, but the merchant who sells the general run of regular people has a little harder job.

Here are nine suggestions by Julian M. Solomon, manager of the exhibitors' service department of the Famous Players-Lasky Corporation. It's the way the movie houses get up their lists, and most of the nine suggestions will convey valuable hints to the average merchant.

**First. From local dealers.** It's a case of swapping lists between two or more sellers of different types of goods to the same class of customers.

**Second. From Blue Book and Social Register.** These publications give the names, addresses and lines of business of prominent people. They are valuable when it is desired to reach a social or money class.

**Third. From society columns of the newspapers.** Here again it is a case of a list of social or money prominence as a rule. The announcements of weddings, dances and other functions at least convey a pretty good hint as to who is spending money for jewelry, food, clothes and a host of other articles of merchandise.

**Fourth. From canvass by boys.** The children of a neighborhood may be put to work this way by the offer of prizes. Often the local Boy Scout organization is glad to undertake it in return for a donation of some sort to the organization. In this case printed slips for name, address and telephone number should be distributed to the canvassers.

**Fifth. From the telephone book.** This is a fairly accurate guide to substantial people and within periods of publications (three or four times a year) is up to date. If a neighborhood list is desired the com-

Introduce serve-self principle but continue delivery service. Has two departments—one for large buyers and one for buyers of smaller quantities.

sible. Modern equipment is much in evidence here, and refrigerator, silent salesmen for the display of cold meats and other perishables form a part of it. In the advertisement which the Lyndroute store runs every week, in the High Park Post, on the front page, a reproduction of which is made here, it will be seen there are three columns. These represent the three ways in which a customer may buy, and the prices in each. For instance, 24 lbs. of Monarch flour, on the order and delivery plan, cost \$1.57, whereas under the self-serve, cash and carry system, \$1.52 is the price. In fact the difference in prices amount to as much as six cents in some instances, and by way of this little advertising medium, the advantages to be gained in the way of saving, are clearly set forth.

A large staff of clerks are kept, and while the new idea of self service and cash and carry is taking well with the afternoon and evening customers, the morning trade largely done on the tele-

Phones Jct. 6901 Jct. 6902 Jct. 6903 **Lyndroute Groceries** 388 - 39 Roncesvalles Ave. **LIMITED**

ORDER AND DELIVERY	OUR WHOLESALE-RETAIL PRICE	SELF-SERVE, CASH AND CARRY
24 lbs. Monarch Flour.....\$1.57	Aylmer Peas, per doz.....\$1.95	24 lbs. Monarch Flour.....\$1.52
24 lbs. Snow Ball Flour.....\$1.49	Aylmer Tomatoes, per doz.....\$1.92	24 lbs. Snowball Flour.....\$1.44
24 lbs. Five Roses Flour.....\$1.75	American Corn, per doz.....\$1.89	24 lbs. Five Roses Flour.....\$1.69
7 lbs. Monarch Flour.....\$1.20	Campbell's Soups, per doz.....\$1.55	7 lbs. Monarch Flour.....\$1.14
20 lb. bag Sugar.....\$2.50	Domestic Soups, per doz.....\$1.00	20 lbs. Sugar.....\$2.45
Peck (15 lbs.) Potatoes.....\$0.60	Eagle Milk, per doz.....\$2.65	Peck of Potatoes (15 lbs.).....\$1.37
Corn Flakes, Shredded Wheat, Post Toasties, 2 for.....\$2.50	St. Charles Milk, per doz.....\$1.55	Corn Flakes, Shredded Wheat and Post Toasties, 2 for.....\$2.50
Red Rose Tea, lb.....\$1.00	Carleton Milk, per doz.....\$2.00	Red Rose Tea, lb.....\$0.92
Lipton's Tea, lb.....\$1.00	Pure Rasp. Jam, No. 4.....\$1.90	Lipton's Tea, lb.....\$0.92
Campbell's Soups, tin.....\$1.50	Pastry Cleaner, per doz.....\$1.00	Campbell's Soups, tin.....\$1.44
Finest Canned Tomatoes, tin.....\$1.20	Old Dutch Cleanser, per doz.....\$1.05	Finest Canned Tomatoes, tin.....\$1.10
Aylmer Peas, per tin.....\$1.50	Robbitt's Cleanser, per doz.....\$0.90	Finest Canned Corn, per tin.....\$1.10
Finest Canned Corn, per tin.....\$1.10	Building Atomia, per doz.....\$0.90	Finest Canned Corn.....\$1.00
Heat's Tomato Paste, tin.....\$1.00	Shredded Wheat, per case.....\$4.50	Heat's Tomato Paste, tin.....\$0.90
Fry's or Baker's Cocoa, 1/2 lb.....\$1.20	holmes's Corn Flakes, per case.....\$4.25	Fry's or Baker's Cocoa, 1/2 lb.....\$1.10
Breakfast Bacon, lb.....\$0.50	Post Toasties, per doz.....\$1.50	Breakfast Bacon, lb.....\$0.45
Boneless Back Bacon, lb.....\$0.50	Good Health, per doz.....\$1.10	Pure Lard, per lb.....\$0.35
Pure Lard, per lb.....\$0.35	Orange Sals, per doz.....\$1.50	Boneless Back Bacon, whole, per lb.....\$0.45
Domestic Shortening, lb.....\$0.35	Rabson's Health Food, per doz.....\$2.75	Cooked Ham, whole, per lb.....\$0.90
Canadian Cheese, lb.....\$0.35	Pointers, per bag.....\$2.25	Treasury Butter, 20 lb. lots, per lb.....\$0.60
Quaker Oats, pkg.....\$0.30	Breakfast Flaxen, whole, per lb.....\$1.75	Sugar, 100 lb. bags.....\$12.40
Pure Rasp. Jam, No. 4 pall.....\$1.92	Boneless Back Bacon, whole, per lb.....\$0.45	Klim, hotel size, per can.....\$3.75
Bowes' Mince-meat, 1 lb. pall.....\$2.50	Cooked Ham, whole, per lb.....\$0.90	Campbell's Park & Beans, per doz.....\$1.90
Cider Vinegar, gal.....\$1.50	Clark's Park & Beans (three), per doz.....\$2.75	Clark's Park & Beans (three), per doz.....\$2.75
Laundry Starch, pkg.....\$1.50	Filled Oats, 90 lb. bag.....\$2.25	Filled Oats, 90 lb. bag.....\$2.25
H. P. Sauce, bottle.....\$0.30	Corn Meal, 24 lb. bag.....\$1.45	Corn Meal, 24 lb. bag.....\$1.45
Eddy's Matches, box.....\$1.50	Cream of Wheat, 20 lb. bag.....\$1.60	Cream of Wheat, 20 lb. bag.....\$1.60
Crossed Fish Sardines, tin.....\$0.30	Five Roses Flour, 10 lb. bag.....\$1.50	Five Roses Flour, 10 lb. bag.....\$1.50
Holbrook's Malt Vinegar, bot.....\$1.50	Monarch Flour, 98 lb. bag.....\$4.12	Monarch Flour, 98 lb. bag.....\$4.12
Heinz Sweet Pickles, bot.....\$1.50	Cream of the West, 98 lb. bag.....\$4.12	Cream of the West, 98 lb. bag.....\$4.12
Imp. Jelly Powders.....\$1.00	Purity Flour, 98 lb. bag.....\$4.12	Purity Flour, 98 lb. bag.....\$4.12
Shirriff's Orange Marmalade, 22 oz. jar.....\$1.50	Deccord Flour, 98 lb. bag.....\$4.78	Deccord Flour, 98 lb. bag.....\$4.78
Seeded Raisins, 12 oz. pkg.....\$1.50		
Currents, per lb.....\$1.50		
Queen Olives, qt. jar.....\$1.50		
Stuffed Olives, 10 oz.....\$1.50		
Macaroni Peas, lb.....\$1.50		
Brock's Bird Seed, pkg.....\$1.50		
Pure Honey, 16 oz. jar.....\$1.50		
Bromedary Dates, pkg.....\$1.50		

**WHY?** Thirty-seven million lbs. more butter in Canada and the United States than at this time last year. Nevertheless, the price is high and the market advancing. Export demand for world market is the answer.

**PRICES SUBJECT TO MARKET FLUCTUATIONS**

**TONKA TEA.**  
Our Specialty,  
48, 50c 60c  
Per lb.

**Store Open Daily 8 a.m. to 10 p.m.**  
Phone Jct. 6901, Jct. 6902 or Jct. 6903 at night and your order will go out on the morning delivery at 8 o'clock.  
Four Deliveries Daily.

**CURRENTS.**  
Finest Imported Quality  
27c - Per lb. - 27c

This is the type of advertising used by the Lyndroute Store. It is used in locality papers, serving a section of the city and draw's shop attention to the store's three methods of sale.





"Take a basket and help yourself" is the invitation on the showcard in the above picture, showing the self-serve department in the Lyndroute grocery store on Roncesvalles Ave., Toronto. Note the modern equipment for the display of goods.

piller may run down the telephone number column, skipping all but the local exchange. It's a process that's somewhat tedious, but it yields a big list, with the phone numbers as well as addresses. Of course, the classified sections of the directories speak for themselves. They are ready-made.

Sixth. Through newspaper advertisements. If the merchant is able to offer

any inducements to prospects convincing them why they should be on his mailing list there is no better way to announce it than in a newspaper advertisement. This will bring in a list of genuinely interested ones.

Seventh. From membership lists of clubs, lodges and societies.

Eighth. From canvassers who also "sell" the store. If the right sales-

women can be found it is often profitable to put one or two of them at work steadily over an extended period, in a house-to-house canvass. They make no attempt to take any orders unless the prospects themselves suggest it. They simply ask for names, and make some brief suggestions to the prospect as to reasons she might find it profitable to deal with the merchant in question.

Ninth. From the local librarian.

## Increases Sale of Oysters in Sealers

Sales in Provision Department of Michie & Co., King St. W., Toronto, Have Jumped From Four to Ten Dozen Jars Weekly—Display and Suggestion Boost Business.

**S**ELLING oysters in sealers is comparatively recent, that is, within the last year or so, and developing sales in oysters packed in this way has been attended with some success in the provision department of Michie & Co., King Street West, Toronto. It is just twelve months ago that this firm first stocked oysters in the sealers, and, believing that they would be ready sellers with the public, they started to recommend them to their customers. That they have taken well has been proved by the rapidly increasing sales that are now more than twice as large as when they first started bringing them in.

### Ten Dozen a Week

"We sell fully ten dozen sealers a week, now," W. Harrison, manager of

the provision department, told CANADIAN GROCER. "We find our customers are very well pleased with oysters put up in this way, and they are asking for them right along. When we first stocked them we used to sell about four dozen a week, but since the season opened this year we have been getting rid of from eight to ten dozen sealers."

Oysters packed in sealers are guaranteed to keep fresh for a week, but Michie & Co. receive shipments twice weekly. The sealers average two dozen oysters, and Mr. Harrison states that the manner in which they are put up at once recommends them to the public. Sealed in a glass jar, they are clean and well preserved from taint of any kind, and their delivery to the homes of the people is very much facilitated.

### Display and Suggestion

"We mentioned them to our customers both over the telephone and in the store," Mr. Harrison replied to the representative of CANADIAN GROCER, when asked as to what methods he used in stimulating their sale. "On account of the fact that they have to be kept in the refrigerator we could not keep the regular jars on the counter, but we displayed a dummy sealer that looks almost identical with the real thing. We also had an attractive showcard near the sealer, and invariably the combination brought forth inquiries. We are expecting big sales of these oysters in the winter months, and we find that they are to a very considerable extent replacing the bulk oysters."

### A Ton of Bacon Weekly

Bacon sales in the Michie store average a ton a week. The preparation and slicing of bacon for selling to the public is a feature in the provision department. The rinds are all removed, and, as large quantities are cut up ahead, ready for sale, it is all arranged in the refrigerator boxes in layers on paper, a pound to each layer. This method also renders easy the serving of the customers.

# When the Grocer Ground His Sugar and Made His Paper Bags

**B**ACK to the days when the grocer used to make his own paper bags, when he had to grind his own sugar, pepper and coffee, is delving into the past, but in the business career of Henry Swan, of Swan Bros., 162-166 King Street East, Toronto, there was a time when he had to do all these things. For a period of fifty-six years Mr. Swan has been doing business on King Street. He is still there with his two sons, James H. and John E. Swan, associated with him, and from the small beginning in 1863 his business has developed until, at the present time, it demands the services of a staff of fifteen clerks.

## Nearly All His Life in Toronto

It was four years before Confederation that Mr. Swan opened a grocery store in the very place where he is now situated. For many years his brother, the late Root. Swan, was a partner with him, and the firm was known as Swan Bros. Robert Swan passed away nineteen years ago. Henry Swan has lived in Toronto practically all his life. As a very young boy he came to Canada from Edinburgh with his parents in 1853 and settled in Scarboro, where he attended school, and his father engaged in farming. When the time arrived for him to take up some definite pursuit as a means of livelihood, he was apprenticed to a grocery firm on Yonge Street, Toronto, known as Dodson, Shields and Morton. They were situated on Yonge Street, near Temperance Street. This firm consisted of Old Country men, who had all been well grounded in the ethics and methods of a well-conducted grocery store, and Mr. Swan, in their employ, likewise was trained under a very rigid and strict system. Those days meant long hours and hard work. "We opened at daylight," Mr. Swan told CANADIAN GROCER, "and we did not close until ten o'clock, and sometimes after, at night."

## Price Changes Astounding

When Mr. Swan commenced for himself in 1863, Toronto had a population of between fifty and sixty thousand people. The farm trade was the biggest business in those early times, and the outside trade was looked to as a greater source of revenue than was that provided by the city. Farmers as far away as one hundred miles came to Toronto to buy their supplies. There were no railways then, and farmers were obliged to drive great distances as country stores were not in existence. Market days were every day but Monday, and the St. Lawrence market place was about the busiest place in the city. Great tubs of butter, sides of pork and beef, eggs in plenty, were brought to town and sold at ridiculously low figures. "What a difference between the prices of those days and now," Mr. Swan remarked.



This grocery store has run the whole gamut of changes that have marked the growth of the grocery trade in the past half century. The Swan store served the farm trade when it was of more importance than that of the city dweller and still holds much of that trade. A story of a firm which marched ahead with the times.



"It would have hardly been thought possible fifty years ago that butter and eggs could go to such figures."

## New Ways Save Labor

In the many changes that have taken place in the grocery trade, the labor-saving devices that have been evolved impress Mr. Swan as much as any. "When we had to grind all the sugar we sold from great large lumps shipped to us, make all the paper bags, and keep open from daylight until ten o'clock at night, there was little spare time in the grocery store," Mr. Swan remarked to CANADIAN GROCER. "Everything was sold in bulk, and that meant much more work than now, when packaged goods are so popular. When I started here on King Street, there were thirteen or fourteen other grocers right around me. To-day there is scarcely one of them left. They did not change their methods and ways of doing business with the march of times, and so gradually disappeared. With the establishment of railways, country stores sprung up here

and there, the farm trade fell off, and the grocer had to more and more depend on the city people. Farm customers near the city have stayed with me, but those more remote, of course, buy nearer home."

## Are Still His Customers

Many of the men and women who were boys and girls at school with Mr. Swan at Scarboro, are still dealing with him, and also succeeding generations, but his city trade is now his biggest business. He endeavors to cover all parts of the city, and he has two motors on the road all the time. He also does a jobbing trade of a considerable account, and summer after summer he has catered to tourists going to Muskoka. This has been a big feature, he states, in his yearly turnover, and so he has replaced the farmer connections of earlier days.

Mr. Swan, although well past seventy years, is still actively engaged in the business, and is in his store every day. He has been a reader of CANADIAN GROCER ever since its inception.

## Advances Teas 2 to 3 Cents a Pound

Market Continues Very Strong, and Quotations Are Likely To Show Even Higher Levels—Cheapest Ceylon Tea, 50 Cents

**A**S has been pointed out for several weeks past in CANADIAN GROCER, the tea market is exceedingly strong, and all indications point to higher prices ruling in the near future. This week one house advanced its prices from 2 to 3 cents per pound. They have cut out all cheap teas and have raised their standard blends as stated above. Cables from India and Ceylon announce further increases in freights, and also in quotations in these countries. The commonest Ceylon tea is quoted there at 2s. 1d., and when the duty on top of this initial price is considered, freight rates, etc., it can be readily seen that the prices here will be high. There is little Indian tea on this market, August and September pickings not being here yet. The

cheapest Indian tea will cost the trade at the present time 53 cents per pound, while the cheapest Ceylon tea cannot be bought under 50 cents. A shipment of tea from Batavia, Java, was recently offered a Toronto importer. It was quoted, laid down here, at a price equally as high as that now ruling on this market for the same quality tea. The shipment was ordered, but a return cable to this Toronto house announced that it had been sold at much higher prices. The lowest priced Java on the market is 45 cents. Stocks in importers' hands are reported very small. Some wholesale houses are pretty well supplied, but the prevailing condition is generally one of fast depleting supplies.



# The Evolution of the Toronto Wholesale Grocery Trade

**T**HE evolution of the wholesale grocery trade as it concerns the City of Toronto, and the Province of Ontario, forms an interesting chapter in the progress and development of this part of Canada. From the early days of the trade, when the wholesale merchant in groceries handled such articles as chains, anvils, spades, harvest tools, paints and oils, as well as the regular staples, down to the present time, when the trade has developed so extensively in specialties and package goods, is a far cry. With the march of years has come many changes, as is naturally to be expected, and methods that were in vogue when Toronto was yet a very small place, have long since been succeeded by modern ideas. In the early days payments were often pretty slow, and if a retail merchant paid \$25 on \$100, and renewed their notes for three months, they thought they were doing very well. Of course this system often involved considerable loss on the part of the distributor in those pioneer days, but profits were larger, and the expense of doing business was infinitely small as compared with the present day. Consequently any loss in the way of non-payments was not as serious as it would be now, with all the heavy overhead charges of carrying on.

## Orders Larger in Early Days

Wholesalers throughout the Dominion in the early days were at widely divergent points, and the retailers who depended on Toronto for their supplies extended for many miles. Country store-keepers came in with their teams for supplies, and for many years distribution was altogether in this way, and, where possible, by boats in the summer. Orders then were for very much larger amounts than now. People bought heavily of supplies because they were not able to buy them so often.

## Perkins, Ince & Co. in Business Over 75 Years

The history of the wholesale grocery trade in Toronto goes back for a period of more than 75 years, and closely associated with the early life of the business in what is now one of the foremost cities in the Dominion, is the establishment of Perkins, Ince & Co., at 42 Front Street East. Ranking among the three or four oldest wholesale grocery firms in the entire Dominion of Canada, this concern has customers on its books that have been there continuously for over sixty years. Situated at different points throughout the Province, are grocers whose great-grandfathers were among

the first customers of Perkins, Ince. From one generation to another the connection has been maintained, and the firm feels a certain justified pride in the fact that all down through the years the associations of the earliest period in their business have been carried on with succeeding members of the original merchants who first formed their clientele. The present premises of Perkins, Ince &

Many changes have taken place in the trade since the first wholesale grocery opened its doors in Toronto upwards of 75 years ago. Methods of distribution have changed entirely as also has the character of the goods.

Co. were built in 1843, and they have occupied them without interruption since that time. There were no railways then, and the waters of Lake Ontario came right up to the back door. The firm was first known as that of F. and G. Perkins & Co., and it was not until 1856 that the late Wm. Ince entered the partnership. Some years later Frederick Perkins retired and the business was carried on by George Perkins, Mr. Ince, and John W. Young, under the name of Perkins, Ince & Co. The death of George Perkins in 1873 left the business in control of Wm. Ince and John W. Young, and since that time the name of Perkins has been merely nominal in this old-established concern.

Wm. Ince Jr., the present manager, was admitted to the firm in 1885, and his brother, James Ince, now associated with him, entered in 1891 on the death of the late John Young. The passing of Wm. Ince Sr. in 1905 left the business in the hands of his two sons, who are now carrying on. The service of the Ince family in the Great War is well known, and the paying of the supreme sacrifice by the eldest son of Wm. Ince, and the only son of James Ince, cut short two bright careers that might have meant much in the future of the grocery trade. The two younger sons of Wm. Ince, who, too, displayed distinguished parts in the war for their service overseas, have now entered the business, and are being trained to perpetuate the high standards of business and success in the family name.

## Relics of Early Days

The scales and table that are here reproduced are links with the past in the history of the Perkins, Ince store. They are interesting relics of the days when the late Mr. Ince was one of the biggest importers of Japanese and Chinese teas in these parts. He used to sit at this revolving table and test and weigh out teas for distribution.

## Eby-Blain, Ltd., Notice Change in Trade Character

"The whole character of the wholesale grocery business has changed," remarked Hugh Blain, of Eby-Blain, wholesale grocers, Front Street E., to CANADIAN GROCER, in the course of a conversation on the progress of the trade. "When we started in business forty years ago, everything was sold in bulk. There was not, for many years after, a Canadian packaged tea. To-day practically everything is sold in packages. There were as many wholesale grocers then as there are now, and the population of Toronto was less than 100,000. With the growth of the city, business within Toronto has gone ahead in leaps and bounds, but country trade shows a falling off. There were only wholesale houses in Toronto for many years, but now they are spreading throughout the province, and naturally they are getting some of the business."

The business of Eby-Blain developed very rapidly, following its commencement on the first of January, 1880. The firm's first house was a few doors west of the present premises, and on the opposite corner. The late Joseph F. Eby, the original partner of the concern with Mr. Blain, had, previous to the founding of the new firm, been associated with the grocery house of W. K. Howland & Co., and Mr. Blain was in the fancy goods business. The late Mr. Eby was a tea importer on a large scale, and the firm continues to give strict attention to this department of the trade. The death of Mr. Eby five years ago led to a reorganization of the company. Mr. Blain is president, with W. Percy Eby, vice-president; Douglas Eby, secretary-treasurer, and Horace Hardy and David Blain, directors.

Possibly more than any wholesale grocer in Toronto, Mr. Blain has shown his definite interest in the organization of the Wholesale Grocers' Guild. With Col. John I. Davidson, he was the first to move in the matter. At the present time he is the president of the Dominion Association, and has always taken a keen interest in the affairs of the Guild.

