

# CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

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No. 39

## *Ingersoll Cream Cheese*



MADE IN CANADA

## A Well Appearing Package and A Pleasing Product

Every individual package of Ingersoll Cream Cheese is enclosed in a good looking and heavily paraffined carton that preserves unimpaired the appetizing qualities of the Cheese. Any of these agents can supply you with the original easy selling "Ingersoll."

Theo. Flanagan, Halifax, N.S.  
The Whyte Packing Co., Montreal, Que.  
J. H. Trowbridge, Ottawa, Ont.  
J. I. Davis & Son, St. John, N.B.  
R. B. Percival, Kingston, Ont.  
Albert Dunn, Quebec, Que.

The Ingersoll Packing Co., Ltd., Toronto, Ont.  
Cyrus King, Hamilton, Ont.  
G. W. Nickerson Co., Prince Rupert, B.C.  
Mason & Hickey, Vancouver, Winnipeg, Regina,  
Saskatoon, Edmonton, Calgary, Brandon, Leth-  
bridge, Fort William.  
G. T. Armstrong & Son, Ltd., Sherbrooke, Que.

THE  
**Ingersoll Packing Co., Limited**  
INGERSOLL, ONT.

## *"Spreads Like Butter"*

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

# YOUR BENEFIT

ALL retail merchants are sold through our wholesale distributors. This enables merchants everywhere in Canada to purchase O-Cedar at the same Wholesale Prices.

We made this our policy because the wholesale distributors not only lower distribution costs, but they call on you more often — you can buy O-Cedar Products more easily and frequently and with a small investment.

You benefit because you can purchase O-Cedar Products along with other merchandise. You receive the same dating as you receive on other goods. You can buy in small quanti-

ties, but more frequently, which assures you of a rapid turnover and a **real net profit.**

After the goods are attractively displayed on your shelves, they will only benefit you in proportion as the consumers come in and buy them; so we insert advertisements in the newspapers to help you sell O-Cedar Products.

O-Cedar Products give value, service and satisfaction as they contain the best of workmanship, best

quality of materials and they sell at popular price.

Any effort given to O-Cedar Products is repaid because O-Cedar Sales **Repeat.**



**CHANNELL CHEMICAL COMPANY, LIMITED**  
**TORONTO**





# Borden Milk Products

are much in demand  
during the Fall Season



The housewife who has never used the Borden Products especially Reindeer Coffee and Cocoa, will find in them a new convenience, a new economy for the many little social gatherings of the autumn months.



Why not go after  
this business,  
Mr. Grocer?



Try an "Attention Compelling" window display suggesting the convenience and excellence of Borden Products.



Acquaint your customers of its quality. Your efforts will be handsomely rewarded



*"Fall" Time is "Borden" Time.  
Stock Up.*

**Borden Milk Co., Limited**  
MONTREAL and VANCOUVER



Your trade will welcome  
**ST. WILLIAMS STRAWBERRY JAM**

Made from fresh, full-ripened strawberries and pure refined sugar with an enticing flavor that warrants its great popularity.

You can recommend this Jam with absolute sincerity to your most exacting trade. It never fails to please. We guarantee its fine, uniform quality.

Have we filled your order?

**St. Williams Fruit Preservers, Limited**

Simcoe and St. Williams, Ont.

**Maclure & Langley, Limited**

*Distributors*

WINNIPEG

TORONTO

MONTREAL



# CLARK'S PREPARED FOODS



## SPAGHETTI

With Tomato Sauce and Cheese

A seasonable dish and an excellent seller.

## CONCENTRATED SOUPS

Fourteen kinds and each kind a treat.

No preparation required, your customer simply adds water, heats and serves a perfect soup to suit her taste.

Feature this line.

*Made in Canada by Canadians.*



**W. Clark, Limited**

**Montreal**

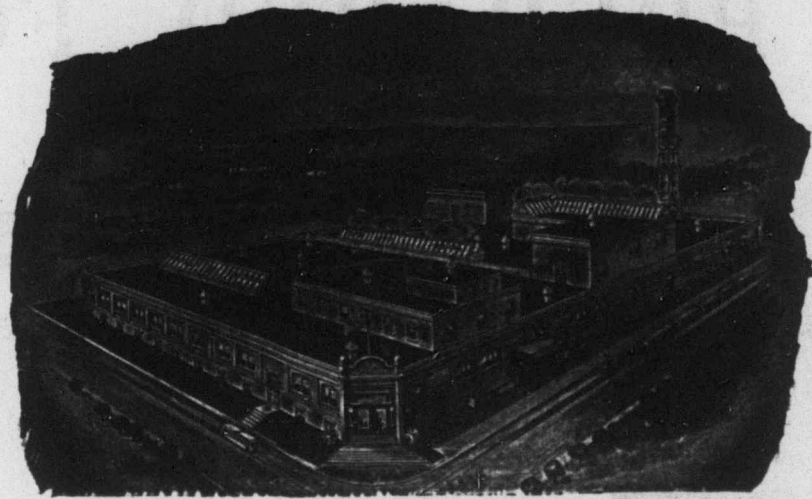


# WAGSTAFFE'S

New  
Season's  
1919

Lemon  
Orange  
and  
Citron

Caps or Cut  
Ready for  
Use.



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

# WAGSTAFFE'S

Crystallized Ginger, Cherries and  
Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

## WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

G. Smith, 286 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Coltingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.



*By Appointment to H.M. King George V.*

## From War to Peace

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

# Huntley & Palmers Biscuits

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

## Unrivalled Quality

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

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers

READING & LONDON  
ENGLAND

# CATELLI'S MACARONI

The Brands that have made Macaroni  
popular in thousands of homes

Sealed packages  
insure quality  
and cleanliness

Sealed packages  
that prevent  
loss through  
overweight and  
breakage



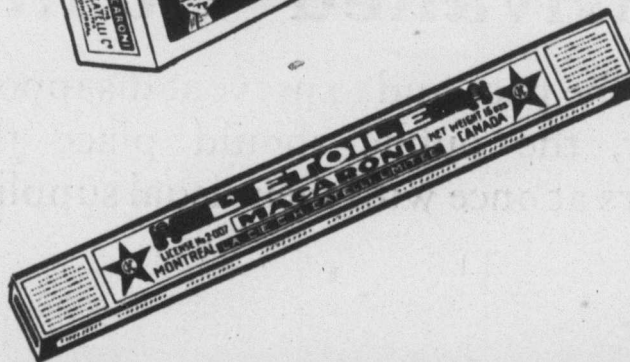
Free of artificial  
coloring  
(Yellow)

Advertised  
from coast  
to coast



Money makers  
for every  
dealer who  
handles them

Recipe books  
mailed free  
to your  
customers



Made in Canada, of Canadian Wheat

*Unsurpassed for Quality  
and Flavor*



# CATELLI'S MACARONI

This shows the cover of our new cook book. The original contains 115 recipes.



We mail copies to every woman who writes for it. Nearly 100,000 already sent out.

## You'll Sell More Than