## H. P. Eckardt & Co. Have 32 Years' History

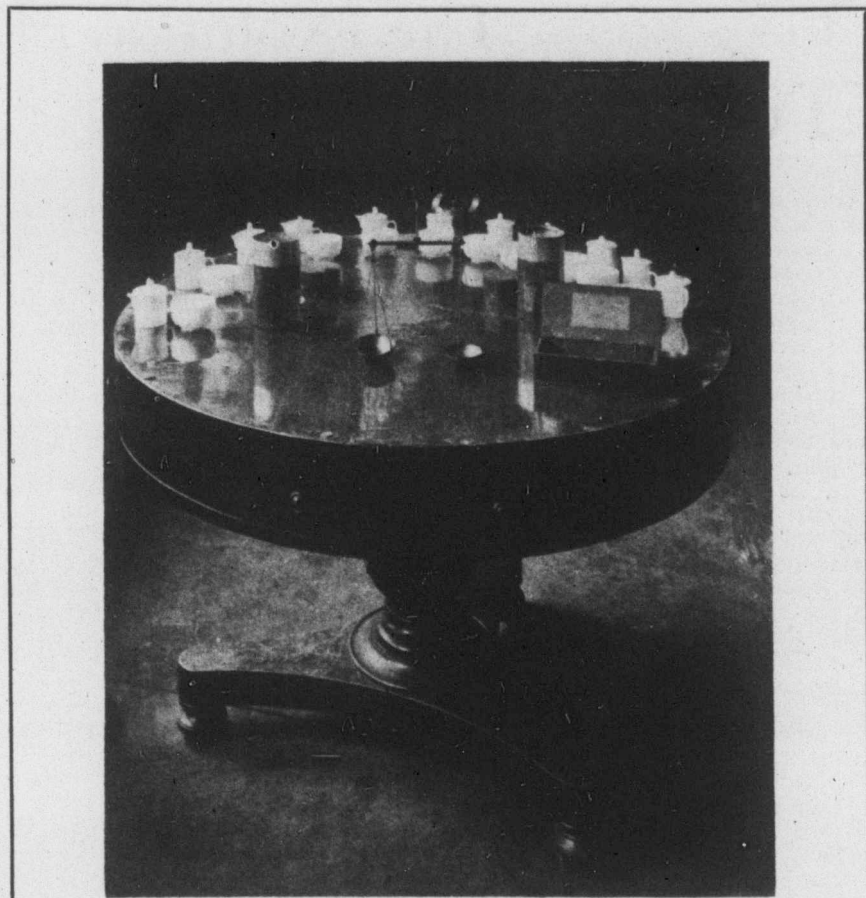
H. P. Eckhardt & Co., Church Street, was one of the first advertisers with CANADIAN GROCER, when it began publication some thirty-three years ago and, continually ever since, has had space

in each issue. This wholesale house is comparatively modern in the history of the trade in Toronto, but since its foundation on the first of January, 1887, it has grown and developed until now it occupies one of the finest buildings in the way of wholesale houses in the city. The premises where the firm is now situated are a splendid monument to progress and advancement. Another evidence of the expansion of the trade of H. P. Eckardt & Co. is noted in the fact that the present staff of twenty salesmen has been increased from four at the beginning. The province is pretty well covered, but little business is carried on outside of Ontario. The freight rates and the fact that groceries nowadays are bought largely for immediate needs, operates against extending distribution to points at great distances from this centre. The greatest changes, in the years of his experience, have been in the manner of handling goods. Proprietary articles are so numerous now, and fancy lines have developed to an extent that would hardly have been believed possible. Such lines as dried fruits and nuts were only sold at Christmas time, and if any were carried over from the holiday season, they had to be sold at a reduction in order to get rid of them. Now they are lines that sell the year round. Canned goods were very limited, and canned milk was almost unheard of thirty years ago. The transformation that has taken place in the manufacture of foodstuffs, and the demand that has been created for prepared foods constitute the most drastic changes that have been effected in the grocery trade.

#### T. KINNEAR & CO. HAS FORTY-YEAR RECORD

From the very commencement of business in 1880, the wholesale grocery of T. Kinnear & Co., has enjoyed a good share of the trade of Toronto and the province generally. Two branches of the Toronto house have been organized, one at Peterboro, Ont., about twelve years ago, and the other at Galt, in 1918. The late Thomas Kinnear started in the wholesale business on Front street, almost forty years ago. Previous to that time, for a period of nine years, he was associated in the retail jobbing business with J. W. Lang, but disposed of his interest to his partner, in order to start for himself. The late Mr. Kinnear, the founder of the present firm, had his first grocery experience in the store of Swan Bros., King street East. At the age of seventeen he entered this retail store, where he remained a number of years, afterwards going to the grocery store of Richard Dunbar, remaining there until he took up the jobbing trade.

The death of Thos. Kinnear in 1917, left the business in charge of his two sons, T. H. and H. S. Kinnear, who are now carrying on.



The above table, with the scales prominent upon it, have been fixtures in the wholesale house of Perkins, Ince & Co., Toronto, for a period of nearly seventy years, and have served the firm, in the testing and weighing of teas, through all these years. They constitute an interesting link in this house's early history.

#### Warren Bros. & Co. Becomes W. G. Craig & Co.

Ranking among the long-established wholesale grocery houses in Toronto is that of Warren Bros., at 579 Queen St. W. Of course it is only since 1912 that they have been situated in their present quarters. Previous to that time the firm was on Front Street, opposite the Queen's Hotel, but had to vacate to make way for the new terminal station. The business of Warren Bros. was originally that of Chas. Moore & Co., and was first conducted in 1852 on Yonge Street in the building now occupied by Ryrie Bros., jewellers. It was with this firm that W. A. Warren, who has been at the head of the concern for the past twenty-five years, first commenced as a boy. In 1876 the firm moved to Wellington St., but was there only for a short time before going to Front Street. Associated with W. A. Warren, when the business was first incorporated under the name of Warren Bros., were his two brothers, C. D. and G. M. Warren, but for the past twenty-five years the business has been conducted under the management of W. A. Warren. Of late years it has been known as Warren Bros. & Co.

On October 1 last, the controlling interest in the company was passed to

W. G. Craig & Co., of Kingston, Ont. Warren Bros. & Co. have done business largely in Western and Northern Ontario, and the Craig Co. have a big Eastern connection. The two will now join forces, and a staff of fifteen men will cover the province. While not in as active a capacity as before, Mr. Warren expects to continue with the business. J. A. W. Craig is now the Toronto manager.

#### Armstrong & Pafford Firm Has Had Many Changes

Armstrong and Pafford, at 36 Yonge Street, represent one of the oldest wholesale grocery houses in the city of Toronto. While the present management has only been in control since the summer of 1914, the business dates back to 1873, when it was first known as Fitch and Eby, and was situated on Church Street, in the premises now occupied by McWilliams and Everist, wholesale fruit merchants. The next change in the firm was when Wm. Thwaite was admitted in the partnership. A few years later, however, both Joseph F. Eby and Mr. Thwaite retired, and J. C. Fitch took into the business the late Col. John I. Davidson. When Wm. Fitch, son of J. C. Fitch, was killed in the Riel Rebellion



in 1885, the latter retired at the end of that year. Then, in the beginning of 1886 the firm was again reorganized, and John D. Hay, who was brother-in-law of Col. Davidson, entered the business, and for many years it was known as Davidson and Hay, wholesale grocers. The business of Armstrong and Pafford followed by the present concern, Mr. Pafford having for a number of years been associated with Davidson and Hay. The business of Armstrong and Pafford is somewhat different from other wholesale groceries inasmuch as their business is largely confined to the city. Eight travellers are employed for Toronto alone.

### Jas. Lumbers & Co. Developed Retail Trade

It is forty-five years next May since James Lumbers opened in the wholesale grocery business on Front Street East, Toronto. Previous to that time he was in the retail trade on King Street for a period of ten years. His place was first across the road from the present premises, but when the late Sir Oliver Mowat built the building in which the Lumbers' house is situated, he moved across the street. In addition to conducting the regular wholesale grocery trade, Mr. Lumbers has two canning factories, one at Ridgeville and the other at Vineland, both in the Niagara district. An extensive business is done in canned fruits and vegetables, and while the grocery trade is largely confined to Toronto and the Province of Ontario, canned goods are sold in the West to a considerable extent.

Mr. Lumbers Sr., in spite of his advanced years, is in his office every day, but the management of the business now largely falls to his son, Walter Lumbers. James H. Lumbers is also associated with him as sales manager, and a third son, Leonard Lumbers, is on the sales staff.

### F. W. Humphrey Started Wholesaling in 1891

A resident of Toronto and vicinity all his life, and in the retail business on King Street for a period of ten years, F. W. Humphrey decided to enter the wholesale arena in 1891. F. W. Humphrey first opened at 64 Front St. E., but was not there long when he moved to his present premises at 47 Front St. E. Even though Mr. Humphrey's association with the wholesale grocery trade in To-

ronto is fairly recent as compared with some of the others, yet in the twenty-eight years that he has been in business on Front Street he has seen a great many changes, both as concerns the growth and progress of Toronto and also in the methods of conducting the grocery trade. Like others, he believes the putting up of foodstuffs for sale in packages, as compared with bulk in the former days constitutes the most drastic change.

Associated with him now are his two sons, J. Gordon Humphrey and Ross F. H. Humphrey. The business of the firm is confined to Toronto and Ontario.

### Medland Bros. a Young Firm

Among the younger men now doing a wholesale grocery business in Toronto, and whose history dates back only twelve years, are Medland Bros., operating on Front Street E., under the firm name of Medland Bros., Ltd. Previous to the opening of the wholesale house, John Medland, T. J. and R. Y. Medland had a retail store at 128 to 130 King Street E. A jobbing business was also carried on in connection with the retail, but on August 1, 1907, John Medland entered the wholesale field, managing the business under the firm name of Medland Bros., his two brothers continuing the retail trade. About a year later he was joined by his brother R. Y. Medland, and the retail trade was conducted under the firm name of T. J. Medland Ltd. A year ago last May T. J. Medland disposed of his retail business, and in February of this year joined the wholesale firm. Medland Bros. Ltd. have also a branch at Lindsay, Ont., having purchased the wholesale of J. E. Adams & Co. on January 1 last. Twenty-three travellers are engaged by this firm, soliciting business throughout the province.

Medland Bros. have been associated with the grocery trade for a great many years, even prior to their entering the retail business on King Street East. Their father, W. E. Medland, was for a number of years in the grocery business at 744 Queen Street W., and R. Y. and John Medland were associated with him. T. J. Medland conducted retail stores in Port Hope, Picton and Brockville, and also at 228 Queen Street E., Toronto. He also gained considerable experience in the trade as traveller in the Western Provinces for Jobin and Marin, wholesale grocers of Winnipeg.

The firm also operates a canning factory at Port Dover, packing from 75,000 to 100,000 cases annually.

### Canada Brokerage, Groceries, Ltd.

Among the wholesale houses that have come into existence in Toronto in comparatively recent years, are the Canada Brokerage Co., Ltd., Groceries, Ltd., and Higgins and Burke. These firms are all situated on Front Street East. The former was organized in 1903 with F. W. Hudson as president. He still retains that office. Mr. Hudson was, before entering the wholesale business, a brokerage agent, representing among other manufacturers, the Halifax Sugar Refining Co., before its amalgamation with the Acadia Refineries. He has been more or less associated with the grocery trade in Toronto since 1886. The company employs twelve travellers, with John Clarke as sales manager. J. Kenneth Knowles is secretary-treasurer.

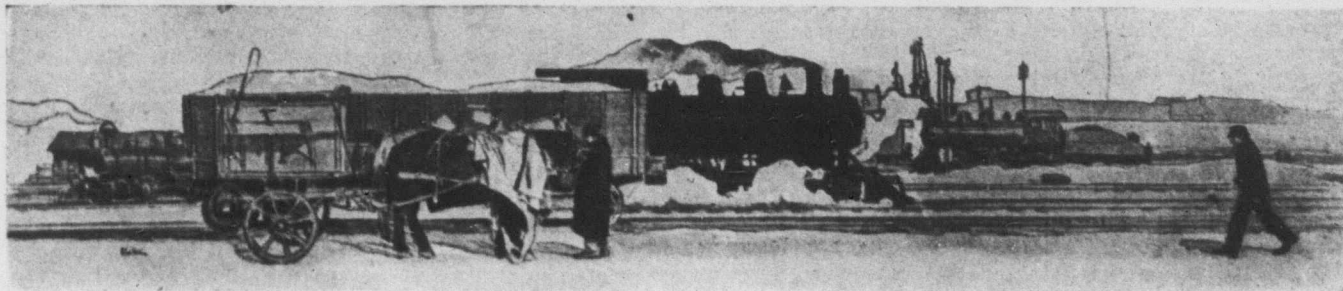
Groceries Ltd., with offices and warehouse at 9 Front Street E., was first formed in 1908. H. T. Wilson is the president and W. E. McMurtry is the vice-president and manager. Mr. Wilson was for many years connected with brokerage houses, and the vice-president was formerly with Eby-Blain.

Higgins and Burke have been in the wholesale business only since January, 1917. Their trade is largely in Northern Ontario and chiefly with lumbering and mining camps. It is almost altogether carried on in that part of Ontario north of North Bay. S. Higgins was formerly with T. Long & Bro., wholesalers, at Collingwood, and W. F. Burke, before entering the business in Toronto, was associated with T. and J. Shannon, general merchants at Biscotasing, west of Sudbury.

### Scott Bros. Carry on a City Trade

Scott Bros., wholesale grocers, 41 Yonge street, have been in business in Toronto for the past 25 years. Until six months ago they were established at 190 King Street East. The firm consists of A. E. and W. E. Scott, and was first established by the father of the present members, Wm. Scott. The business of this house is chiefly in the city, as they have no travelers covering the province.

Shepherd Bros., of Whitewood, Sask., have purchased the butcher business of Stanley Knight, known as the City Meat Market, Whitewood. Roy Emigh is manager.





# Every Grocer a Trustee

To Handle Credits Successfully He Must Have Firm Principles — Sound Rules Are Needed — Their Practical Application

By HENRY JOHNSON, Jr.

**C**ONTINUALLY men ask me how to handle their customers' accounts. I read of schemes and plans all the time, too, but whether talking or reading, I always find that questions and solutions all treat of methods. None that I know of strike the fundamentals, the roots of scientific credit handling, so I want to have you think with me along lines which will begin with the right "mental slant" on this problem and so lead us toward a real settlement of this question.

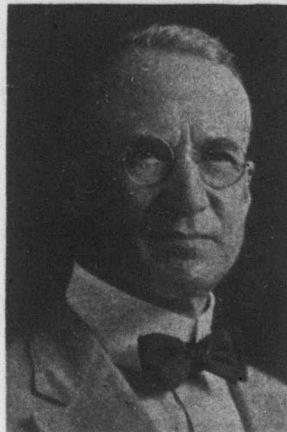
It is a recognized fact that no man can get very far without character. Character must be founded on principles, whether consciously adopted or not. It is the same with a business. It must have character, and it must rest on principles, else will its life be short and its usefulness nil. And just as a man must respect and live up to the high exactions of his principles, so must a business have principles, or rules, which everybody, including the man at the top, respects as rigidly as he does his own honor and integrity.

You cannot sell goods haphazard. You cannot make deliveries without a system. You cannot "guess" at the prices you will charge nor the service that can be given with your prices, if you are to be successful. And you certainly cannot extend credit without a plan of action, carefully laid down and then lived up to as rigidly as any bank, and make a success of the credit business. But, given sound rules and rigid observances, the credit business is, to my mind, the finest business there is from the standpoint both of the merchant and his customer.

## What Kind of Rules or Principles?

The first principle is that credit is a service. As such it is surrounded with certain limitations. Just as the hours of business are clearly limited, so must be the terms of credit. For you can only give just the service you set out to give—no more, no less—if you are to be successful. Let us say, then, that credit is to be extended for thirty days. That means 30 days. It does not mean 35 days, nor 40 days, but 30 days. Inevitably and logically that means that the bill is to be paid at the end of 30 days. Automatically that cleans up the question whether there shall be any balance. There must never be a balance.

Certain matters of practical application must come in for handling credits on this plan. At the outset the understanding must be had that the bill is payable every first of the month. It is understood that you send it out or not, just as your custom may be, or as your customer may desire. Then it is to be paid sometime within the first and the tenth of the succeeding month. That is



HENRY JOHNSON, Jr.

a practical matter, made necessary because it would hardly be practicable for you to insist the money be right there on the dot or you would not send any more goods. It might rain, or snow, or people be ill, so the first to the tenth is a good arrangement; but that must end it. Bills not paid by the tenth are liable to immediate stoppage.

Next, goods are money, therefore you must be as careful loaning them as you would be about loaning money. An applicant for credit must be told that you are certainly glad to take all the good accounts you can get, putting strong emphasis on the good. Get all record and references. Then, before the first purchase is delivered to the customer, investigate that record. If any flaws appear, do not take the account. Never mind that it is unpleasant. It will be pleasanter than to have a big loss later on.

If, in spite of all precautions, you get in bad and find yourself stung, take your loss at once. Stop the account. Wipe out the bill. Lose \$25 now rather than \$40 later on.

Never make any bones about letting it be known that you invite no laxity with accounts, that you expect your customers to pay just as they have agreed and live up to that rule.

## Practical Operator of the Plan

"Yes," you say, "but that is old stuff. Those are usual rules." True; there is, in fact, nothing new about the right way to handle credit. The point comes in the proper handling thereof and obeying your own rules—living up to your own principles and character.

You will not go far before somebody will seek to have you make an exception to your rules. Perhaps it will be a very fine, high grade, thoroughly respectable customer, a professional man who wants you to carry him through the summer

while he goes on a trip. It is going to test your character to refuse. It is going to test your diplomacy to decline in such a way as will keep the account. But you must refuse. Whether you do it smoothly or roughly, whether you retain or lose the account, the desideratum is that you refuse.

Why? Because on your ability to refuse rests your title to be regarded as a credit man. Just as you succeed in living up to your rules will you succeed in extending credit—and to no greater extent.

Suppose you do not steal. Why do you not? Because your principles do not admit of stealing. Further, you would not steal just once, as a sort of exception to your rules, would you? No. Why? Because instinctively you know that a single lapse is so dangerous, so terribly liable to undermine your whole character, that you would shrink back in horror at the suggestion.

Yet to steal once—just once—would be no more dangerous to your character and no more demoralizing than to lapse once in your rules will be to your entire scheme of credit giving.

## How to Prevent Lapses

Here is where the correct "mental slant" comes in. You must approach this tremendous problem with a heavy sense of responsibility—for you are responsible far beyond what you are apt to think. Your habit is to think of your business as your own, to do with as you please. But it is not. In fact you are only a temporary tenant. You are a trustee to whom that business has been handed for safe keeping and skilful handling. You are the servant to whom has been given certain talents for which you must later render the strictest account. And who, then, is the owner to whom you must account?

The owner is the man you will be in thirty or forty years from now, and his old wife. That man is beyond the age of useful work, and he is now looking to you to provide a competence on which he can live in independence until he passes on down the long slope. His wife—surely you want to safeguard her from any danger of dependence, privation or want!

So just regard yourself as the employee of that man and woman, entrusted with their entire possessions, instructed to run that business within certain well-defined limitations, and go to it that way.

A very successful man stood in his store one day and I stood beside him. We were looking over the busy crowds, and I asked him something about his methods. He said: "You know, our rules do not permit us to do that"—replying

(Continued on page 79)



# CURRENT NEWS OF THE WEEK

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

## Maritime

P. C. Cormier, general merchant, Harcourt, N.B., is dead.

R. M. Folkins, grocer, St. John, has been succeeded by G. M. Kincaide.

Robt. Caldwell, grocer, Kentville, N.S., has been succeeded by J. A. Hart.

Jas. Nault, general merchant, Maniwaki, has been succeeded by J. B. Nault.

Edward Bienvenue, grocer, Farnham, has sold to A. Richard.

Joseph Udell, of Joseph Udell & Sons, general merchants, Carbonear, Nfld., is dead.

Andrew Rutherford, general merchant, Harbor Grace, is dead.

Jas. William Duff, general merchant, Lamaline, Nfld., has discontinued business.

"The Cash Store," Stellarton, N. S., opened on Nov. 15 in the location formerly occupied by Barker's store.

J. S. Richardson, grocer, Woodman's Ave., Grand Manan, N.B., has sold to G. W. Robinson.

Wm. Burke & Co., general merchant, Mira Ferry, N.S., have been succeeded by Walter Spain.

W. J. Buckley, general merchant, Rogersville, N.B., has sold to the Rogersville Co-operative, Ltd.

A new grocery, known as the Water Street Grocery Company, has been opened at 7-9 Water Street, St. John, N.B.

G. C. Fearn & Sons, general merchants and commission merchants, have discontinued their St. John's, Nfld., business.

C. D. Dykeman & Sons, Jemsey, N.B., have dissolved partnership, Arnold D. Dykeman continuing under the style C. D. Dykeman & Son.

## Quebec

Brig.-Gen. John A. Gunn, president of Gunns, Ltd., West Toronto, was in Montreal for a day last week.

G. C. Duncan, of the Cowan Company, Montreal, is away on holidays and will visit New York, Washington and Boston, before returning.

John S. Foreman, of S. K. Walker & Co., exporters, London, Liverpool and Glasgow, whose head office is at Sydney, New South Wales, was in Montreal last week.

Chas. Chaput, president of L. Chaput, Fils & Co., Ltee., Montreal, was out for the first time on Monday, having been confined to his home for several weeks through illness.

## Ontario

H. T. Anning, grocer and confectioner, Kincardine, has sold to Russell & Marcus.

W. Gillon, grocer, Hamilton, has sold out.

F. C. Bell, grocer, Toronto, has sold to Golden Bros.

Peter McGaw, grocer, Kincardine, has sold to Wm. Borden.

E. W. Pearen, grocer, has sold to Jas. Margetts.

Paul James, grocer, Chatham, has sold to T. W. McLean.

Dorkin & Co., grocers, Toronto, are discontinuing business.

Mrs. H. McMillan, grocer, Toronto, has sold to Geo. Carey.

G. M. Robertson, grocer, Toronto, has sold to J. A. Simpson.

L. Becker, grocer, Toronto, has sold to Harold Rabjohn.

G. J. Melhuish, grocer, Toronto, is discontinuing business.

W. G. Bagley, grocer, Toronto, has sold to J. R. Richardson.

S. Braden, general merchant, Kinloss, has sold to Geo. C. Bannerman.

Notter Bros., grocers, Toronto, has sold to the Bohlender Grocery Co.

A. Hunter, of Peterboro, is succeeding C. Sanders at 55 Bird Ave., Toronto,

J. F. Gibbs has taken over the grocery at 1751 St. Clair Ave. W., Toronto.

S. F. Lawrason, of S. F. Lawrason & Co., London, is in Winnipeg on business.

W. H. Davidson, groceries and hardware, Hamilton, has sold to Frank Elms.

J. R. Richardson has purchased the business of R. Bagley at 124 Wychwood Ave., Toronto.

A. C. Secor, 2356 Queen E., Toronto, has sold his grocery and confectionery business.

E. W. Jeffress, of E. W. Jeffress, Ltd., Walkerville, is on a business trip to Chicago.

Dominique Legault, general merchant, Charlton, is selling to the Legault Hardware Co.

M. Mahoney has opened a grocery and confectionery business at 195 Wychwood Ave., Toronto.

Edward McGurn, produce merchant, Alvinston, has been succeeded by McGurn & Burnford.

Stewart Henry, Windsor, Ont., of the B. C. Packers' Association, is in Montreal and Ottawa on business.

Mrs. M. Adgey, Balsam Ave., Toronto, has sold the business to A. H. Mealing.

Mrs. R. Losey, Arlington Ave., Toronto, is going out of business.

R. W. Algoe has purchased the business of S. Bateman at 841 Euclid Ave., Toronto.

R. V. McGill, grocer, Ottawa, has been succeeded by the Norin-Stuart Grocery Store.

S. Mignacca, general merchant, Coniston, has suffered loss by fire.

W. G. Mitchell has purchased the general store business of H. Brady, Staffordville.

W. J. Eastcott, for many years a grocer in business in Ottawa at the corner of Bank and Nepean Streets, passed away at the home of his son, Arthur Eastcott, Pembroke, after a short illness. Three sons and three daughters are left besides his widow, one brother and one sister.

C. Zwicker, Crediton, Ont., general merchant, was in Toronto this week on business and called at the Toronto office of CANADIAN GROCER. Mr. Zwicker is also a large dealer in seeds and grains. He says the trade in his vicinity is looking forward to a record fall and Christmas trade.

## TOTAL UP TO 28

Loblaws Stores, Ltd., Toronto, have added two more stores to their chain. These are at 2010½ Queen St. E. and 551 Bloor St. W. The latter has been operated by Speers Bros. This makes total of 28 stores under the one management.

## GALT TO BE THEIR NEW HOME

McCaskey Systems Limited, Manufacturers of Counter Check Books and Credit Register Systems, Will Move To Galt, Ontario

McCaskey Systems Limited, Toronto, have purchased in Galt, Ont., a manufacturing plant, erected during the war for munition purposes.

Their present premises have become too small, and they find it necessary to seek larger quarters, and have chosen Galt for their head office and factory.

It is understood they will move into their new building in July or August of next year.

In addition to the manufacture of credit registers, this firm also make counter check books. The latter business has developed rapidly during recent months.

## CANTON, CHINA, TEA TRADE DECLINES

More than half the tea dealers in the Canton district of China suspended business during 1918. This was because of the high cost of production with attendant high prices in recent years. There are about fifty firms now engaged in the tea trade. The total yield of the three districts of Hock Shan, Ching Yuen, and Ho Yuen, which supply the Canton dealers, has declined about fifty per cent. in the last quarter century.



### EARLY CLOSING BY-LAW LIST NOW COMPLETE

At a representative gathering of the grocers' section of the Retail Merchants' Association on Monday evening last, the early closing by-law was again discussed. It was pointed out that the police census included a number of names that were not in the grocery trade proper. With these eliminated, there was still a surplus over the number required to go before the city council, and the matter will be again brought before that body at the meeting next Monday, when it is expected that it will be finally passed.

The matter of representation on the city council was also dealt with by the grocers, but it was decided not to put up any particular candidates on their own behalf, but to support the ones who suggested themselves as being the most capable. An article recently appearing in the CANADIAN GROCER, on the subject of "Know your costs and expenses," constituted an interesting discussion, and a questionnaire is being sent to merchants in all branches of the association, regarding their overhead charges, so that any information required by the Board of Commerce may be easily accessible.

### GUNNS, LIMITED, OPENS NEW OFFICE BUILDING

The office staff of Gunns, Ltd., West Toronto, celebrated the opening of their new office building on Friday evening last, with a social evening. The members of the staff, with their wives, sweethearts, and friends, to the number of 150, enjoyed the hospitality of the firm. A splendid orchestra provided music, and Coles' catered. Attractive prizes were given the winners in the games. The affair was a great success in every way and once more demonstrated the fine feeling that exists between employer and employee, in the Gunns Company. The new office building is a commodious structure, and fronts on St. Clair avenue, on the corner of Gunns Road.

### SASKATCHEWAN FISHING INDUSTRY

An important announcement is made in connection with the fish industry in Saskatchewan. Fish which formerly was shipped in sacks is now being shipped in boxes, and this is proving much more satisfactory from the standpoint of all concerned. Fish packed in boxes on the lakes are protected from the sun and wind and thus preserve the original color and prevent evaporation of moisture.

As an instance of the importance of the fish industry in Northern Saskatchewan, it required ninety cars to ship last season's catch to the markets. The total production was over 2,500,000 pounds, of which more than two million were whitefish and the balance jackfish, pickerel, mullet, and trout. Much of the fish is caught and marketed

through the Big River operators. One Big River company, which operates on fifteen lakes, freight by teams from lakes more than two hundred miles north of the railroad. What is now urged is an extension of the National Railway far enough north to tap the big lakes. This extension would also open up a large timber area and some excellent ranching country. Saskatchewan's wealth in fish is as yet only touched.

### Handling Poultry

More than 50,000 pounds of poultry have been handled by the Moose Jaw Livestock, Trading and Feeding Co., since October 27. This new firm is composed of ranchers and business men, and was formed for the purpose of finishing partially-fed stock coming on the market. A. H. Wilford is buyer and seller for the company. Dr. Merkley is superintendent, having charge of the feeding, killing and packing of the birds. A specially fitted up car travels the province picking up poultry. It is properly heated and equipped with crates so situated that it is possible to feed and water the birds in transit.

### MONTREAL GROCERS CONFER RE WEIGHT OF EGGS AND VEGETABLES

Considerable discussion has taken place recently over the Montreal city by-law requiring all vegetables and eggs to be sold by weight. Definite proposals are now being made to the Administrative Commission after they have been considered by the city council. A meeting of wholesale and retail merchants, farmers and peddlers, was held at the City Hall last week for the purpose of arriving at some solution of the difficulties which have existed since the present by-law became effective.

In the matter of eggs it was promptly resolved to recommend that these should be sold by the dozen as heretofore, and not by weight.

In the matter of vegetables being sold by weight, this was a subject of long discussion, a greater variety of opinion being expressed. Some contended that the farmers should be permitted to sell their produce in the public market by any method they found most suitable. Others thought that the weight plan should be adopted, while others believed that the matter of selling these by measure in all parts of the country was the best plan to be adopted. These matters will be fully threshed out and a decision arrived at, it is expected, in the near future.

### EDMONTON BOARD OF TRADE SECRETARY RESIGNS

F. T. Fisher, secretary of the Edmonton Board of Trade, has accepted an important position with the MacDonal-Cooper Co., of Edmonton. Mr. Fisher has been associated with the Edmonton Board of Trade for the past fifteen years. As a mark of appreciation of Mr. Fisher's services, the Edmonton

Board of Trade presented him with a \$1,000 Victory Bond and elected him a life member of the Board of Trade.

### WESTERN TRAVELERS NOMINATE OFFICERS

The Commercial Travelers' Association meeting in Winnipeg recently nominated the following members:

President, J. P. Minnhinnick and George Harvey; vice-president, A. Webber, elected by acclamation; treasurer, Charles Halden, elected by acclamation.

Saskatchewan—President, R. W. Birch; vice-president, G. I. Wilson; treasurer, E. Musgrave, all elected by acclamation.

Alberta—President, W. A. Logan; vice-president, A. H. Ferguson; treasurer, G. S. Kellaway, all elected by acclamation.

British Columbia—President of the advisory board, Charles Longhurst and H. W. Taylor; vice-president, M. F. J. Hall, Victoria; treasurer, E. W. Dean, Vancouver.

Vice-presidents of the association—Alberta, A. M. Mouat, Calgary; Saskatchewan, J. J. Gilmore; British Columbia, F. J. Lumsden.

Members of the executive—Alberta, O. S. Chapin; Saskatchewan, K. W. Ross; British Columbia, Geo. Mather and J. W. Newman.

Ballots will be counted by Scrutineers F. H. Agnew, chairman; J. H. J. Murphy, W. Stitt, J. M. Scott, Geo. Bolton, A. McAllister, R. M. McGowan, F. G. Walker and O. H. Dingman, and they will report at the annual meeting Dec. 20.

## New Goods

J. L. Kraft & Bros. Co., Chicago and New York, are putting on the market a new line of cream cheese, put up in tins, as shown by the accompanying illustration. There are eight varieties—Kraft, Kraft Pimento, Kraft Chile, Rarebit, Swiss, Camembert, Limburger and Roquefort. It is pointed out that this cheese in tins will keep indefinitely and in any temperature. The labels on the tins are in blue and yellow.





# NEWS FROM WESTERN CANADA

## Western

Weeks' Grocery, Edmonton, has sold out.

Chipman, Eastwood Store, Edmonton, have sold out.

L. M. Tetrault, St. Malo, Man., has sold to F. X. Tetrault.

H. H. Tilley, grocer, Minnedosa, Man., has sold to Thomas Mellor.

Turner's Market, grocers, butchers, Edmonton, have sold out.

Gordon & Mills, grocers, Winnipeg, have sold to Wm. Mallison.

Tyne Bros., Strome, Alta., are reported sold to W. T. Phipps.

G. R. Ford, general merchant, Scott, Alta., has sold to M. M. Hanna.

G. W. Chase, grocer, Edmonton, has been succeeded by B. R. Matthews.

A. M. Tipp, general merchant, Oak Lake, Man., is reported sold out.

Wm. H. Cox, grocer, Winnipeg, has been succeeded by J. C. Anderson.

Geo. Currie, general merchant, Pine Creek, Man., has sold out to W. J. Currie.

A. J. Ainsworth, grocer, Edmonton, Alta., has been succeeded by Aylmer's grocery.

The Alameda meat market, Regina, Sask., changed hands recently, A. G. Paul being the purchaser.

A new groceteria has been opened in Moose Jaw, Sask., at the corner of Main and Athabasca street. It is to be known as "The Modern Groceteria."

D. S. Flemons has opened a grocery store at 1409 Tenth Ave., Regina. He has named his store the "Service Grocery." He is a returned man, having seen service with the 43rd Battalion.

Ernest J. Conway, formerly merchant at Regina Beach, has opened an attractive grocery at 2923 Fifteenth Avenue, between Retallack and Robinson Streets, Regina. An auto delivery service is part of the equipment.

F. Manley, broker, Somerset Block, Winnipeg, has found through his rapidly increasing volume of business that it has been necessary for him to move to larger quarters. On December 1 Mr. Manley is opening new offices and show room at 42 Silvester-Willson Building, Winnipeg, where he will be better able to give the attention required to his many lines.

Capitalized at \$20,000, the Great War Veterans' Association Co-Operative Trading Company, Ltd., Regina, has secured articles of incorporation and will soon commence business. The first meeting of shareholders has been called and officers and board of directors will be chosen. Accommodation, it is expected, will be found in the Veterans' block, Albert Street. J. S. Brundige is provisional chairman, and John Marshall secretary-treasurer of the company.

## SASKATCHEWAN MERCHANT PERISHES IN STORE FIRE

Jas. D'Arcy lost his life recently in a fire that completely destroyed his store at Venn, Sask. Mr. D'Arcy was in the office of the store at the time, and whether he was overcome with smoke or heat cannot now be ascertained. The fire seems to have started in the office and to have spread rapidly. The deceased leaves a wife and a two weeks' old baby.

## WESTERN PACKING PLANT HAS REPRESENTATIVE AT PRINCE ALBERT, SASK.

Gordon, Ironsides and Fares, the big Western packing house, have established a representative in Prince Albert, Sask., and have entered the market to purchase livestock for their various packing plants. A. H. Leddy will handle the interests of the firm at this centre. Prospects at the stockyards at Prince Albert are much improved.

## A Store at the End of the Steel

Fred. Donovan Has Built Up a Thriving Business at Turtleford, Sask., by Careful Service to the Farmer and Rancher of the Neighborhood, and by Being a Friend to the Indian

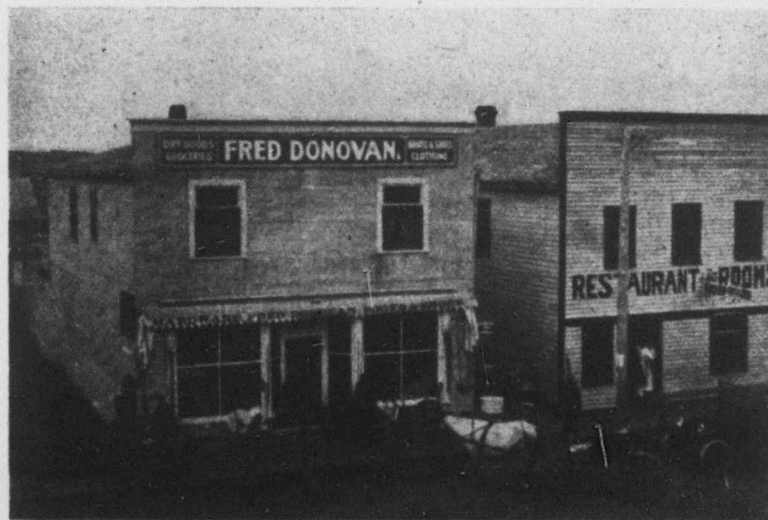
**T**URTLEFORD, at the end of the steel and surrounded by a land fertile in produce, does an immense business in groceries. Especially is this true in the store of Fred Donovan, who, having been in this town several years, has built up a thriving trade in every respect, but notably so in the line of groceries.

### Big Orders the Rule

For hundreds of miles this northern country is settled by farmers and ranch-

### Catering to the Redman

There are Indian reserves near Turtleford and large numbers of the redskins come to Turtleford every day. "The Indians are my friends," says Mr. Donovan, and no one witnessing the actions of these children of nature can for one moment doubt his statement. The Indians come to him with their difficulties sure of kindly advice and square dealing. They bring seneca root and furs and Mr. Donovan buys them, while he and his



The Fred Donovan store that does a flourishing business, at Turtleford, Sask., at the end of the steel.

ers who come, as a rule, to Turtleford to make their purchases. Six clerks, besides Mr. and Mrs. Donovan, are kept busy all the time filling orders for the many customers and these orders are mainly grocery in nature. One hundred dollars is by no means an uncommon total for one order alone. Mr. Donovan sells his groceries with but small profit to himself, but his large annual turnover, together with the confidence of the public, compensate entirely for the generous cuts in grocery listings.

clerks cater to the redmen's wants and wishes with all of the respect and attention bestowed on customers of the white race. Mr. Donovan encourages decisive, courteous and business-like methods among all his employees. He gives credit for all worthy effort from the learning of a foreign customer's language to the invention of more efficient practices or more effective arts of display. One of Mr. Donovan's clerks, Mr. Robert McCartney, has been in his employ for ten years.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**G**ROCERY markets throughout the Dominion are generally strong with advances registered in a number of instances. In fact the trend on all Canadian markets is toward higher levels, rather than to easier prices.

**MONTREAL**—Sugar was advanced in price this week by two refineries, the St. Lawrence and Dominion increasing their quotations on refined to \$12 per cwt., with relative increases for other grades. The undertone is very firm and other advances will not be surprising. Canned fruits are firming, too. Walnuts and peanuts are very firm, although almonds eased somewhat. Rices are firm and there have been advances for a number of grades. Jamaica ginger is higher in price. Package oatmeal and package rice are advanced by one jobber. Hay is one dollar a ton higher, while potatoes are also up. Dried fruits and teas are firm, while coffee and cocoa are very firm. Molasses may again advance, some predicting it will go to \$1.35 or \$1.40 per gallon. Oranges are marked down a little. The trade is active, particularly for Christmas lines and for canned fruits.

**TORONTO**—An advance of 75c per hundred is reported in St. Lawrence sugar this week, making the price on the basis of Toronto delivery \$12.21. The other refineries are unchanged but very strong and further advances are not unlikely. Shipments of sugar are moving in very limited supplies and there is as yet by no means an abundance. The prices that are being asked for raws are very high and they are being reflected in the quotations of the refined article. As announced previously, new importations of molasses are likely to be quoted three cents a gallon higher. At present there are no changes in spot quotations. Teas and coffees continue to show strength, some wholesale houses this week ad-

vancing the former two and three cents per pound. Good coffees are extremely scarce and primary markets are stronger. The scarcity of seedless raisins that was referred to last week is not much relieved and some wholesalers are absolutely without supplies. Grecian currants are being received in fair quantities, but are taken care of immediately on their arrival. They are quoted to the trade around 21 cents per pound. Peels are inclined to be scarce and high prices are being asked for the same. Orange and lemon peels are quoted at from 44 to 46 cents and citron peel is practically unobtainable. It has been quoted as high as 68 cents per pound. New nuts in the shell for the Christmas trade are coming along, but prices are higher than a year ago. New prunes and apricots should be ready for the trade next week. Dried peaches are selling at strong figures. Rices are very firm. Advances in honey are reported, amounting to from two to three cents per pound. Ontario potatoes are quoted higher again this week at \$2.40 per bag.

The produce markets as far as fresh and moked meats are concerned are unchanged. The hog situation is tending to lower levels and pork and all pork products are steady at the easier levels. Butter and eggs are both higher and cheese is very strong, with no change in prices. Poultry receipts are heavy and some lines are offered at slightly easier prices.

**WINNIPEG**—Like the Toronto and Montreal markets, St. Lawrence sugar has advanced in Winnipeg 75c per cwt. Supplies are none too plentiful and prices are likely to continue very firm. Teas are also likely to advance. Shipments of dried fruits from California are very slow and currants and raisins are quoted at firm figures. Confectionery lines are still very scarce, due chiefly to the sugar shortage. Rices are very firm and also tapioca and sago. Flour and feeds are unchanged.

## QUEBEC MARKETS

**M**ONTREAL, Nov. 26—The market conditions have been quite active and prices are marked up on several items. The trade for Christmas goods is manifesting itself and the outturn each week of seasonable lines of fruits, etc., is large.

### Another Advance Makes Refined Sugar Price \$12

**Montreal.**  
SUGAR.—The market is higher this

week for both St. Lawrence and Dominion Sugar Refineries. The increases are immediately effective and it is possible that others may increase their prices in the near future, the market undertone

being decidedly firm and tendencies are upward. Supplies of raw sugar are fair, but there is still more demand than can be satisfied at the present time. It is altogether likely that there will be a steadily upward trend to the market for some weeks to come.

Atlantic Sugar Company, extra granulated sugar, 100 lbs. ....	11 25
Acadia Sugar Refinery, extra granulated .....	11 25
Canada Sugar Refinery .....	11 25
Dominion Sugar Co., Ltd., crystal granulated .....	12 00
St. Lawrence Sugar Refineries .....	12 00
Iceing, barrels .....	11 45
Iceing, 25-lb. boxes .....	11 85



Iceing, 50-lb. boxes	11 65
Do., 1 lb.	12 80
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.	13 25
Do. cartons, 5-lb.	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

**Canned Fruits Active  
And Prices Are Held**

**Montreal.**  
CANNED GOODS.—The present activity for canned goods is largely confined to tinned fruits. These are in heavy demand and the undertone is firm. Some lines of peaches and pears in heavy syrup have come to hand from United States packers, and these are holding at well-sustained prices. Dealers have been disposed, in many instances, to accept delivery of booked orders, and there has been quite a wide distribution.

**CANNED VEGETABLES**

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00
No. 2		20 00

**CANNED FRUITS**

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2		3 65
No. 2½	4 80	5 15
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
Do., 2-lb. talls, doz.		2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup		2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65

**CANNED FISH**

Salmon—		
Chums, 1-lb. talls	2 00	
Do., ½s, flat	1 20	
Sokeye, 48, 1s, doz.	4 75	
Do., 96, ½s, doz.	2 50	
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.		2 00
Cohoos, 1-lb. tall		3 75
Do., ½-lb. flat		1 90
Pinks, 1 lb.		2 55
Do., ½ lb.		1 30
White Springs, 1s		2 00
Chums, 1 lb., talls		2 00
Do., ½s, flat		1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador, 1-lb. flat	3 60	
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		2 00
Herrings, imported, tomato sauce		3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s		1 85
Do., kipp., Canadian, 48, 1s.		1 50
Do., plain, case of 4 doz.		6 75
Do., ½s		1 65
Haddies (lunch), ½-lb.		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.		2 60
Do., 10 oz., doz.		4 20
Lobsters, ¼-lb., doz.		3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls		12 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		12 00
Lobster paste, ½-lb. tins		2 40
Sardines (Amer. Norweg'n style)		14 50
Do., (gen. Norwegian)	21 00	22 25
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., Portuguese, case		24 00
Scallops, 1-lb., doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s		4 50
Crabs, No. 1 (case 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river), 1 lb., doz.		1 90
Scotch Snack, No. 1, doz., Montreal		2 35

**Shelled Almonds Easier;  
Walnuts; Peanuts Steady**

**Montreal.**  
NUTS.—The heavy orders from the trade, which usually manifest themselves at this time of the year, have continued from week to week. Many large lots have been distributed, and the prices have been quite well maintained on most lines. Shelled almonds have eased somewhat, although the tendencies are again upward. Shelled walnuts are steady, and it is expected that this market will be firm for several weeks. Peanuts, too, have held firmly.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled		0 62
Do., Jordan		0 75
Brazil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 38
Fancy wholes, per lb.		0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 36
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.		0 33

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

**Beans Selling Slowly;  
Prices May Be Held**

**Montreal.**  
BEANS, PEAS.—The bean market is a very quiet one, the trade in this part of the country reports. Prices have held with but little change of late, and while the best grades of Canadian beans have sold at around \$5.25 per bushel to the retail trade, competitive beans have been offered for less money. With the trade well supplied and with Canadian beans of better average quality this year, changes are not anticipated by some of the larger operators, for the time being at least. Good grade boiling peas are very scarce and hard to obtain, and the quality of these in many instances is said to be below the average of past seasons.

BEANS—		
Canadian, hand-picked, bush	5 25	5 40
Japanese		5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 17
PEAS—		
White soup, per bushel		4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

**All Dried Fruits  
Are Ruling Very High**

**Montreal.**  
DRIED FRUITS.—The market conditions are good as far as demand goes. The new crop prunes and raisins, apricots and peaches now being received are said to be of excellent quality, but the prices of nearly every line are very firm and high. Raisins and prunes are ruling very high, and in view of the fact that all sellers have been pretty well sold up before these recent arrivals, the stock received going to the dealer at once in many cases, it does not seem likely that prices will be lower. Drained peels are marked higher, and several of the importers and jobbers have reported the supplies of these to be low.

Apricots, fancy		0 36
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)	0 23½	0 24
Peaches (fancy)		0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon		0 45
Orange		0 46
Citron		0 68
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatsels, 2 crown		0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.		0 23
Cal. seedless, cartons, 16 oz.		0 22
Fancy seeded		0 17
15 oz.		0 21
0 22		0 25
Currants, loose	0 22	0 25
Do., Greek, 15 oz.		0 25
Dates, Excelsior (36-10s), pkg.		0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Figs (layer), 10-lb. boxes, 2s, lb.		0 40
Do., 2½s, lb.		0 45
Do., 2½s, lb.		0 48
Do., 2½s, lb.		0 50
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 25-lb. boxes, each		0 14
Do., 28 8-oz. boxes		3 50
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 33
30-40s		0 30

40-50s	0 25
50-60s	0 22
60-70s	0 21
70-80s (25-lb. box)	0 20
80-90s	0 18½
90-100s	0 17½
100-120s	0 17

**White Corn Syrup is Active; Molasses Firmer**

**Montreal.**  
**MOLASSES AND SYRUPS.**—"Molasses will be around \$1.35 per gallon, I believe." This sounds the note of a very large jobber regarding the trend of prices on the product. Fancy molasses supplies have not been excessive, and as a matter of fact some of the trade believe that the stocks are not ample to make a fair distribution to all sections of the trade. The price basis at the production points are such, to-day, as to make the landed price for fancy grades, over \$1.20, the present ruling price for Montreal delivery. It looks like a still higher market. Corn syrups, particularly the white, are in active demand, and the sugar situation has helped to hasten an increased sale for these.

**Corn Syrups—**

Barrels, about 700 lbs., per lb.	0 08¼
Half barrels	0 18½
Kega	0 08¾
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, ½ doz. in case, case	5 75
20-lb. tins, ¼ doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 38½-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25

**White Corn Syrup—**

2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, ½ doz. in case, case	6 25
20-lb. tins, ¼ doz. in case, case	6 20

**Cane Syrup (Crystal) Diamond—**

case (2-lb. cans)	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

**Barbadoes Molasses—**

Island of Montreal	
Puncheons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

**Rices Are Firmer With Some Mark-ups**

**Montreal.**  
**RICE AND TAPIOCA.**—The market is still ruling with a firm undertone and the tendencies are not only upward but there have been some mark-ups on the better lines. The demand is seasonably good, and supplies are not excessive in the hands of the jobbers.

**RICE—**

Carolina, ex. fancy	17 50	18 00
Do. (fancy)		17 00
Do., No. 2		16 50
Do., broken		13 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14½	0 15½
Broken rice, fine		7 00
Do., coarse		9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

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

**Coffee Receipts Improve And Prices Are Held**

**Montreal.**  
**COFFEE, COCOA.**—The receipts of coffee from the States have been better during the past week or two. This reflects the improvement that has been made owing to the settlement of the longshoremen's strike at New York. The demand from the trade is reported to be good, quite as active as the month of October, and which was a heavy one. The undertone is strong. Cocoa markets are firm and the undertone suggests an advance before many weeks.

**COFFEE—**

Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

**COCOA—**

In 1-lbs., per doz.	5 25
In ½-lbs., per doz.	2 75
In ¼-lbs., per doz.	1 45
In small size, per doz.	1 10

**Will Teas Go Higher? Markets Ruling Strong**

**Montreal.**  
**TEAS.**—While the market is a very strong one, and the tendencies are upward, some are asking if the peak of prices has been reached. There has been quite a wide distribution of the stocks held by jobbers and importers, and, while the holdings are less than they were, some state that there is enough tea in Canada for present and near requirements. Looking at the situation in a broad way, the Central European countries will probably continue to absorb much tea. If they come in as buyers, and particularly Russia, the holdings will be much reduced. Such a wide distribution as this would, of course, have an immediate effect upon the price basis everywhere, for some of these countries are supposed to have very little stock to meet their needs. The present situation here is a very firm one.

**JAPAN TEAS—**

Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

**Javas—**

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

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

**Ginger is Higher; All Spices Firm**

**Montreal.**  
**SPICES.**—The markets are very firm and this week Jamaica ginger is the feature, being marked up to 40 cents per pound. The tendencies are strong on all lines and the whole spice list is active.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Ch'eoery (Canadian), lb.		0 20
Cinnamon—		
Rolls	0 35	
Pure, ground	0 35	0 40
Cloves	0 85	
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	

Ginger (Cochin or Jamaica)	0 81	
Mace, pure, 1-lb. tins	1 00	
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
64, lb.		0 45
80 lb.		0 43
100, lb.		0 40
Ground, 1-lb. tins		0 65
Pepper, black	0 38	0 40
Do., special		0 32
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk		2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.		0 30
Do., per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

**Steady Honey Sales; Maple Products Fair**

**Montreal.**  
**HONEY, MAPLE PRODUCTS.**—The supplies of honey are ample to meet the demands of the trade, and which trade is quite satisfactory. Prices have held steadily, and both clover and buckwheat honey are moving, according to the trade wanting a particular kind. There is a steady and seasonable trade in maple products at maintained prices, although the outgo is not excessively large. The supplies are ample for all needs.

**Maple syrup—**

13½-lb. tins (each) (nominal)	
10-lb. cans, 6 in case, per case	16 70
5 gal. (Imperial), crated	16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case	7 00
In cases of six, 5-lb. blocks, es.	9 60

**Honey, Clover—**

Comb (fancy)	0 80
Comb (No. 1)	0 26
In tins, 60 lbs., per lb.	0 24
30-lb. pails	0 25
10-lb. pails	0 26
5-lb. pails	0 25
Buckwheat (60 lb. tins), lb.	0 19

**Cereal List Held With Little Change**

**Montreal.**  
**CEREALS.**—The trade in rolled oats and cornmeal, and in various special flours sold at this season of the year, is reported good, much improved over the past few weeks. Prices on rolled oats are still ruling with an easy tendency and price cutting is still reported. The price to the retail trade is ranging at around \$4.75 per bag of 90 pounds.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	6 00	6 25
Barley, pot, 98 lbs.	5 00	5 50
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (new)		6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.		6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 35	5 50
Rolled oats, 90-lb. bags	4 75	5 00
Rolled wheat (100-lb. bbls.)		7 10

**Package Oatmeal is Marked Up; Rice, Too**

**Montreal.**  
**PACKAGE GOODS.**—Prices are revised upward on one line of oatmeal and also on package rice of the puffed variety. Health bran is being quoted at \$2.60 per case. All around the market movement is an active one, and the tone of the market is healthy.



PACKAGE GOODS	
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 1/2 lb. case	3 50 3 65 3 75 3 90 4 25
Rolled oats, 20s	5 60
Do., 18s	2 00
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Oat Flakes, 20s	5 40
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 35
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Buckwheat Flour, case	8 60
Wheat food, 18-1 1/2 lb.	3 25
Porridge wheat, 36s	6 45
Do., 20s	6 25
Self-raising Flour (3-lb. pack.) doz.	2 90
Do. (6-lb. pack.), doz.	5 70
Corn starch (prepared)	0 11 1/2
Potato flour	0 16 1/2
Starch (laundry)	0 12
Flour, Tapioca	0 15 0 16

**Wheat Flours Steady; Millers Quite Busy**

**Montreal.**  
**FLOURS.**—The millers are still working on the export business which they recently obtained, and with a fair amount of domestic trade offering they are kept quite busy. Supplies of wheat are now ample to meet the present needs of millers but they are hoping that export of wheat will be so guarded as to keep for them ample supplies to maintain their staffs on steady work during the coming season.

Standard Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 80
Winter wheat flour (bbl.)	10 75

**Will Be Demand For Various Feeds**

**Montreal.**  
**FEEDS.**—The various millers will be accorded increasing feed business once the winter weather conditions prevail. To date, the conditions have been such that cattle could be put out on the fields during the day. With the arrival of snow there ought to be quite a stimulated demand. Bran and shorts are unchanged and barley chop is firmer at \$68 to \$75 per ton, according to the quality.

Shorts—	
Mixed cars	52 00
Bran—	
Mixed cars	45 00
Crushed oats	60 00 68 00
Barley chop	68 00 75 00
Special, middlings	61 00 62 00
Feed flour (98 lb. sack)	3 75
Gluten feed (22% Protein)—	
F.O.B. Cardinal	62 00
F.O.B. Fort William	60 00

**Bad Roads Make For Dollar Hay Increase**

**Montreal.**  
**HAY AND GRAIN.**—Prices have advanced one dollar a ton on various grades of hay. The road conditions are poor, and it is thus difficult to get supplies to market. Oats are higher and the tendency on grain markets is upward. No quotations are available on barley, the same being scarce and very high in price.

Hay—	
Good, No. 1, per 2,000-lb. ton	24 00

Do., No. 2	23 00
Do., No. 3	21 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 99
No. 3 C.W.	0 97
Extra feed	0 95
No. 1 feed	0 95
No. 2 feed	0 92 1/2
Barley—	
No. 3 C. W.	0 95
No. 3	0 95
No. 4 C.W.	0 95

**Potatoes Are Higher; Boston Lettuce \$3.25**

**Montreal.**  
**VEGETABLES.**—The prices of best grade potatoes have advanced materially. This is due, in part, to the poor road conditions. New Brunswick are now selling at \$2.35 per 90-lb. bag, and Quebec or Montreal at \$2.25. Onions are very firm and high, red Canadian onions selling at \$4.50 to \$5 per bag of 75 pounds.

Beans, new string (imported) hamper	4 00
Beets, new, bag (Montreal)	0 90
Cucumbers (hothouse), doz.	2 00
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	1 50
Cabbage (Montreal), doz.	0 50
Carrots, bag	1 00
Celery, doz.	0 50
Garlic, lb.	0 28
Horseradish, lb.	0 25
Lettuce, Boston (2 doz. crate), crate	3 00
Lettuce (Montreal), head	0 50
Leeks	1 50
Mint	0 30
Marrows, Vegetable, doz.	1 00
Mushrooms, lb.	1 25
Do., basket (about 3 lbs.)	3 50
Onions, Yellow, 75-lb. sack	5 00
Do., red, 75 lbs.	4 50
Do., crate	2 75
Do., Spanish, case	6 75
Parsley (Canadian)	0 20
Peppers, green, doz.	0 10

Do., red, doz.	0 10
Parsnips, bag	1 25
Potatoes, Montreal (90-lb. bag)	2 25
Do., New Brunswick	2 35
Do., sweet, hamper	3 00
Radishes, doz.	0 25
Spinach, box	1 00
Squash, Huber, doz.	1 50
Turnips, Quebec, bag	1 50
Do., Montreal	1 25
Tomatoes (Montreal), baskets	1 25

**Oranges Little Lower; Grapes; Apples Firm**

**Montreal.**  
**FRUITS.**—The market is a trifle easier on oranges, and supplies of these are coming to hand quite freely. Pomegranates are to hand and are selling at \$3 per case of about 80. Florida oranges are quoted at \$4 per case. Tokay grapes are up 25c per case to \$3.50. The demand is active for most lines.

Apples—	
Baldwins	7 00 7 50
Ben Davis, No. 1	5 50 6 50
Do., No. 2	5 50
MacIntosh Red	9 00
Fameuse, No. 1	8 50 9 50
Greenings	7 00 7 50
Gravenstein	5 00 6 50
Soies	8 00 9 00
Wealthy	7 00 8 00
Winter Reds	6 50 7 00
Apples in boxes	3 50
Bananas (as to grade), bunch	6 00 6 75
Cranberries, bbl.	11 00 12 00
Do., gal.	0 75
Grapes, Tokay (box), 30 lbs.	3 50
Grapes, basket	0 50
Grapes, Emperor, kegs	0 80
Grapefruit, Jamaican, 64, 80, 96.	4 00
Do., Florida, 54, 64, 80, 96.	4 50
Lemons, Messina	6 00
Pears, Cal.	6 50
Pomegranates (boxes of about 80), box	3 00
Keiffer Pears (box)	2 75
Pears, Cal.	5 00
Oranges, Cal., Valencias	6 25
Cal. Navels	7 00
Florida, case	4 00

**ONTARIO MARKETS**

**TORONTO, Nov. 28.**—The feature of the markets this week is the advance of 75 cents per cwt. in St. Lawrence sugar, making the price to the trade, Toronto delivery, \$12.21. Other refineries are unchanged, but the high prices that are being paid for raws renders it most probable that they too will have to advance their prices. A good deal of St. Lawrence sugar is sold in this market. Raisins are in small supply, and very strong in price. Teas and coffees are advancing.

**Sharp Advance in St. Lawrence Sugar**

**Toronto.**  
**SUGAR.**—The feature of the sugar market this week is the sharp advance that has been announced in quotations on St. Lawrence sugar. The price is marked up 75 cents per cwt., making it on the basis of Toronto delivery, \$12.21 per cwt. The high figures that are being paid for raws is the cause of the increase, and it is not unlikely that the other refineries will follow with the announcement of a similar advance. The market is very strong, and while there is no actual shortage as far as this market is concerned, supplies are by no means abundant, and distribution has to be made very carefully in order that none should go without.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46

Dom. Sugar Refinery, extra granulated.. 11 46  
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies., 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c  
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c. Yellows same as above.

**Molasses Strong; Corn Syrups Steady**

**Toronto.**  
**CORN SYRUPS, MOLASSES.**—The market in molasses is very strong, although quotations on spot do not reflect the higher prices that are being asked at primary points. Advances, however, are not unlikely, and new buying is only possible at the increased figures. Corn syrups are also very strong but unchanged.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 05 1/2



Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 95	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 40
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 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, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s.	4 60	6 95

Package Goods

Holding Firm

Toronto. PACKAGE GOODS.—No changes are reported in the market for package goods this week, prices being steady and strong. Oats are high in price, and rolled oats in packages, while showing no advances, are held at strong figures at \$5.60 for the round ones, and from \$5.10 to \$5.60 for the square ones. Other lines are as quoted below, with no changes.

Rollod Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10 5 60
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 1/2s, 48s.	4 60 6 95
Cornstarch, No. 1, lb., cartons	0 11 1/2 0 11 1/4
Do., No. 2, lb. cartons	0 10 1/4
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 13 1/4
Do., in 6-lb. wood boxes	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 60
Barley, 24s	2 60
Wheat flakes, 24s	5 40
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 30
Buckwheat flour, 24s	3 30

Bulk Cereals

Are Unchanged

Toronto. CEREALS.—Cereals in bulk are very strong, but show no changes as compared with a week ago. There is a very active demand for cereals of all kinds. Pearl barley is quoted at \$7.50 for 98s, and at \$6 for pot barley in the same size. Fancy yellow cornmeal is selling at from \$5 to \$5.50, and rolled oats in 90s are from \$4.90 to \$5. Split peas are steady at the recent advance.

Single Bag Lots	
F.o.b. Toronto	
Barley, pearl, 98s	7 50
Barley, pot, 98s	6 00

Barley Flour, 98s	4 50
Buckwheat Flour, 98s	5 75
Cornmeal, Golden, 98s	5 00 5 50
Do., fancy yellow, 98s	5 50 6 00
Hominy grits, 98s	5 25 5 75
Hominy, pearl, 98s	5 70 5 80
Oatmeal, 98s	4 90 5 00
Oat Flour	6 50 7 00
Rolled oats, 90s	6 15 6 15
Rolled Wheat, 100-lb. bbl.	10 00
Breakfast Food, No. 1	6 15 6 15
Do., No. 2	10 00
Rice flour, 100 lbs.	6 75 6 75
Linseed meal, 98s	0 08 0 08
Peas, split, 98s	0 10 0 11
Blue peas, lb.	

Canned Goods

Very Active

Toronto. CANNED GOODS.—There is a very active demand for canned goods of all kinds. Canned fruits have been selling particularly well, and vegetables, too, have a brisk inquiry. Values are unchanged, and prices generally are strong with a tendency to higher levels. Some lines of canned goods are extremely scarce and practically cleaned up.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 95	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	2 50	2 10
Cohoos, 1/2 lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Lobsters, 1/2 lb., doz.	6 00	
Do., 1/4-lb. tins	3 25	
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	1 45	
Tomatoes, 2 1/2s, doz.	2 00	2 05
Peas, standard, doz.	2 00	2 00
Do., Early June, doz.	2 17 1/2	2 22 1/2
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn	1 85	1 85
Pumpkins, 2 1/2s, doz.	1 25	1 25
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.	5 00	
Apples, gal., doz.		
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	0 90	
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	1 10	1 10
Gooseberry, 4s, each	0 84	0 84
Peach, 4s, each	0 88	0 88
Red Currants, 16 oz. doz.	3 45	4 50
Raspberries, 16 oz., doz.	1 10	1 10
Do., 4s, each	4 50	4 50
Strawberries, 16 oz., doz.	1 15	1 15
Do., 4s, each	7 00	7 00
Dromedary, 3 doz. in case		

Seedless Raisins

in Light Supply

Toronto. DRIED FRUITS.—There is a marked scarcity of seedless raisins on the Toronto market. Some of the wholesale houses are cleaned right out of them, and it is very difficult getting shipments through from the coast. They are quoted at 22 cents, and the seedless raisins in the packages are the same price, but are also in very light supply. Candied peels are in great demand and are very

strong in price. Lemon and orange peels are quoted at from 44 to 46 cents, and citron peel is almost unobtainable. There is scarcely any available on this market, and where it is procurable the price is very high, around 68 cents per pound. Grecian currants are selling freely at 21 cents per pound. Evaporated apples are quoted at from 22 to 23 cents per pound.

Evaporated apples	0 22	0 23
Do., choice, 25s		
Do., standards, 25s		
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron		
Currants—		
Grecian, per lb.		0 21
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 75
Dromedary, 3 doz. in case		7 00
Fard, lb.	0 28 1/2	0 28 1/2
Figs—		
Taps, lb.		0 17
Malagas, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		0 26 1/2
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.		0 15 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s		0 23
Seedless, 15-oz. packets		0 22
Seeded, 15-oz. packets	0 20	0 20 1/2
Seedless, Thompson's, bulk		0 21
Crown Muscatels, 25s		0 19
Greek Sultanias	0 26	0 27
Table raisins, 20-lb. pkgs.		8 50

Some Houses

Advance Teas

Toronto. TEAS.—The market for teas continues very strong, with some houses reporting advances in their teas on spot. One firm has cut out all their cheap teas and has advanced the standard blends from two to three cents per pound. The tendency to higher levels in the primary markets is beginning to be reflected here. The cheapest Java tea selling here is quoted at 45 cents, and the cheapest Ceylon tea 50 cents per pound. There is little Indian tea of this year's crop on the market. August and September pickings are not here yet. The cheapest Indian tea is 53 cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pta.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Spot Coffees

Very Limited

Toronto. COFFEES.—Coffees on spot are still very scarce, and prices are very strong. Primary quotations show considerable



strength, and until there is a better movement of supplies, prices are likely to remain high. Good coffees are in exceedingly light supply as far as this market is concerned. Chicory is quoted lower, most houses offering it at 25 cents per pound.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 48	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 45	0 53
Mocha, lb.	0 54	0 54
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.	0 54	0 54
Chicory, lb.	0 25	0 25
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

**Strong Tendencies in Spice Quotations**

**Toronto.**  
SPICES.—The market for spices continues very strong, with all advices from primary markets predicting very strong quotations for practically all lines. Cloves are very high, but unchanged from last week. Cinnamon and ginger are also very high. Cream of tartar is unchanged but very firm, with supplies still very limited.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 55	0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — cage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, select, whole, 100s.	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 35
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	3 50	3 50

**Nuts in the Shell Quoted Higher**

**Toronto.**  
NUTS.—Shipments of nuts in the shell for the Christmas trade are beginning to arrive, and wholesalers are quoting them to the trade. Prices for the most part show advances. Tarragona almonds are selling at from 31 to 33 cents. California walnuts in 100 lb. sacks are fairly plentiful, and are offered at 40 cents per pound. Grenoble walnuts to arrive are quoted at 35 cents. Large Brazils, washed, are offered at from 31 to 32 cents per pound. Shelled nuts are very strong at from 65 to 67 cents for almonds, and at from 95 to 97 cents for walnuts.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, Cal., bags 100 lbs., lb.	0 40	0 40
Walnuts, Grenobles, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 25 1/2	0 25 1/2
Pecans, lb.	0 30	0 30
Cocanuts, Jamaica, sack	10 00	10 00
Cocconut, unsweetened, lb.	0 40	0 40

Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 31	0 32
Shelled—		
Almonds, lb.	0 65	0 67
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux, lb.	0 95	0 97
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	0 88	0 88
Pecans, lb.	1 30	1 30

**Rice Quotations Are Very Firm**

**Toronto.**  
RICES.—No change is reported in the market for rices. Prices are very firm at steady figures. There appears to be ample rice in the hands of the wholesalers for present demands, but there is very little coming forward. Indications point to strong prices prevailing in rices.

Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	17 00	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	16 00	16 00
Do., Mujin, No. 1	16 00	16 00
Do., Pakling	14 00	14 00
White Sago	0 14	0 14
Tapioca, per lb.	0 14 1/2	0 15

**Beans Holding at Steady Levels**

**Toronto.**  
BEANS.—The market for beans is holding around steady levels, but the tendency is easier. Ontario white beans this week are quoted to the trade at \$5. Hand-picked beans are \$5.25 per bushel. The supply appears to be fairly heavy.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 00
Do., hand-picked, bus.	5 25	5 25
Marrowfats, bush.	6 00	6 50
Japanese Kotosashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

**Honey Quotations Show Advances**

**Toronto.**  
HONEY, MAPLE SYRUPS.—Prices of honey to the trade are higher, quotations being marked up 3 cents per pound. The five-pound tins are selling at 28c, and the 2 1/2-pound tins at 29c. The 10-pound tins are 26 cents. Quotations on maple syrup are steady.

Honey, Clover—		
5-lb. tins	0 28	0 28
2 1/2-lb. tins	0 29	0 29
10-lb. tins	0 26	0 26
60-lb. tins	0 26	0 26
Buckwheat, 50-lb. tins, lb.	0 18	0 18
Comb. No. 1, fancy, doz.	0 18	0 18
Do., No. 2, doz.	0 18	0 18
Maple Syrup—		
8 1/4-lb. tins, 10 to case, case	18 00	18 00
Wine of. tins, 24 to case, case	17 00	17 00
Wine 1/2 gal. tins, 12 to case, case	16 00	16 00
Wine 1 gal. tins, 6 to case, case	15 00	15 00
Imp. 5 gal. cans, 1 to case, case	15 00	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	0 29

**Oranges Are Selling Freely**

**Toronto.**  
FRUITS.—There is a very active demand for fruits, particularly of oranges and grapes. Oranges show few changes, the smaller sizes selling at from \$4.50 to \$5.75 per case. Apples are in great demand. Ontario Kings selling at from \$6 to \$7.50 per barrel, and Ontario Spys from \$6 to \$6.50 per barrel. Blenheims

are from \$5.50 to \$6.50. Jonathan apples are from \$3.25 to \$3.35 per box. California Emperor grapes are \$4.50 in lugs, and \$7.75 in kegs.

Bananas, Port Limons	0 08	0 08
Valencia Oranges—		
176s, 200s, 216s	5 50	5 75
150s and 126s	4 50	5 75
96s, 100s, 250s, 288s, 324s.	5 50	6 50
Lemons, Cal., 300s, 360s	4 50	5 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Apples—		
Ontario Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	3 75	3 75
Jonathans, box	3 25	3 35
Kings, box	3 25	3 25
Snows, box	3 35	3 60
Spys, Ont., box	2 75	3 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.	3 75	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box.	4 00	4 25
Nova Scotia Kings, 1bl.	5 75	5 75
Cal. Pears	4 50	4 50
Grapes, Cal., Emperor, lugs	7 75	7 75
Do., barrels	15 00	17 00
Do., Spanish Malagas, keg.	14 00	14 00
Cranberry, Cape Cod, bbl.	7 50	7 50
Do., half bbl.	4 50	4 50
Do., boxes	4 00	4 00
Pomegranates, boxes	0 25	0 25
Can. Chestnut, lb.	0 25	0 25

**Ont. Potatoes Selling at \$2.40**

**Toronto.**  
VEGETABLES.—Ontario potatoes are quoted higher again this week at \$2.40 per bag. There is a very active inquiry for potatoes, and this has resulted in higher prices. Cabbages are \$2.50 per barrel, and carrots are from \$1 to \$1.25 per bag. California head lettuce, 8 doz. to the crate, is quoted at \$6.50. Yellow Danvers onions are in good supply, and are quoted at \$7 per sack. Spanish onions, large cases, are from \$7 to \$7.25.

Cabbage, bbl.	2 50	2 50
Carrots, per bag	1 00	1 25
Lettuce, Cal., head, crate 8 doz.	6 50	6 50
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	7 00	7 00
Do., 75 lbs.	4 50	4 50
Spanish Onions, large cases	7 00	7 25
Do., small crates	2 50	2 50
Do., Cal. Australian Browns, 100 lbs.	7 25	7 25
Onions, white, large sacks	6 50	6 50
Celery, 8 doz.	5 50	5 50
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	2 35	2 40
Ontario, No. 2s	2 25	2 25
Jersey Sweet Potatoes, hamper.	2 75	2 75
Do., bbl., double headers	7 50	7 50
Turnips, bag	1 00	1 00
Mushrooms, 4-lb. basket	3 00	3 00

**Flour Situation is Unchanged**

**Toronto.**  
FLOUR.—No change is reported in the situation in flour. Prices to the trade are steady, but there is only a fair demand. Export continues on a fairly broad scale.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags 11 15  
Do., in jute bags 11 00

**Heavy Demand For Millfeeds**

**Toronto.**  
MILLFEEDS.—No change is reported in the market for millfeeds. Prices are steady, and there is a good demand for all offered.

MILLFEEDS—		
Bran, per ton	45 25	45 25
Shorts, per ton	52 25	52 25



# WINNIPEG MARKETS

**W**INNIPEG, Nov. 28—Sugar has advanced on the Western market, that is St. Lawrence refinery. No changes are reported in other sugars, but prices are not likely to show easier tendencies for a long time. Another advance is looked for in teas.

## Lower Sugar

### Prices Unlikely

**Winnipeg.**  
SUGAR.—St. Lawrence sugar refinery has just announced another advance of 75 cents per hundred. The market is very firm. There is nothing whatever in the sugar situation that would lead one to look for any lower prices for some time to come.

## Another Advance

### In Tea Looked For

**Winnipeg.**  
TEAS.—The tea market is very firm with slight advances showing in many of the finer grades. A general advance is looked for in the very near future and retailers are advised again to lay in sufficient stocks to take care of their requirements for the next two or three months.

## Confectionery Lines

### Are Reduced

**Winnipeg.**  
CONFECTIONERY.—The sugar shortage is each week showing a greater reduction in confectionery lines. It is practically impossible to fill orders. Higher prices are looked for.

## Raisins and Currants

### Slow Arrivals

**Winnipeg.**  
DRIED FRUITS.—The fruit situation is very serious. It is impossible for brokers to get cars through. The dock difficulties in San Francisco and railroads' inability to get coal to run sufficient trains are all having serious effects on deliveries. Greece and Australian currants have arrived on this market this week for the first time this season. The prices have not been figured out yet but it is understood they will go to the trade at about 21 or 22 cents per pound. Evaporated apples are showing a firmer tendency. This is largely due to the early frosts, also a great number of cars have been frozen in transit to the West.

### Raisins—

Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	1 05
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy	0 15
Do., 15 oz., choice	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16 0 17

### Prunes—

90-100s	0 18½
80-90s	0 19
70-80s	0 20 0 21
60-70s	0 21 0 22
50-60s	0 22 0 23
40-50s	0 24 0 25

### Dates—

Royal Excelsior, 3 doz. cases, per pkg.	0 19½ 0 20
---	------------

Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box	3 00	
<b>Figs—</b>		
Spanish cooking, re-cleaned, per lb.	0 18	0 19
Cal. White Roedings, per lb.	0 23	
Black Figs in Cartons, 10 x 15 per carton	1 20	
Fancy Calimyrna, 5-row, 10-lb. boxes	4 10	
Do., 6-row, 10-lb. boxes	3 95	
Do., white Adriatic, 4-row, 10-lb. boxes	3 60	
Do., 5-row, 10-lb. boxes	3 40	
Fancy, 8-oz. bricks, 24 to box	3 35	
<b>Apricots—</b>		
5-lb. cartons	1 85	
Evaporated apples, lb.	0 20	

## Rice Quotations

### Are Very Firm

### Winnipeg.

RICES.—Both Oriental and American rices are very firm, especially Oriental. Shippers are inclined to hold up offers thinking they will get more money later on. For the future delivery, tapioca and sago show a slight decline in price of about 35 cents per hundred pounds.

No. 1 Japan, 100-lb. sacks	0 17½
No. 2 Japan, 100-lb. sacks	0 18½
Siam, 50-lb. sacks	0 18
Patna, 100-lb. sacks	0 14½
Patna, 50-lb. sacks	0 14½
Ground rice, 100-lb. sacks	0 11
Do., 50-lb. sacks	0 11½
<b>TAPIOCA—</b>	
Pearl, sack lots, lb.	0 15
Do., broken sacks, lb.	0 16

## Cereals Are

### Steady and Strong

### Winnipeg.

CEREALS.—The market for cereals is steady and strong. No changes are reported in quotations as compared with last week.

Cornmeal, yellow, ½ sacks, per sack	3 05
Do., ¼ sacks, per sack	1 55
Do., 10-lb. bags, 10 to bbl.	6 70
Stand. Oatmeal, coarse, 98-lb. sack	5 50
Do., 48-lb. sack	2 80
Do., 24-lb. sack	1 45
Granulated oatmeal prices the same as standard.	0 04
Dried peas, whole, yellow, per lb.	0 10½ 0 11½
Do., green	7 75
Split peas, 98-lb. sacks, per sack	3 90
Do., 49-lb. sacks, per sack	0 08½
Do., broken quantities, per lb.	4 20
Rolled oats, 80-lb. bags	2 15
Do., 40-lb. bags	1 10
Do., 20-lb. bags	6 00
Wheat granules, 98-lb. bags	3 05
Do., 49-lb. bags	1 55
Do., 24-lb. bags	6 96
Do., 6-lb. bags, 16 to bale, per bale	5 50
<b>Barley</b>	2 80
Ont., pot, 98s	7 75
Do., 49s	4 00
Ont. Pearl, 98s	2 05
Do., 49s	
Do., 24s	

## Onions Show

### Sharp Advances

### Winnipeg.

VEGETABLES.—British Columbia onions have been advancing rapidly. They are now getting 5 to 5½ cents per pound for B. C. Yellow Danvers onions.

Potatoes, per bush.	1 10
Turnips, per cwt.	3 00
Carrots, per cwt.	4 00
Beets, per cwt.	2 00
Cabbage, per cwt.	2 00
Manitoba onions, per cwt.	4 00
B.C. Onions, per cwt.	5 50 6 00

## Active Inquiry

### For Canned Fruits

### Winnipeg.

CANNED FRUITS.—There is a very active demand for canned fruits and prices for the same are steady and strong. Some lines are in small supply.

	Per case
Blueberries, 2s	5 15
Do., gals.	5 10
Gooseberries, 2s, heavy syrup	6 00 6 25
Lawtonberries, 2s, heavy syrup	8 25 8 55
Peaches, 2s, heavy syrup	10 50 10 70
Plums, Green Gages, 2s, hy. syrup	4 75 4 95
Do., Lombard, 2s, heavy syrup	4 50 4 60
Raspberries, 2s, heavy syrup	9 50
Strawberries, 2s, heavy syrup	10 50
Cal. Peaches, 1s, heavy syrup, 4 doz.	13 80
Do., 2½s, heavy syrup, 2 doz.	1 50

## Apples Are

### Advancing

### Winnipeg.

FRUITS.—Apples are quoted higher on the Winnipeg market. McIntosh reds are selling at from \$3.25 to \$3.50 per box, and No. 2s from \$3 to \$3.25. McIntosh Reds, box 3 25 3 50 Do., No. 2, box 3 00 3 25 B.C. winter apples, assorted varieties, are quoted at from \$3.15 to \$3.25 per box.

## Beans on Spot

### Continue Weak

### Winnipeg.

BEANS.—The bean market for spot stocks continues weak. New crop for future delivery is being held for higher prices, and it is felt that present values are about as good as any we will see this season.

## Steady Advance

### in Broom Corn

### Winnipeg.

BROOM CORN.—Broom corn is showing a steady advance. The market has been very unsettled for some time and broom manufacturers are looking for much higher prices. Both handles and other findings are also advancing, which looks like still dearer brooms before the first of the new year.

## Flour Active;

### Millfeeds Steady

### Winnipeg.

FLOUR AND FEEDS.—There is an active demand for flour, and the Government standards, 98 lb. sacks, are selling to the trade at \$5.35. Millfeeds and hay remain unchanged.

<b>Flour</b>	
Government standard, 98-lb. sacks	5 35
Do., No. 2, 49-lb. sacks	5 45
Do., No. 2, 24-lb. sacks	5 55
<b>Mill Feeds</b>	
Bran, per ton	40 00
Shorts, per ton	50 00
<b>Hay—</b>	
No. 1 Timothy	30 00
No. 2 Timothy	28 00
No. 1 Red Tip	24 00
No. 2 Red Tip	22 00
No. 1 Upland	22 00
No. 2 Upland	20 00



# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 26.—Business is reported very good on this market, and it is expected that the year will show quite an improvement over former years. Local dealers are expecting further advances in sugar. There are comparatively few changes recorded on the market this week, however. Molasses has advanced to \$1.10 to \$1.15. Eggs are still climbing and are selling at 75 cents a dozen for fresh, and 65c for case. Pure lard is quoted at 31 to 31½c, and compound, 29½ to 30c. Potatoes are higher and are now selling \$3.75 per bag. Grapefruit is easier, being \$4.00 to \$5.00. Malaga grapes, in kegs, are selling \$11.00 to \$13.00.

Flour No. 1 patents, bbls., Man.	.....	\$12 50
Cornmeal, gran., bags	.....	6 00
Cornmeal, ordinary	.....	3 85
Rolled oats	.....	11 25
Rice, Siam, per 100 lbs.	.....	12 50
Molasses	.....	1 10
Sugar—		
Standard, granulated	.....	11 35
No. 1, yellow	.....	10 85
Cheese, New Brunswick	.....	0 32
Cheese, Ont., twins	.....	0 33
Eggs, fresh, doz.	.....	0 75
Eggs, case	.....	0 65
Breakfast bacon	.....	0 38
Butter, creamery, per lb.	.....	0 62
Butter, dairy, per lb.	.....	0 58
Butter, tub	.....	0 55
Lard, pure, lb.	.....	0 31
Lard, compound	.....	0 29½
American clear pork	.....	58 00
Beef, corned, lb.	.....	4 55
Potatoes, 2½s, standard case	.....	4 20
Raspberries, 2s, Ont., case	.....	4 40
Peaches, 2s, standard, case	.....	7 25
Corn, 2s, standard, case	.....	3 75
Peas, standard, case	.....	4 10
Apples, gal., N.B., doz.	.....	5 00
Strawberries, 2s, Ont., case	.....	19 50
Salmon, Red Spring, flats, cases	.....	11 00
Pinks	.....	11 50
Cohoos	.....	15 00
Chums	.....	9 00
Evaporated Apples, per lb.	.....	0 23
Peaches, per lb.	.....	0 27½
Potatoes, Natives, per bbl.	.....	3 75
Onions, Can., 100-lb. bag	.....	6 00
Lemons, Cal.	.....	7 50
Oranges, Cal., case	.....	6 00
Grapefruit, Cal., case	.....	4 00
Apples, N.S.	.....	2 50
Bananas, per lb.	.....	0 09
Grapes, Malaga, keg	.....	11 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 26.—Cheese shows some tendency to increase in price, being quoted 31 to 32 cents. Eggs are scarce and storage are selling at \$18.50 per case. Lard is also scarce, and is generally quoted at \$20.40, though

some few odd cases have sold as low as \$18.50. Pure Western jams, fours, have advanced fifty cents a case, while blended jams have advanced 75 cents. A car of prunes arrived during the week with a good assortment of sizes, the ruling prices for which are listed below.

New arrivals of currants are also reported and are selling briskly at figures shown below. Sliced pineapple, 2s, are quoted at \$6.20, and 2½s at \$7.90. Standard peas, 2s, are selling at \$4.75.

Flour, 96s, per bbl.	.....	10 70
Beans, Limas	.....	0 12
Beans, B.C.	.....	7 50
Rolled oats, 80s	.....	4 15
Rice, Siam	.....	13 50
Japan, No. 1	.....	17 00
Tapioca, lb.	.....	0 14
Sago, lb.	.....	0 15
Sugar, pure cane, granulated, cwt	.....	18 00
Honey, 5s, doz	.....	0 31
Cheese, No. 1, Ontario, large	.....	0 62
Butter, creamery, lb.	.....	0 45
Do., dairy, lb.	.....	20 40
Lard, pure, 3s, per case	.....	18 50
Eggs, new-laid, local	.....	4 00
Do., No. 1 storage	.....	4 75
Tomatoes, 2½s, standard, case	.....	4 00
Corn, 2s, case	.....	4 45
Peas, 2s, standard, case	.....	4 75
Strawberries, 2s, Ontario, case	.....	10 30
Raspberries, 2s, Ontario, case	.....	10 30
Cherries, 2s, red, pitted	.....	9 00
Apples, evaporated	.....	0 24
Do., 25s, lb.	.....	0 26½
Apricots, evaporated, 25s	.....	0 40
Peaches, evaporated, lb.	.....	0 25½
Do., canned, 2s	.....	7 50
Prunes, 90-100s	.....	0 16
Do., 70-80s	.....	0 17
Do., 50-60s	.....	0 20
Do., 30-40s	.....	0 26
Do., 20-30s	.....	0 31
Raisins, bleached Sultanias	.....	0 27
Do., bulk, seedless	.....	0 21
Do., package, 11 oz.	.....	0 16½
Salmon, pink tall, case	.....	10 25
Do., Sockeye, tall, case	.....	17 50
Do., halves	.....	18 00
Potatoes, Alta., per ton	.....	60 00
Oranges	.....	6 35
Lemons	.....	8 50
Grapefruit	.....	7 00
Dates—		
Dromedary, case	.....	7 60
Excelsior, lb.	.....	0 16
Hallowee, lb.	.....	0 21
Pears, evaporated, lb.	.....	0 33½
Pineapples, 2s	.....	6 20
Do., 2½s	.....	7 90
Mincemeat, standard, bulk	.....	0 15

### EVERY GROCER A TRUSTEE

(Continued from page 58)

to some question I asked. I forget the question, but I have never forgotten the answer. "Our rules"—yet he was the sole owner of the store! What did it mean? It meant that he had character in himself, based on principles, and he made rules and respected them.

That is the only way you can succeed in handling credits. You can only do that if you have the ability to say "no" and mean no. You cannot do it if you fear the wrath of a customer who is cut off more than you fear your employer. In my own home town I have a number of enemies. They are among two classes of people. They are people to whom I have refused to extend credit—not by any means always meeting with their

approval in so doing—or those whose accounts I have closed up. But I never had to worry about my accounts, and today I would not have any business for mine other than a high-grade credit-service business.

### Be Master Yourself

It simmers down to this:

You can run a credit business if you run it. You cannot run it if you let your customers run you. Your word and decision must be clear and final. But you cannot hope to be right unless you first lay down your rules and then live up to them.

There will come times when you will have disagreements and when you will be sure that you are right. In such cases do this: Give yourself the benefit of the doubt. If you are not sure, take the safe course for your own business. Never mind that the customer is sore. The man you always can afford to let go is he who takes offence because you are "over-particular" about your credits.

### NECESSITY OF GRADING BUTTER

Continued from page 61

large Toronto abattoirs, were heartily in accord with the suggestion, but were in doubt as to the working out of it. It was pointed out by one member that, unless every storage man adopted the principle and bought butter only on the graded basis, the trade would eventually go back to where it was. It was finally decided to appoint a committee to draw up an agreement to be submitted to the various packers and storage houses, and this agreement will be submitted to the members at a later meeting.

I. W. Steinoff was made chairman of the committee.

### THE ESSENTIALS OF TRADE

There are about five essentials to profitable trading: 1st—Something good to sell. 2nd—A good place to sell it in. 3rd—Good men to sell it. 4th—Good pricing and selling capacity. 5th—Something good (and true) to tell the people about the article itself. Five "goods."—Always endeavor that none of these shall be missing from your trading conditions.

### SELLING SPECIALS IN LARGE QUANTITIES

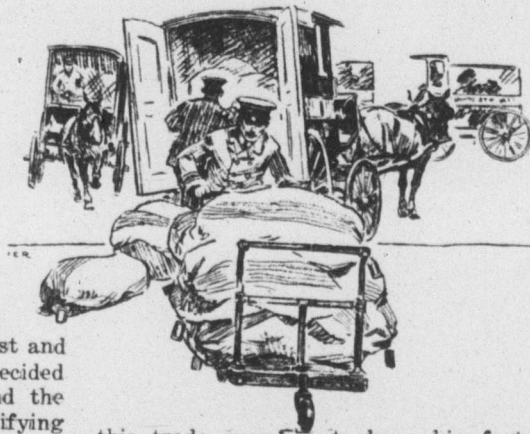
The P. & B. Cash Stores, Ltd., operating a chain of stores in Winnipeg recently sold four thousand pounds of lamb livers in a two days' sale. This may seem a large quantity when divided over their sixteen stores, but it must be stated that the P. & B. are strictly grocers and fruit dealers, and do not handle anything in the fresh meat line.

# PRODUCE AND PROVISIONS

## Mail Order Trade in Meat and Produce

Arnold Bros., in Addition to Conducting Two Large City Meat Markets on Queen St. E., Toronto, Are Also Developing a Mail Order Retail Trade With Outside Points—Advertising and Special Offers Boost Business

**I**NCREASING sales by way of mail orders has been attended by a good deal of success by Arnold Bros., who conduct two meat markets in the city of Toronto. These are situated on Queen Street East, but at quite a distance from each other. The one at Sherbourne Street being more centrally located, is in a position to handle the downtown public, while the other at Logan Ave. covers a wide section of city in east and north. Last spring Arnold Bros. decided to go after out-of-town trade, and the results to date have been so gratifying that each week this fall the number of customers from outside sources shows steady increases. In the summer months this business was not so brisk for the reason that difficulties of shipping, because of the hot weather, operated against it. However, with the advent of cooler weather, the order began to grow, and with a continuous expansion,



this trade promises to be a big factor in the months from the end of September until March. Each week sees new places sending in orders, and the out-of-town public seems to be taking hold to a far greater extent than Harry Arnold, the manager, had anticipated.

### Advertising Builds Business

This firm is building this business

through advertising. One insertion each Thursday in one of the Toronto dailies, is the only advertising done, and this medium is used because they believe it goes to a larger number of people in the country. He advertises week-end specials, and it is principally these that attract his out-of-town customers. At the beginning, by way of getting this mail-order business under way, he offered to pay the express on all purchases of ten pounds and over, but with increasing express charges it was found that this was not profitable, and it was decided to discontinue this concession. Adopting this course has had little or no effect on trade, and the people outside the city are buying just as freely. Orders usually begin to arrive on Friday from the nearby places, and on Saturday from those farther removed. They usually follow the lines advertised, and the amounts vary from \$5 to \$15, sometimes more, but scarcely ever less. A good deal of business is being done with small places in easy distance of the city, but recently orders were received



Modern equipment abounds in the meat markets of Arnold Bros., Toronto. The above shows the interior of the store on Queen East, at Logan Ave. Refrigerator counters make for attractive displays.



from North Bay and Fort William. Sales of butter and eggs, Mr. Arnold states, are very often included in these orders. Special prices are bringing this business, he believes, and it is an indication of what advertising and special offers will do in developing trade.

#### "Stop and Shop" Slogan

Both Arnold stores represent modern meat markets. With all equipment of the newest design, such as refrigerator counters and silent salesmen, the service these stores can render is unexcelled. There is no delivery in the Arnold system. "Stop and Shop" is the slogan, and the idea has taken well with the public. Business is conducted on a

strictly cash basis, and the fact that there is no expensive delivery to maintain, Arnold Bros. are able to offer goods a little lower than they otherwise could. In these days of the high cost of living this has been a feature in trade expansion, and has proved a real boon in the way of developing sales, Mr. Arnold told CANADIAN GROCER.

#### Brother Has Grocery

Next door to the meat market at

Logan Avenue, George Arnold, another brother, conducts a grocery store. While the two stores are run absolutely independent of each other, and are in no way connected, the fact that they are side by side has meant considerable in bringing trade to both. People go from one to the other in purchasing their groceries and meats, and were it not that they are so situated, such might not be the case.



## Retailers Allowed 20 Per Cent. on Bacon

### Maximum Gross Profit Set on Bacon and Boned Ham—Two Cents Pound Allowed for Slicing—Forecast Action in Regard to Other Pork Products January 1

**B**Y an order of the Board of Commerce of November 24, retailers of bacon and boned ham are not permitted to make a gross profit of more than 20 per cent. on these products, though an additional charge of 2 cents per pound is permitted where the bacon is sliced. This order becomes operative at once, and applies to all retail sellers of these products in Canada. The retailer is further given till December 24 to show reason why a similar order should not be imposed on the sale of other pork products limiting the profit in the case of these other products to 25 per cent. This new price becomes effective January 1. The order, which replaces orders of previous dates, reads as follows:

#### Present Wholesale Rate Held Fair Price

"(1) That the prices of pork and pork products now being charged by the operators of packing houses for pork and pork products be and are respectively declared to be fair prices, and that any higher prices therefore be deemed unfair prices, except in such cases as, upon prior application to the board, may be otherwise determined.

"(2) That the margin or gross profit to the retailer on the pork products known as bacon and boned ham, either cooked or smoked, shall not exceed twenty per cent. of the sale price thereof, and that sales thereof at higher prices be deemed to bear an unfair profit. Provided, however, that when either of said pork products are sold sliced, an additional charge of two cents per pound may be made for such slicing.

"(3) That unless on or before the first day of January, 1920, this board, by reason of representations made by any concerned shall otherwise determine, the margin or gross profit of the retailer on all other pork products than those mentioned in the immediately preceding paragraph shall not exceed 25 per cent. of the sale price thereof, and that sales at higher prices shall be deemed to bear an unfair profit. All concerned, whether producers, distributors, or consumers,

shall have liberty to communicate to the board not later than the 24th day of December, 1919, with reasons, their objections to the bringing into effect of this paragraph of the order.

"(4) That this order have effect until the further order of the board."

#### To Follow Fluctuations of Live Hogs

It is pointed out that the previous orders related the prices of pork and pork products to those prevailing as of March 10, 1919. After these orders were made the packers reduced their prices to conform with the orders. The present reduced prices are now made the basis instead of those prevailing as of March 10. At the same time to provide for changes in the cost of live hogs, the new order is made of an elastic character. As prices of the live hog drop the prices of the finished product should drop with them, or after the elapse of the necessary period consumed in the process of manufacture. Should the price of the live hog increase the board would confirm reasonable increases in the price of the finished product.

#### MONTREAL COURT GIVES RULING ON MEAT SELLING CASE

The city of Montreal was engaged in an action against Patrick J. Brennan, for having kept a store for the wholesaling of meat at 113 Youville Square. In this case, Mr. Brennan had been required to pay over to the city the sum of \$100.00 as a license fee. Later, he entered a plea of not guilty, and this was the cause of the present court action.

Counsel for the defense moved for non-suit, and urged that the evidence was not sufficient to establish that defendant had carried on a wholesale trade, as he might victual ships in any quantity required; that victualling ships was to be viewed as equivalent to supplying hotels; that the term "wholesale" implied primarily selling to "retailers," and not to the public generally.

In giving judgment, Recorder Semple stated that the evidence of the inspectors was not sufficient in premises. The keeping of meat in refrigerators is a common practice with retail meat dealers. The fact that no retailing of meat was observed by the inspector, is not, in the circumstances of the case, evident to the point that no retailing is done. Victualling ships does not, of itself, necessarily deny any idea of retailing. It is to be considered—and there is no proof to the contrary—as equivalent to supplying hotels, admittedly a very considerable part of the business of a large number of retail meat dealers. But these observations in no wise lessen the fact that the principal reason for the motion of non-suit rests in the meaning of "wholesale" as distinguished from "retail." The by-law itself has drawn this distinction, and the observations of Counsel for the defence are accurate and impelling. Motion for non-suit was granted, and a complete dismissal with costs.

#### NORWEGIAN TRADE SECURED BY CANADA

A large cargo of flour, provisions, apples, canned goods, tea, automobiles and other sundries left the port of Montreal last week on the S.S. Grammensfjord. This is but one of a number of large orders which, it is expected, will go to the North Europe markets.

The trade possibilities between Canada and Scandinavian countries are quite promising, according to Gustave Henriksen, managing director, and Mr. Cath Deng, chairman of the Board of the Norwegian-American Service on Steamships, and who were in Montreal last week. The above shipment of various food products is but the beginning of others to follow, the boat in question being due to call at St. John in January and another sister ship to call for a cargo at that port in February.

R. H. White, grocer, Toronto, has sold out.

Harry Nugent has purchased the grocery and confectionery business formerly conducted by E. Moynes, Frankford.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Nov. 25—Live and dressed hogs are somewhat easier this week and the movement has been steady. Steers and cows, as well as sheep and lambs, are holding without change. Bacon, for some grades, is ruling easier while barrelled pork is marked up, Canadian short cut and clear fat backs being marked higher. Pure pork sausage is one cent less. Jellied ox tongue is down to 55c per lb. Shortening and lard are held unchanged, but butter is marked up two cents over the prices obtaining last week. Owing to the difficulties of exporting under present exchange rates, the cheese market is ruling with an easier undertone. There has been a fair demand for margarine and the basis remains unchanged. New-laid eggs are very firm and will soon be selling at \$1 per dozen wholesale, if the present demand continues. Select storage stock is in demand from European export sources. Live and dressed poultry buying prices are marked higher. The fish trade is active, with cod and haddock still moderate in price.

### Easier Hog Prices; the Quality Fair

Montreal.

**FRESH MEATS.**—The hog market is easier, with choice liveweights quoted at \$16.50, and some lots are understood to have passed hands at \$16. The undertone on dressed, selects, is quoted at \$24 to \$24.50, while country dressed are selling at \$22 to \$23 per cwt. There has been no change in the quotable basis for cows or steers, and sheep and lambs are steady, and practically without change.

FRESH MEATS—		
Hogs, live		16 50
Hogs, dressed—		
Abattoir killed, small (heads off),		
65-90 lbs.	24 00	24 50
Country dressed	22 00	23 00
Fresh Pork—		
Leg of Pork (foot on)		0 31½
Loins (trimmed)		0 36
Loins (untrimmed)		0 32
Bone trimmings	0 18	0 21
Trimmed shoulders		0 25
Untrimmed		0 23
Pork sausage (pure)		0 24
Farmer sausages		0 18
Fresh Beef—		
(Cows)		
\$0 18 \$0 20	Hind quarters	\$0 23 \$0 25
0 11 0 13	Front quarters	0 14 0 15
0 27	Loins	0 34
0 22	Ribs	0 25
0 11	Chucks	0 14
0 17	Hips	0 18
Calves (as to grade)		0 22 0 23
Lambs, 50-80 lbs. (whole carcass),		0 23
lb.		0 23
No. 1 Mutton (whole carcass), 45-		
50 lbs., lb.		0 18

### Bacon Shade Easier; Barrel Pork Higher

Montreal.

**CURED MEATS.**—A slight easing of prices for bacon is noticeable, although this might be taken as a slight readjustment. There is a good consumer demand for this. Barrelled pork has firmed again, and Canadian short cut is up one dollar. Clear fat backs are quoted this week at \$61.50.

Hams—

Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 36

14-20 lbs.	0 35
20-25 lbs.	0 33½
25-35 lbs.	0 30½
Over 35 lbs.	0 29
Bacon—	
Breakfast	0 35 0 39
Windsor	0 50
Cottage rolls	0 32½
Picnic hams	0 27
Barrel Pork—	
Canadian short cut (bbl.), 25-35	
pieces	55 00
Clear fat backs (bbl.), 40-50	
pieces	61 50
Heavy mess pork (bbl.)	42 00
Plate Beef	32 00
Mess Beef	29 00
Bean Pork	48 00

### Sausage One Cent Less; Jellied Ox Tongue 55c

Montreal.

**COOKED MEATS.**—A decline of one cent per pound has been effected for pure pork sausage. Jellied ox tongue is also lower, and 55c per pound is quoted on this. Cooked hams are in seasonal demand at 46c to 49c.

Head Cheese	0 14	0 15
Choice jellied ox tongue		0 55
Jellied pork tongues		0 40
Jellied Pre-sed Beef, lb.		0 32
Ham and tongue, lb.		0 30
Veal and tongue		0 23
Hams, cooked	0 46	0 49
Shoulders, roast		
Shoulders, boiled		0 44
Pork pies (doz.)		
Blood pudding, lb.		0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork		0 23
Bologna, lb.		0 13

### Butter Up Again, Reaches Record Basis

Montreal.

**BUTTER.**—Record prices have been reached for the best creamery butter, and a 2c advance is made over the quotations prevailing last week. The demands on stocks are heavy, and under decreasing receipts and a continued consumer demand, there is but one probable trend to prices—those of an advancing nature. The market is firm at the advance. Dairy butter is also up to a like extent.

BUTTER—

Creamery, prints, fresh made	0 68
Creamery, solids, fresh made	0 67
Dairy, in tubs, choice	0 56
Dairy prints	0 56
Bakers'	0 49 0 51

### Shortening is Held on Unchanged Basis

Montreal.

**SHORTENING.**—The market is steady without change. Supplies are quite sufficient to meet the trade requirements, and the domestic outturn is reasonably large from week to week.

SHORTENING—

Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28½	0 29½
Bricks, 1 lb., per lb.	0 30	0 30½

### Lard is a Seller and Basis Unchanged

Montreal.

**LARD.**—There continues to be a brisk and heavy movement of lard, and no change of price has been recorded. It is not yet determined whether the slight easing of the hog market will reflect itself in reduced lard prices; perhaps not until hog markets decline to a greater extent.

LARD, pure—

Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29½	0 29¾
Pails, 20 lbs., per lb.	0 30	0 31
Bricks, 1 lb., per lb.	0 32	0 33

### Cheese Tends Downward; Unfavorable Export

Montreal.

**CHEESE.**—Because of the difficulty of adjusting arrangements relative to foreign exchange, the cheese situation has been more or less upset, and tendencies are decidedly downward. It is a question when these difficulties will be adjusted, and in the meantime prices paid in the country are much lower—in some cases 3c under the market of a week ago. The domestic trade continues fairly good, and the quotable basis, while showing weakness, is unchanged.

CHEESE—

New, large, per lb.	0 31
Twins, per lb.	0 31 0 32
Triplets, per lb.	0 31½ 0 32
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

### No Market Change Made on Margarine

Montreal.

**MARGARINE.**—The sales of margarine are reasonable here, but there is no basic change. The outlook is favorable to a greater use of the product as the cold weather approaches.

MARGARINE—

Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb.	0 31	0 34

### New-Laid Eggs Are Nearing Dollar Mark

Montreal.

**EGGS.**—While a nominal range of prices, of 90c to 95c per dozen is ob-



taining in this market for new-laid eggs, even higher prices, it is stated, are paid. The difficulties of securing requisite supplies to meet the demand of consumers, are greater from day to day. Inquiries have been received the past week or two from overseas sources for select storage stock. Some reports indicate that there is little surplus stock available for such trade, desirable as it would be to supply it.

**EGGS—**

No. 2 .....	0 50
No. 1 .....	0 58
Selects .....	0 65
New laids .....	0 90 0 95

**Live and Dressed Poultry Some Higher**

**Montreal.**

**POULTRY.**—Prices for poultry to the buyer are somewhat firmer. This applies to both live and dressed, and there is an active market here, the consumer trade calling for regular supplies in a large way. As the weather conditions are still favorable, live birds are still arriving in considerable quantities.

**POULTRY (dressed)—**

<b>(Selling Prices)</b>		
Chickens, roasting (3-5 lbs.).....	0 37	0 40
Chickens, roasting (milk).....	0 43	0 45
<b>Ducks—</b>		
Brome Lake (milk fed green).....	0 46	
Young Domestic .....	0 36	0 38
Turkeys (old toms), lb.....		0 48
Do. (young) .....		0 52
Geese .....		0 28
Old fowls (large) .....		0 34
Do. (small) .....		0 30
<b>(Buying Prices)</b>		
Chickens, light weights .....	0 22	0 27
Do., heavy weights .....	0 23	0 28
Ducks, young .....	0 22	0 30
Do., old .....	0 13	0 18
<b>Geese—</b>		
Young .....	0 22	0 26
Old .....	0 16	0 21
Fowls .....	0 18	0 23
Roosters .....	0 16	0 20
Turkeys .....	0 32-0 33	0 37-0 40

**Haddock and Cod Are Plentiful; Active Trade**

**Montreal.**

**FISH.**—All kinds of fish are moving well, particularly such lines of lake fish as are available, although these are decreasing in variety. Smoked fish are also popular and are selling well. Fresh haddock and cod are still coming to hand well. The oyster movement is quite active, and supplies are regularly arriving and going into consumer channels readily.

<b>FRESH FISH</b>		
Haddies .....	0 12	0 13
Fillet Haddies .....		0 18
Haddock .....	0 07½	0 08
Steak, cod .....	0 11	0 12
Market cod .....	0 07½	0 08
Mackerel .....		0 17
Flounders .....	0 08	0 10
Prawns .....		0 45
Live lobsters .....		0 50
Salmon (B.C.), per lb., Red .....		0 30
Skate .....		0 12
Shrimps .....		0 40
Whitefish .....		0 16
<b>FROZEN FISH</b>		
Gaspereaux, per lb. ....	0 06½	0 07
Halibut, large and chicken .....	0 20	0 21
Halibut, Western, medium .....	0 21	0 22
Haddock .....	0 07	0 07½
Mackerel .....	0 15	0 16
Dore .....	0 15	0 16
Smelts, No. 1, per lb. ....	0 13	0 14
Smelts, No. 2, per lb. ....	0 11	0 12
Pike, headless and dressed .....	0 12	0 13
Market Cod .....	0 06½	0 07
Whitefish, small .....	0 12	0 13
Sea Herrings .....	0 07½	0 08
Steak Cod .....	0 09½	0 10
Gaspe Salmon, per lb. ....	0 24	0 25

Salmon, Cohoes, round .....	0 19	0 20
Salmon, Qualla, hd. and dd. ....	0 13	0 14
Whitefish .....	0 16	0 16
Smelts, extra large .....		0 22
Lake Trout .....	0 19	0 20
Lake Herrings, bag, 100 lbs. ....		5 00
Alewives .....	0 06½	0 06
<b>SALTED FISH</b>		
<b>Codfish—</b>		
Large bbl., 200 lbs. ....	21 00	
No. 1, medium, bbl., 200 lbs. ....	20 00	
No. 2, 200-lb. barrel .....	18 00	
Strip boneless (30-lb. boxes), lb. ....	0 20	
Boneless (24 1-lb. cartons), lb. ....	0 20	
Ivory (2-lb. blocks, 20-lb. boxes) ..	0 18	
Shredded (12-lb. boxes) .....	2 40	2 50
Dried, 100-lb. bbl. ....	16 00	
Skinless, 100-lb. boxes .....	16 50	
Pollock, No. 1, 200-lb. barrel .....	15 00	
Boneless cod (2-lb.) .....	0 23	
<b>PICKLED FISH</b>		
Herrings, Scotch cured, half bbl. ....	12 00	
Do., Scotia, barrel .....	12 00	
Do., half barrel .....	6 50	
Mackerel, barrel .....	25 00	
Salmon, B.C., 200 lbs. ....	25 00	
Labrador Salmon, barrels .....	26 00	

Sea Trout, 200-lb. barrels .....	25 00
Turbot, 200 lbs. ....	20 00 22 00
Codfish, tongues and sound, lb. ....	0 12
Eels, lb. ....	0 16 0 17
<b>SMOKED FISH</b>	
Haddies, BXs, per lb. ....	0 12 0 13
Fillets .....	0 17 0 18
Bloaters, box .....	2 50
Kippers .....	2 20 2 40
Digby Chicks, in bundles, per box ..	0 24
Boneless Smoked Herring, 10-lb. box, lb. ....	0 20
<b>OYSTERS</b>	
Cape Cod, per barrel .....	13 00 15 00
Batouche, per barrel .....	14 00
Malpeques shell oysters, choice, bbl. ....	18 00
Do., XXX, bbl. ....	16 00
Scallops, gallon .....	4 00
Can No. 1 (Solids) .....	2 50 3 00
Can No. 3 (Solids) .....	7 00 8 50
Can No. 5 (Solids) .....	12 00
Can No. 1 (Selects) .....	2 40 3 00
Can No. 3 (Selects) .....	6 75 9 00
<b>SUNDRIES</b>	
Paper Oyster Pails, ¼ per 100 .....	1 75
Crushed Oyster Shells, 100-lbs. ....	1 50
Paper Oyster Pails, ¼-lb. per 100 .....	2 25

**ONTARIO MARKETS**

**TORONTO, Nov. 28.**—Steady prices on fresh and smoked meats, but advancing quotations on butter, cheese and eggs, mark the situation in produce lines this week. Butter is from one to two cents per pound higher, and fresh eggs are also up five cents per dozen. Margarine is selling a little more freely.

**Hog Quotations Again Decline**

**Toronto.**

**FRESH MEATS.**—The market for fresh meats is for the most part unchanged from a week ago. Prices are holding steady at the easier levels that have been prevailing for the past few weeks. Hogs are again lower, on the fed and watered plan, being quoted at \$16.75 per cwt. Fresh cuts of pork are steady, legs of pork up to 18 pounds being offered at from 28 to 30 cents per pound. Loins of pork are 36 cents per pound. Tenderloins are 45 and 46 cents per pound. Fresh beef is in heavy demand at unchanged figures, as are also veal and lamb.

**FRESH MEATS**

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt. ....	28 00	
Live off ears, per cwt. ....	17 00	
Live, fed and watered, per cwt. ....	16 75	
Live f.o.b., per cwt. ....	15 75	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs. ....	0 28	0 30
Loins of pork, lb. ....		0 36
Tenderloins, lb. ....	0 45	0 46
Spare ribs, lb. ....	0 16	0 20
Picnics, lb. ....		0 23
Picnics, lb. ....		0 23
New York shoulders, lb. ....	0 32	0 34
Montreal shoulders, lb. ....		0 28
Boston butts, lb. ....		0 32
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb. ....	0 15	0 23
Front quarters, lb. ....	0 10	0 15
Ribs, lb. ....	0 10	0 25
Chucks, lb. ....	0 08	0 13
Loins, whole, lb. ....	0 25	0 30
Hips, lb. ....	0 16	0 18
*Cow beef quotations about 2c per pound below above quotations.		
Calves, lb. ....	0 20	0 25
Lams, whole, yearling, lb. ....		0 15
Spring lamb, lb. ....	0 18	0 21
Sheep, whole, lb. ....	0 10	0 13
Above prices subject to daily fluctuations of the market.		

demand for hams, bacon and smoked meats generally. Prices are steady at the levels inaugurated by the Board of Commerce a few weeks ago.

<b>Hams—</b>		
Medium .....	0 35	0 38
Large, per lb. ....	0 28	0 32
Heavy .....	0 28	0 30
<b>Bacon—</b>		
Skinned, rib, lb. ....	0 46	0 49
Boneless, per lb. ....	0 50	0 52
<b>Bacon—</b>		
Breakfast, ordinary, per lb. ....	0 40	0 45
Breakfast, fancy, per lb. ....	0 48	0 52
Roll, per lb. ....	0 29	0 30
Wiltshire (smoked sides), lb. ....	0 35	0 37
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs. ....		0 27
Do., av., 80-90 lbs. ....		0 25
Clear bellies, 15-30 lb. ....		0 28
Sausages in brine, keg, 35 lbs. ....		7 35
Fat backs, 16-20 lbs. ....		0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 20 lbs. ....		42 00
Short cut backs, bbl., 200 lbs. ....		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy .....		50 00
Lightweight .....		60 50
Above prices subject to daily fluctuations of the market.		

**Cooked Meats Have Active Inquiry**

**Toronto.**

**COOKED MEATS.**—Cooked meats are selling well, and are in big demand. Boiled hams are steady at from 49 to 53 cents per pound, and roast hams without dressing are from 52 to 54 cents per pound. Head cheese is quoted at from 12 to 14 cents per pound.

Boiled hams, lb. ....	0 49	0 53
Hams, roast, without dressing, lb. ....	0 52	0 54
Shoulders, roast, without dressing, per lb. ....		0 44
Head Cheese, 6s, lb. ....	0 12	0 14
Choice jellied ox tongue, lb. ....		0 55
Jellied pork tongue .....	0 49	0 50
Above prices subject to daily fluctuations of the market.		

**Smoked Meats Are Unchanged**

**Toronto.**

**PROVISIONS.**—There is a very heavy

**Creamery Butter**  
*Again Higher*

**Toronto.**  
BUTTER.—There is a very active demand for creamery butter, and prices have risen accordingly. Fresh made creamery prints are quoted at from 65 to 67 cents per pound. Fresh dairy prints are from 57 to 58 cents per pound.

BUTTER—

Creamery prints (fresh made)	0 65	0 67
Dairy prints, fresh, lb.	0 57	0 58
Dairy prints, No. 1, lb.	.....	0 55

**Prices of Cheese**  
*Very Strong*

**Toronto.**  
CHEESE.—Prices of cheese are very firm at unchanged levels. Large cheese are selling to the trade at from 32 to 32½ cents, and Stiltons are 35 cents.

CHEESE—

Large	0 32	0 32½
Stilton	.....	0 35
Twins 1c higher than large cheese.	.....	Triplets 1½c higher than large cheese.

**New-Laid Eggs**  
*Are Up Five Cents*

**Toronto.**  
EGGS.—Receipts of new-laid eggs are very small, and prices are constantly advancing, dealers quoting them this week at from 85 to 90 cents per dozen. Number one storage eggs are from 60 to 61 cents.

EGGS—

No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new-laid, in cartons, dz.	0 85	0 90

Prices shown are subject to daily fluctuations of the market.

**Better Inquiry**  
*For Margarine*

**Toronto.**  
MARGARINE.—With quotations on dairy and creamery butter advancing, there is a better demand for margarine. Number one prints are selling at from 36 to 37 cents per pound.

MARGARINE—

1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Nut Margarine	.....	0 33

**Lard Quotations**  
*Holding Steady*

**Toronto.**  
LARD.—No change is reported in lard quotations. It is selling to the trade, on the tierce basis, at from 29 to 29½ cents per pound.

LARD—

Tierces, 400 lbs.	0 29	0 29½
In 60-lb tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.	.....	.....

**Shortening**  
*Selling Well*

**Toronto.**  
SHORTENING.—Shortening shows no change as compared with a week ago. It is quoted at from 27 to 28 cents per pound.

SHORTENING—

Tierces, 400 lbs.	0 27	0 28
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**Oysters Have**  
*Big Inquiry*

**Toronto.**  
FISH.—There is a very active demand for oysters, and prices are strong at unchanged figures. Halibut is also selling very freely, prices ranging all the way from 19 to 22 cents per pound, according to quality. Dressed herring is a little higher at 10 cents per pound, and trout is easier. Whitefish is also a big seller these days.

FRESH SEA FISH.

Cod Steak, lb.	0 12
Do., market, lb.	0 09
Haddock, heads off, lb.	.....
Do., heads on, lb.	0 10
Halibut, chicken	.....
Do., medium	.....
Flounders, lb.	0 07
Oysters, No. 1 can	3 40
Do., No. 3 can	9 50
Do., No. 5 can	16 00
Blue Point oysters, 800s	15 75
Do., 1000s	14 00

FROZEN SEA FISH

Salmon, Red Spring	0 25
Do., Cohoe	0 20
Halibut, chicken	0 21
Do., medium	0 20
Do., jumbo	0 19
Herring	0 03
Mackerel	0 11
Flounders	0 11

FRESH LAKE FISH

Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	.....	0 10
Trout, lb.	.....	0 11
Whitefish, lb.	0 14	0 16

Do., dressed	0 14
Pickarel, dressed	0 14
Mullets, lb.	0 05
Fresh pickarel	0 20
Ciscoes	0 16
Pike	0 09
Fresh mackerel	0 15

**Poultry Receipts**  
*Are Increasing*

**Toronto.**  
POULTRY.—Receipts of poultry arriving on the Toronto market are very heavy. Turkeys are being shipped in large quantities, and indications point to a steady supply. Dealers are paying 30 cents a pound for them alive, and 38 cents per pound for them dressed. They are selling to the trade at 45 cents per pound, and spring chickens are quoted at from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-\$0 25	-\$0 30
Do., young, lb.	0 30	0 38
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 23	0 27
Fowl, under 3½-5 lbs.	0 18	0 23-0 28
Ducklings, 3½ lbs. up	0 20	0 27
Geese	0 17	0 22
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 20-0 22	0 26-0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20
Chickens, spring	0 28
Ducklings	0 32
Geese	0 30
Turkeys	0 45

**WINNIPEG MARKETS**

WINNIPEG, Nov. 28—Butter, cheese and eggs are all higher on the Winnipeg market. Pork products are for the most part steady and lard is quoted easier.

**Live Hogs Steady;**  
*Provisions Unchanged*

**Winnipeg.**  
PROVISIONS.—Quotations on provisions are unchanged, and are ruling at the easier levels, in compliance with the Board of Commerce regulation. Heavy supplies are arriving on the live stock market, but values of live hogs are holding steady, in spite of increasing receipts.

Bellies, 6 to 10 lbs. aver.	0 43½
Do., heavy	0 41½
Hams, light	0 36
Do., heavy	0 29½
Cottage Rolls, boneless, per lb.	0 33½
Shoulders, light, per lb.	0 28
Picnics, per lb.	0 22½

**Butter Prices**  
*Are Advancing*

**Winnipeg.**  
BUTTER.—The butter market is very strong and advances have taken place.

Finest Creamery	0 66	0 67
Do., solids	0 64	0 66
Choice 1-lb. prints	.....	0 65
Do., solids	.....	0 64
Dairy, 1-lb. prints	.....	0 59
Do., medium 1-lb. prints	.....	0 53
Do., tubs	.....	0 50
Margarine, 1-lb. prints	0 36	0 36½

**Sharp Advances**  
*in Egg Prices*

**Winnipeg.**  
EGGS.—Sharp advances have taken place in eggs. Carton eggs are now

selling to the trade at 66 cents per dozen.

Cartons	0 66
No. 1 candled	0 58
Loose	0 56

**Cheese is a**  
*Cent Pound Higher*

**Winnipeg.**  
CHEESE.—Cheese has advanced one cent per pound this week. Ontario large cheese is now selling at 32 cents.

Ontario, large, per lb.	0 32
Do., twins, per lb.	0 32½
Do., triplets, per lb.	0 33
Manitoba large, per lb.	0 31
Do., twins, per lb.	0 32

**Lard Selling at**  
*Easier Levels*

**Winnipeg.**  
LARD.—Lard is easier, showing a slight decline of about one cent per pound.

Lard, pure, 1-lb. brick, per lb.	0 36
Do., 3-lb. tins	0 34
Do., 10-lb. tins	0 35½
Do., 20-lb. pails	0 35½
Do., tierces	0 33
Shortening, 1-lb. bricks	0 30½
Do., 20-lb. pails	0 30
Do., tierces	0 27½

**No Change in**  
*Fish Quotations*

**Winnipeg.**  
FISH.—There is little change in the fish market as compared with last week. Western bloaters have advanced thirty cents per box. All fish lines are in active demand. Supplies are plentiful.





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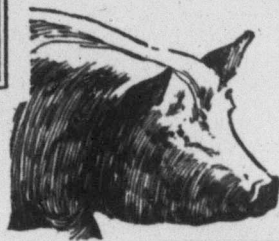
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you sell helps to keep Canadian factories busy?

## *Every Dollar Spent*

for Canadian products means keeping the wheels of industry busy and employment for our people, while the money keeps circulating in Canada.

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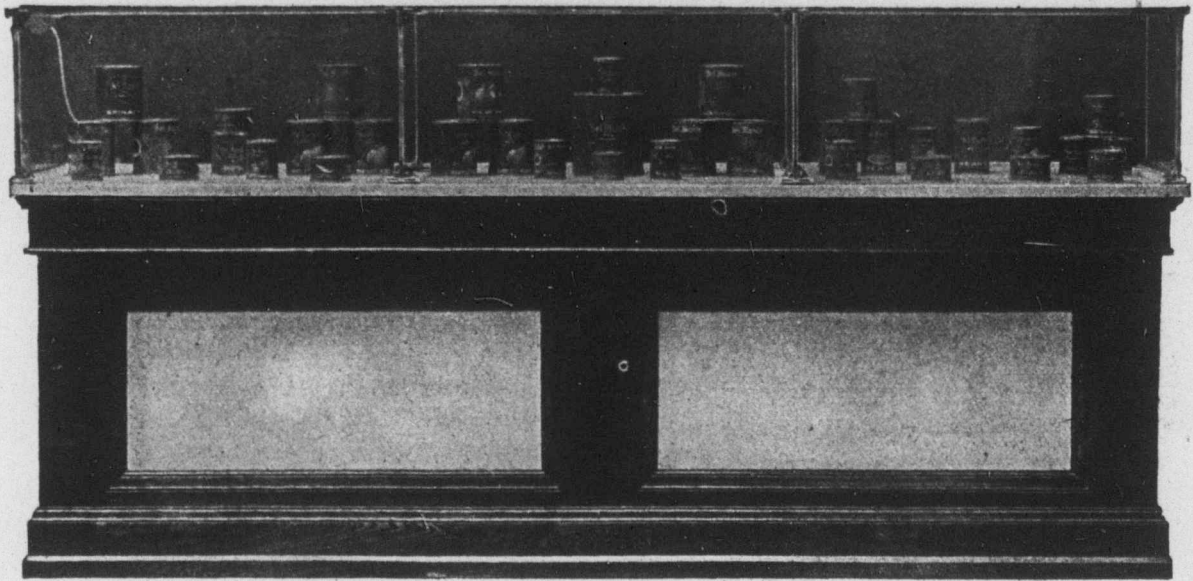
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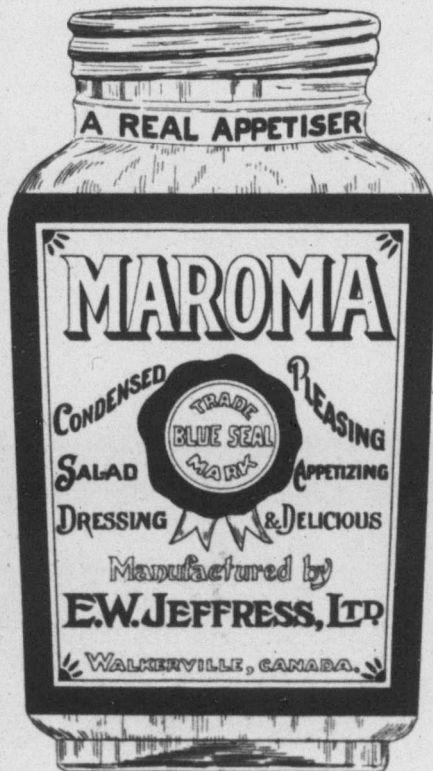
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Selling Agents for our Blue Seal Lines



SALT PLANT, WINDSOR, ONTARIO

A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

# Windsor Table Salt

Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

**THE CANADIAN SALT CO., LIMITED**  
WINDSOR, ONT.



## Are You Selling This Kind of Glove?

In work gloves, wear is the all-important requirement. They get hard use—and they must be made to stand that kind of use—in order to satisfy and bring people back for “more of the same brand.” A ripped seam means trouble for the dealer who sold the gloves and the manufacturer who made them. We avoid that kind of trouble, first by using machinery that stitches seams so they stay stitched; secondly, by a system of rigid inspection, whereby a glove that may have been carelessly handled is promptly thrown into the discard. Thus wearers of TAPATCO gloves always get satisfaction. When a pair does wear out, the wearer of them has had such splendid service that he asks for “another pair of the same brand.”

If you value your customer's good will and aim to get all the big glove trade in your town, you need this line.

“Months of Wear in Every Pair”

# TAPATCO

REGISTERED TRADE MARK  
BRAND

## GLOVES & MITTS

STYLES—Gauntlet, Knit Wrist and Band Top.

WEIGHTS—Heavy, Medium or Light.

MATERIALS—Leather Tip, Leather Faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

The American Pad and Textile Company  
Chatham, Ontario



Merchants find a ready sale for

## TAPATCO Collar Pads

Make horse collars fit snugly. Use them to protect your horses.

# None Better Than SIMMS BRUSHES

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

A guarantee of quality goes with each of our products.

Brooms  
Whisk Brooms  
Paint Brushes

Lather Brushes

Shoe Brushes  
Stove Brushes  
Scrubbing Brushes

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

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

## T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Better Brooms for 54 Years.

Head Office : ST. JOHN, N.B.

MONTREAL

LONDON

TORONTO

# UPTON'S PURE STRAWBERRY JAM

Luscious Red Ripe Fruit and  
Pure Granulated Sugar



## Repeat Orders —Sure Profits

Every jar or family tin of Upton's Marmalade and Jam you sell means a satisfied customer—and repeat orders.

And Upton advertising to consumers helps you sell this Quality Merchandise. Display Upton's prominently.

Remember — Upton's are  
"Decidedly Different."

In Glass Jars and in the Economical Two and Four pound Family Tins

S. H. Moore & Company  
Toronto, Ontario  
Gaetz & Company  
Halifax, N.S.

SELLING AGENTS:  
P. H. Cowan & Company  
St. John's Nfld.  
Rose & Laflamme, Ltd.  
Montreal, Que.

Schofield & Beer  
St. John, N.B.  
Scott Bathgate Co., Ltd  
Winnipeg, Man.

**The T. Upton Company  
Limited**

**Hamilton, Canada**



"EVERY GRAIN  
PURE CANE"

## To discerning housewives there is no better sugar than ROYAL ACADIA

It has won its popularity through its splendid purity and its unexcelled sweetening properties.

Royal Acadia is the best sugar for you to sell. It assures you regular repeat selling and good profits.

*Supplied in 2 and 5-lb. cartons;  
10, 20 and 100-lb. bags; half-  
barrels and barrels.*

**The Acadia Sugar Refining Co.  
Limited**

HALIFAX

CANADA



# She Gets It All

Your customer can get out of a **Riteshape** dish all the food you put into it. Other dishes waste the food. She can use the **Riteshape** in the home in many handy ways.

The **Riteshape** adds value to every pound it carries.

Use **Riteshapes** for holiday foodstuffs.

Ask any jobber or

## The Oval Wood Dish Co.

*Eastern Office:*  
110 W. 40th St.  
New York City

*Western Office:*  
37 S. Wabash Ave.  
Chicago, Ill.

## Victoria Paper & Twine Co. LIMITED

*Wholesale Distributors*  
439 Wellington St. W., Toronto  
*Branches: Montreal, Halifax*



EASTERN SALES OFFICE  
110 W. 40th ST.  
NEW YORK CITY

# The OVAL WOOD DISH CO.

MANUFACTURER

WESTERN SALES OFFICE  
37 S. WABASH AVE.  
CHICAGO - ILL.

**SIFTO SALT IT FLOWS**  
**BEST FOR TABLE USE**

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.

**CENTURY SALT BEST FOR GENERAL USE**

THE DOMINION SALT CO. LIMITED  
 SARNIA, ONTARIO

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.  
 DOMINION SALT CO., Limited, SARNIA, Canada.  
 Manufacturers and Shippers.

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

THE OLD-FASHIONED REMEDY FOR COUGHS AND COLDS

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

Made in Canada by  
**National Licorice Company**  
**MONTREAL**

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

**JAMS**  
 DOMINION CANNERS, LTD.  
 Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

- Per doz.
- Tumblers, Vacuum Top, 2 doz. in case .....\$2 30
  - 12 oz. Glass, Screw Top, 2 doz. in case ..... 2 55
  - 16 oz. Glass, Screw Top, 2 doz. in case ..... 3 25
  - 16 oz. Glass, Tall, Vacuum, 2 doz. in case ..... 3 25
  - 2's Tin, 2 doz. per case ..... 4 80
  - 4's Tins, 12 pails in crate, per pail ..... 0 78
  - 5's Tin, 8 pails in crate, per pail ..... 0 97
  - 7's Tin or Wood, 6 pails in crate ..... 1 36
  - 30's Tin or Wood, one pail in crate, per lb. .... 0 20

**PORK AND BEANS**  
 "DOMINION BRAND"

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

**CATSUPS**—In Glass Bottles

- Per doz.
- ¼ Pts., Aylmer Quality .....\$1 90
  - 12 oz., Aylmer Quality ..... 2 35
- Per jug
- Gallon Jugs, Aylmer Quality .....\$1 62½
- Per doz.
- Pints, Delhi Epicure .....\$2 70
  - ½ Pints, Red Seal ..... 1 45
  - Pints, Red Seal ..... 1 90
  - Qts., Red Seal ..... 2 45
  - Gallons, Red Seal ..... 6 45

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

**CONDENSED MILK**

- Terms, net, 30 days.
- Eagle Brand, each 48 cans...\$9 80
  - Reindeer Brand, each 48 cans. 9 35
  - Silver Cow, each 48 cans ..... 8 60
  - Gold Seal, Purity, each 48 cans 8 45
  - or Brand, each 48 cans 8 45
  - Challenge Clover Brand, each 48 cans ..... 7 95

**EVAPORATED MILK**

- St. Charles Brand, Hotel, each 24 cans .....\$7 15
- Jersey Brand, Hotel, each 24 cans ..... 7 15
- Peerless Brand, small, each 24 cans ..... 3 15
- St. Charles Brand, Tall, each 48 cans ..... 7 25
- Jersey Brand, Tall, each 48 cans ..... 7 25
- Peerless Brand, Tall, each 48 cans ..... 7 25
- St. Charles Brand, Family, 48 cans ..... 6 25
- Jersey Brand, Family, each 48 cans ..... 6 25
- Peerless Brand, Family, each 48 cans ..... 6 25
- St. Charles Brand, small, each 48 cans ..... 3 20
- Jersey Brand, small, each 48 cans ..... 3 80
- Peerless Brand, small, each 48 cans ..... 3 30

**CONDENSED COFFEE**

- Reindeer Brand, large, each 24 cans .....\$6 50
- Reindeer Brand, small, each 48 cans ..... 6 50
- Cocoa, Reindeer Brand, large, each 24 cans ..... 6 25
- Reindeer Brand, small, 48 cans 6 50

**W. CLARK, LIMITED,**  
 MONTREAL

- Compressed Corn Beef—½s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
- Lunch Ham—1s, \$6.95; 2s, \$13.85.
- Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.
- English Brawn — ½s, \$2.85; 1s, \$4.35; 2s, \$8.80.
- Boneless Pig's Feet—½s, \$2.85; 1s, \$4.35; 2s, \$8.80.
- Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.
- Ready Lunch Beef-Ham Loaf—½s, \$2.45; 1s, \$4.45.
- Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.
- Ready Lunch Asst. Loaves — ½s, \$2.50; 1s, \$4.50.
- Geneva Sausage—1s, \$4.45; 2s, \$8.75
- Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
- Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.
- Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.
- Jellied Veal—½s, \$3.35; 1s, \$4.80; 2s, \$9.25.
- Cooked Tripe—1s, \$2.95; 2s, \$4.95.
- Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.
- Stewed Kidneys—1s, \$4.45; 2s, \$8.45.
- Mince Collops—½s, \$1.95; 1s, \$3.85; 2s, \$6.75.
- Sausage Meat—1s, \$3.95; 2s, \$7.95.
- Corn Beef Hash — ½s, \$1.90; 1s, \$3.20; 2s, \$5.80.
- Beef Steak and Onions—½s, \$2.90; 1s, \$4.80; 2s, \$8.90.
- Jellied Hocks—2s, \$9.35; 6s, \$30.
- Irish Stew—1s, \$2.90; 2s, \$5.80.
- Cambridge Sausage—1s, \$4.45; 2s, \$8.75.
- Boneless Chicken—½s, \$6.95; 1s, \$11.45.
- Boneless Turkey—½s, \$6.95; 1s, \$11.45.
- Ox Tongue—½s, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$28.95; 3½s, \$44.00; 6s, \$60.00.
- Lunch Tongue—½s, \$4.90; 1s, \$10.45.
- Mince Meat (tins)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.
- Mince Meat (bulk)—5s, 25c; 10s, 27c; 25s, 26c; 50s, 26c.
- Chateau Brand Pork and Beans.

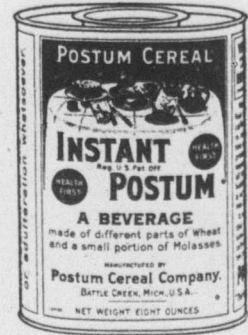


# Real "Sales Guarantee"

should not stop with a willingness to accept the return of slow moving goods from the dealer. It should also be an assurance of a general demand resulting in a turnover of the goods within reasonable time at a legitimate profit.



## The Sale of Postum Cereal and Instant Postum



is thus truly guaranteed. Our steady nation-wide advertising creates this demand, and repeat orders result from fair prices and universal satisfaction.

**Canadian Postum Cereal Company, Ltd., Windsor, Ont.**

### Escoffier



**MONSIEUR A. ESCOFFIER**, of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of **all** his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

### SIX DAINTRIES FROM ENGLAND

The ESCOFFIER

**SAUCE  
DIABLE**

For Grilled Soles and  
Fish dishes.

The ESCOFFIER

**SAUCE  
ROBERT**

For Chops and Steaks.

The ESCOFFIER

**SAUCE  
MELBA**

For Sweet Puddings and  
Fruit dishes.

The ESCOFFIER

**PICKLES**

Delightfully mild and  
appetising.

The ESCOFFIER

**CHUTNEY**

Mons. Escoffier's own  
blending.

The ESCOFFIER

**MEAT and  
FISH  
PASTES**

For prices of these and other Escoffier specialties, write:  
**ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal**

**ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.**

A.B.C. Code, 5th Edition.

**National Magazines  
Tell Housewives**

of the delicious instant syrup made with

**Mapleine**

Your customers read these magazines. A maple-flavored syrup made at home at a 50% saving appeals to them.

They are looking to you for Mapleine—have you a good stock?

YOUR JOBBER CAN SUPPLY YOU OR

**F. E. Robson, 25 Front St. East, Toronto  
Mason & Hickey Box 2949 - Winnipeg**

M-489



**RID-  
OF-  
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Extreminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

**BERG & BEARD MFG. CO., Inc.**  
100 Emerson Place Brooklyn N. Y.

**Dole Bros. Hops & Malt Co.**

BOSTON, MASS., U.S.A.

**"SUPERIOR" BRAND HOPS**

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

**A Request to Our Readers**

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

- with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
  - With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
  - Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.
  - Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, talls, \$2.75; 6s, \$8; 12s, \$16.
  - Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$15.
  - Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75.
  - Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
  - Sliced Smoked Beef—1/2s, \$2.45; 1s, \$3.45; 4s, \$24.
  - Canadian Boiled Dinner—1s, \$2.45; 1s, \$2.45; 2s, \$4.95.
  - Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.
  - Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.35.
  - Tongue, Ham and Veal Pates—1/2s, \$2.25.
  - Ham and Veal Pates—1/2s, \$2.35.
  - Smoked Vienna Style Sausage—1/2s, \$2.75.
  - Pate De Foie—1/4s, 80c; 1/2s, \$1.40.
  - Plum Pudding—1/2s, \$2.45; 1s, \$4.35.
  - Potted Beef Ham—1/4s, 80c; 1/2s, \$1.45.
  - Potted Beef—1/4s, 80c; 1/2s, \$1.45.
  - Potted Tongue—1/4s, 80c; 1/2s, \$1.45.
  - Potted Game (Venison)—1/4s, 80c; 1/2s, \$1.45.
  - Potted Veal—1/4s, 80c; 1/2s, \$1.45.
  - Potted Meats (Assorted)—1/4s, 85c; 1/2s, \$1.50.
  - Devilled Beef Ham—1/4s, 80c; 1/2s, \$1.45.
  - Devilled Beef—1/4s, 80c; 1/2s, \$1.45.
  - Devilled Tongue—1/4s, 80c; 1/2s, \$1.45.
  - Devilled Veal—1/4s, 80c; 1/2s, \$1.45.
  - Devilled Meats (Assorted)—1/4s, 85c; 1/2s, \$1.50.
  - In Glass Goods.
  - Fluid Beef Cordial—20 oz. bottles, 10 oz., .....
  - Ox Tongue—1 1/2s, \$20; 2s, \$24.95.
  - Lunch Tongue (in glass)—1s, \$11.95.
  - Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
  - Mince-meat (in glass)—1s, \$3.95.
  - Potted Chicken (in glass)—1/4s, \$2.90.
  - Ham (in glass)—1/4s, \$2.90.
  - Tongue (in glass)—1/4s, \$2.90.
  - Venison (in glass)—1/4s, \$2.90.
  - Meats, Assorted (in glass)—\$2.90.
  - Chicken Breast (in glass)—1/2s, .....
  - Tomato Ketchup—8s, \$1.95; 12s, \$2.45; 16s, \$3.40.
  - Chili Sauce—10 oz., \$3.25.
  - Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.
- HARRY HORNE & CO.,**  
Toronto, Ont.

- Per case
  - Cooker Brand Peas (3 doz. in case) ..... 4 20
  - Cooker Brand Popping Corn (3 doz. in case) ..... 4 20
  - B.C. HOPS
  - Dominion Brand, quarters, per short weight pound ..... 0 30
  - Dominion Brand, halves, per short weight pound ..... 0 29
  - Maple Leaf Brand, 1/4 lb. packages, per full weight pound 0 40
  - Maple Leaf Brand, 1/2 lb. packages, per full weight pound 0 39
  - COLMAN'S OR KEEN'S MUSTARD
  - Per doz. tins
  - D.S.F., 1/4-lb. .... \$2 80
  - D.S.F., 1/2-lb. .... 5 30
  - D.S.F., 1-lb. .... 10 40
  - F.D., 1/4-lb. ....
  - Per jar
  - Durham, 1-lb. jar, each... \$0 60
  - Durham, 4-lb. jar, each... 2 25
- CANADIAN MILK PRODUCTS, LIMITED.**  
Toronto and Montreal
- KLIM**
- Hotel ..... \$20 00
  - Household size ..... 9 00
  - F.o.b. Ontario jobbing points, east of and including Fort William.

- THE CANADA STARCH CO., LTD.**  
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.
- Manufacturers of the  
Edwardsburg Brands Starches  
Laundry Starches—
- |   |          |
|---|----------|
| Boxes   | Cents    |
| 40 lbs., Canada Laundry                               | \$0 10   |
| 40 lbs., 1-lb. pkg., Canada White or Acme Gloss       | 0 10 1/2 |
| 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons    | 0 11     |
| 100-lb. kegs, No. 1 white                             | 0 10 1/2 |
| 200-lb. bbls., No. 1 white                            | 0 10 1/2 |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12     |
| 48 lbs., Silver Gloss, in 6-lb. tin canisters         | 0 13 1/2 |
| 36 lbs. Silver Gloss, in 6-lb. draw lid boxes         | 0 13 1/2 |
| 100 lbs., kegs, Silver Gloss, large crystals          | 0 11 1/2 |
| 140 lbs., Benson's Enamel (cold water), per case      | 3 25     |
| Celluloid, 45 cartons, case                           | 4 50     |
- Culinary Starch.
- 40 lbs., W. T. Benson & Co.'s Celebrated Prepared ..... 0 11 3/4
  - 40 lbs. Canada Pure or Challenge Corn ..... 0 10 1/4
  - 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. .... 0 16 1/2
  - (20-lb. boxes, 1/4c higher, except potato flour.)
- GELATINE**
- Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50
  - Knox Plain Sparkling Gelatine (makes 4 pints), per doz. .... 2 00
  - Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. .... 2 10
- SYRUP**
- THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP**
- 2-lb. tins, 2 doz. in case ..... 5 45
  - 5-lb. tins, 1 doz. in case ..... 6 05
  - 10-lb. tins, 1/2 doz. in case ..... 6 25
  - 20-lb. tins, 1/4 doz. in case ..... 6 20
- (Prices in Maritime Provinces 10c per case higher.)
- Barrels, about 700 lbs. .... 0 08 1/2
  - Half bbls., about 350 lbs. .... 0 08 1/2
  - 1/4 bbls., about 175 lbs. .... 0 08 3/4
  - 2-gal. wooden pails, 25 lbs. 2 60
  - 3-gal. wooden pails, 38 1/2 lbs. 3 85
  - 5-gal. wooden pails, 65 lbs. .... 6 25
- LLY WHITE CORN SYRUP**
- 2-lb. tins, 2 doz. in case ..... \$5 65
  - 5-lb. tins, 1 doz. in case ..... 6 55
  - 10-lb. tins, 1/2 doz. in case ..... 6 05
  - 20-lb. tins, 1/4 doz. in case ..... 6 25
  - (5, 10, and 20-lb. tins have wire handles.)
- MOZOLA COOKING OIL**
- |                                 |          |
|---------------------------------|----------|
|                                 | Per case |
| No. 1, 24 tins                  | \$11 00  |
| No. 2, 12 tins                  | 10 50    |
| No. 8, 6 tins, 7 1/2 lbs. each  | 19 00    |
| No. 5, 2 tins, 37 1/2 lbs. each | 28 00    |
- INFANTS' FOOD**
- MAGOR SON & CO., LTD.**
- |                           |        |
|---------------------------|--------|
| Robinson's Patent Barley— | Doz.   |
| 1 lb. ....                | \$4 00 |
| 1/2 lb. ....              | 2 00   |
| Robinson's Patent Groats— |        |
| 1 lb. ....                | 4 00   |
| 1/2 lb. ....              | 2 00   |
- NUGGET POLISHES**
- |  |        |
|--|--------|
|  | Doz.   |
| Polish, Black, Tan, Toney Red and Dark Brown | \$1 15 |
| Card Outfits, Black and Tan                  | 4 15   |
| Metal Outfits, Black and Tan                 | 4 85   |
| Creams, Black and Tan                        | 1 25   |
| White Cleaner                                | 1 25   |
- IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH**
- Black Watch, 10s. lb. .... \$1 20
  - Bobs, 12s ..... 1 00
  - Currency, 12s ..... 1 00
  - Stag Bar, 9s. boxes, 6 lbs. .... 1 08
  - Pay Roll, thick bars ..... 1 25
  - Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 25
  - Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. .... 1 08
  - Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 30
  - Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44
  - Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ..... 1 50
  - Forest and Stream, 1-lb. glass humidors ..... 1 75
  - Master Workman, 2 lbs. .... 1 12
  - Master Workman, 4 lbs. .... 1 12
  - Derby, 9s, 4-lb. boxes ..... 1 08
  - Old Virginia, 12s ..... 1 50



# We give you Quality and Quick Service



SUCCESS has come to us only in a ratio as we have successfully served. For over half a century the "big idea" of our firm has been "to serve—to serve better—to serve quicker." Our fairness and our record for quality have earned for us a reputation that is your guarantee of reasonable prices and square dealing.

Write for our price list today on Domestic and Foreign Fruits, Vegetables, Nuts, Confectionery, and Sundries. *They'll interest you and increase your earnings.*

*The House of Quality*  
**HUGH WALKER & SON**

*Established 1861*

GUELPH, ONTARIO

# A record winter for OXO Cubes

every indication of a huge demand

Heavy advertising combined with high food prices is going to make this winter a record one for OXO Cubes.

Get stocked up without delay and secure your share of the trade boom

You cannot afford to let your customers go elsewhere—and they will have OXO Cubes. Handy, good and inexpensive. They exactly fit to-day's conditions.

The Cubes that sell



**OXO LIMITED**

MONTREAL

356 St. Antoine Street

TORONTO

441 King St. West

WINNIPEG

203 Bon Accord Block

Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 25  
 WM. H. DUNN, LTD., Montreal  
**BABBITS**  
 Soap Powder, case 100 pkgs. \$5 95  
 Cleanser, case 50 pkgs. 3 10  
 Cleanser (Kosher), ca. 50 pkgs. 3 10  
 Pure Lye, case of 4 doz. 5 60

**JELL-O**  
 Made in Canada  
 Assorted case, contains 4 doz. \$5 40  
 Lemons, 2 doz. 2 70  
 Orange, 2 doz. 2 70  
 Raspberry, 2 doz. 2 70  
 Strawberry, 2 doz. 2 70  
 Chocolate, 2 doz. 2 70  
 Cherry, 2 doz. 2 70  
 Vanilla, 2 doz. 2 70  
 Weight, 8 lbs. to case. Freight rate second class.

**JELL-O ICE CREAM POWDERS**  
 Made in Canada  
 Assorted case, contains 2 doz. \$2 73  
 Chocolate, 2 doz. 2 70  
 Vanilla, 2 doz. 2 70  
 Strawberry, 2 doz. 2 70  
 Unflavored, 2 doz. 2 70  
 Weight, 11 lbs. to case. Freight rate second class

**BLUE**  
 Keen's Oxford, per lb. \$0 24  
 In cases 12-12 lb. boxes to case 0 25

**COCOA AND CHOCOLATE**  
 THE COWAN CO., LTD.  
 Stirling Road, Toronto, Ont.  
 Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25  
 Perfection, 1/4-lb. tins, doz. 2 75  
 Perfection, 1/4-lb. tins, doz. 1 45  
 Perfection, 10s size, doz. 1 10  
 Perfection, 5-lb. tins, per lb. 0 42  
 Supreme Breakfast Cocoa, 1/4-lb. jars, 1 and 2 doz. in box, doz. 3 00  
 Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 28  
 (Unsweetened Chocolate)  
 Supreme Chocolate, 12-lb. boxes, per lb. 0 41  
 Supreme Chocolate, 10c size, 2 doz. in box, per box. 1 90  
 Perfection Chocolate, 10c size, 2 doz. in box, per box. 1 90

**SWEET CHOCOLATE—Per lb.**  
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 32  
 Eagle Chocolate, 1/4s, 6-lb. boxes, 28 boxes in case. 0 31  
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 32  
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33  
 Diamond Crown Chocolate, 28 cakes in box 1 10

**CHOCOLATE CONFECTIONS**  
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45  
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45  
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41  
 Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41  
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41  
 No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41  
 No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36  
 No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41  
 No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36  
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60  
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

**NUT MILK CHOCOLATE, Etc.**  
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46  
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47  
 Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43  
 Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24

boxes to case, per box. 2 85  
 Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 82 boxes to case, per box. 2 50  
 Fruit and Nut Milk Chocolate Slabs, per lb. 0 43  
 Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43  
 Plain Milk Chocolate Slabs, per lb. 0 42

**MISCELLANEOUS**  
 Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50  
 Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75  
 Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50  
 Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75  
 Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35  
 Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35  
 Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per lb. 0 46  
 Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 0 47  
 Triumph Chocolate, 1/4-lb. cakes, 4 lb., 36 boxes in case, per lb. 0 46  
 Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 16  
 120—1c. Milk Chocolate Sticks, 60 boxes in case. 0 80  
 5c LINES

**Toronto Prices Per box**  
 Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95  
 Almond Nut Bars, 24 in box, 50 boxes in case 0 95  
 Puffed Rice Bars, 24 in box, 50 boxes in case 0 95  
 Ginger Bars, 24 in box, 50 boxes in case 0 95  
 Fruit Bars, 24 in box, 50 boxes in case 0 95  
 Active Service Bars, 24 in box, 50 boxes in case 0 95  
 Victory Bar, 24 in box, 60 boxes in case 0 95  
 Queen's Dessert Bar, 24 in box, 50 boxes in case 0 95  
 Regal Milk Chocolate Bar, 24 in box, 50 boxes in case 0 95  
 Royal Milk Cakes, 24 in box, 50 boxes in case 0 95  
 Cream Bars, 24 in box, 50 boxes in case, per box. 1 00  
 Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90  
 10c LINES  
 Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95  
 Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95  
 Queen's Dessert, 10c cakes, 24 in box, per box. 1 80  
**W. K. KELLOGG CEREAL CO.**  
 Kellogg's Toasted Corn Flakes, Waxtite 4 16  
 Kellogg's Toasted Corn Flakes, Ind. 2 00  
 Kellogg's Dominion Corn Flakes 4 15  
 Kellogg's Dominion Corn Flakes, Indv. 2 00  
 Kellogg's Shredded Krumbles 3 50  
 Kellogg's Shredded Krumbles, Ind. 2 00  
 Kellogg's Krumbled Bran 1 85  
**BRODIE AND HARVIES**  
 XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70  
 Do., 5 lb. 2 90  
 Superb Self-Raising Flour, 6 lb. 5 50  
 Do., 5 lb. 2 80  
 Crescent Self-Raising Flour, 6 lb. 5 60  
 Do., 5 lb. 2 85  
 Perfection rolled oats (55 oz.) 3 00  
 Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack, doz. 1 50





## *Grading Coffee At Santos*

Proper grading is an essential in the marketing of Green Coffee. It requires a keen and practiced eye, and correct lighting facilities.

In our grading room at Santos, a view of which is shown above, conditions are ideal for efficient grading. This careful attention to the grading of our coffee shipments by men of our own staff, is just another feature of Aron super-service.

### **J. Aron & Company, Inc.** **COFFEE**

#### Importers

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A. T. Cleghorn, Vancouver  
Nicholson-Rankin, Ltd., Winnipeg

NEW ORLEANS

#### *Canadian Representatives:*

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#### Exporters

SANTOS, BRAZIL  
LONDON

Alex F. Tytler, London  
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**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

**PURITY**  
BRAND  
FREE RUNNING  
TABLE  
SALT  
THE WESTERN SALT CO. LIMITED  
COURTRIGHT ONTARIO

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**BROOMS**

Our

**Canada No. 3**

fills the bill

Not too heavy, not too light

**Just Right**

Polished handle, pink strings, velvet and tin lock finish.

**The Best \$9.00 Broom**

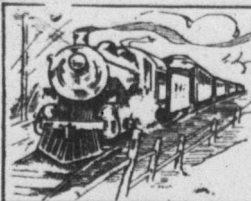
We know how to make.

ORDER NOW.

**WALTER WOODS & CO.**

Hamilton and Winnipeg





# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE

Buy Now—Butter Crock  
Jugs, Churns, Flower Pots  
etc. Ask for latest cata-  
logue.

The Toronto Pottery Co.  
Limited  
Dominion Bank Bldg.  
TORONTO

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

### WHITE-COTTELL'S

*Best English Malt Vinegar*

### QUALITY VINEGAR

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

Agent:

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

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

### The LV PICKLE

Manufactured by

**GILLARD & CO., LIMITED**  
London, England

*An English Delicacy of High Repute*

Magor, Son & Co., Ltd., 403 St. Paul St.  
(Place Royale), Montreal.

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### Shuman Pricing Outfits

for  
Groceries and Stores which price-mark  
their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company

12 Sheppard Street, Toronto,  
and  
Calgary, Alberta.

### FOREIGN LEMON ARRIVALS HEAVY

Arrivals of Italian lemons during the past six weeks have been exceptionally large as compared with other years. In former years lemon importations ceased almost entirely with the month of September for two months, but this year 97,425 boxes were received in ports of entry in the month of October. The late delivery of the clean-up of the foreign crop is partly due to the extremely slow time made by ocean shipments and the longshoremen's strike, some of the Italian lemons which were sold recently having been loaded on board ship during August. As a result the cargoes were of poor quality and sold at low prices.



### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

Send for Catalogue

CLIMAX BALER CO.

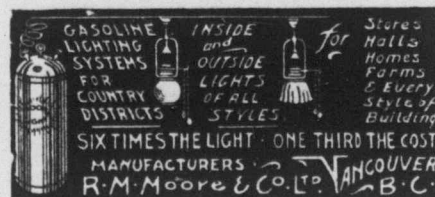
Hamilton, Ont.

### FOR SALE

Selected eggs, creamery butter,  
fancy dressed poultry. It will pay  
you to buy your supplies from

**C. A. MANN & CO.**  
LONDON, ONT.

Phone 1577



### The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.

Butter Cartons, Paraffined.

Egg Cartons: Special Egg Fillers.

Folding Candy Boxes; also handy

Paraffine boxes for bulk Pickles,

Mince Meat, etc.

### BEANS

Handpicked or Screened  
in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
3/4-INCH CUSHION FILLERS  
CORRUGATED FLATS

The TRENT MFG. CO., LTD.  
TRENTON - - - ONTARIO

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustments

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

These one-inch spaces  
only \$2.20 per insertion  
if used each issue in the  
year.

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### HELP WANTED

**WANTED—AN HONEST, CAREFUL AND ENERGETIC** grocery clerk. Must be a good salesman, neat and clean. When answering state experience, salary expected, and give names of previous employers. Address H. C. Pilley, Box 283, North Bay, Ont.

### GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

### AGENCIES WANTED

**MANUFACTURERS' AGENT, MONTREAL**, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

**LONDON AGENT IS OPEN FOR SOLE** agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

**GOOD LONDON HOUSE CAN SELL CANNED** goods and seeks agency for United Kingdom. E. Richards & Co., 20, Bucklersbury, London, E.C. 4.

**FROM MANUFACTURERS OR OTHERS IN** all lines of business. First-class reference. Correspondence solicited. Louis T. E. Leonard, 2564 St. Denis St., Montreal, Que.

**AGENCY WANTED—FOR QUEBEC AND DISTRICT.** Box 768, Canadian Grocer, 153 University Ave., Toronto, Ont.

### POSITIONS WANTED

**WANTED — STEADY, RELIABLE MARRIED** man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

### WANTED

**WANTED—TO RENT WITH THE OPTION OF** buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

### Business Opportunities

**WESTERN FIRM WITH WELL-ESTABLISHED** chain mercantile stores requires partner able to take management of branch or office. Investment required \$5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

### FOR SALE

**FOR SALE—FIRE-PROOF INTERNATIONAL** account register, 120 size, with filing drawer. Speak quick. \$60. Box 506, Seaforth, Ont.

**FOR SALE—GROCERY—PEACTICALLY CASH** business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

**FOR SALE OR RENT—LARGE BRICK STORE** with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

### FIXTURES FOR SALE.

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

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Opportunities  
are offered  
every week  
on this page.

Are You  
making  
use of  
them?

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION THIS  
PAPER

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World  
OFFICES IN CANADA:

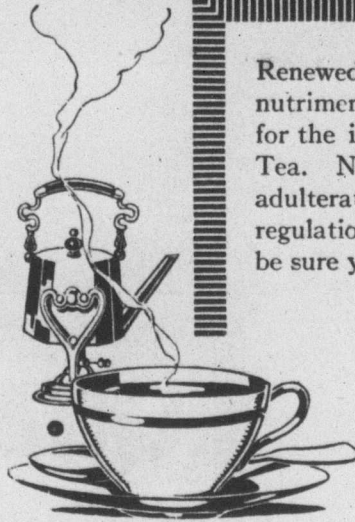
Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
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Reputation gained by long years of  
vigorous, conscientious and successful  
work.

Thomas C. Irving General Manager  
Western Canada  
TORONTO



# JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

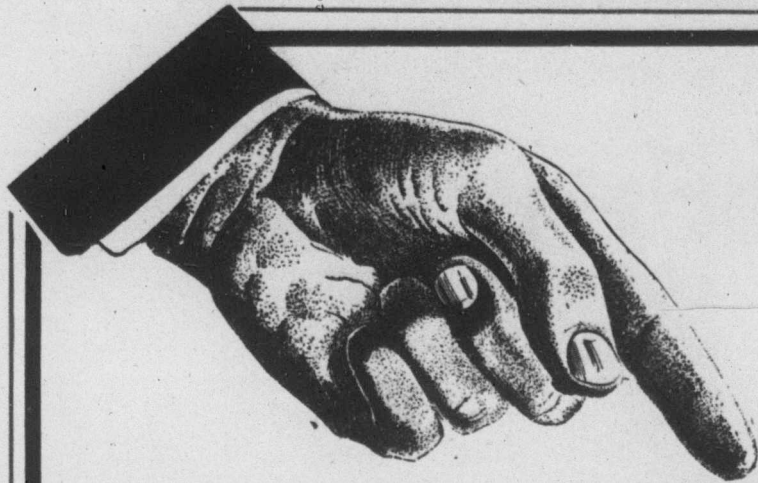
*"Tea tempers the spirit,  
awakens thought and  
refreshes the body."*

14

People who are connoisseurs in the matter of tea drinking find in the full, rich flavor of Japan Tea their conception of everything that this popular beverage should be.

Dealers selling Japan Tea have their sales promoted through our messages to the tea drinkers of Canada, one of which is shown above.





**A  
—WINNER—**

# Quality

You can always depend on the quality of this big red and blue package. Every carton is uniformly good and absolutely guaranteed.

# Rolled

Because Quality Oats are rolled the thinnest they cook the quickest, that's why women invariably choose Quality Brand for hurry-up breakfasts.

# Oats

Milled from the finest high-grade Western oats and prepared by our famous pan-dried process that imparts a delicious nut-like flavor.



*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours. Our shipping facilities include four large railways and our large daily capacity guarantees quick delivery.*

## Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.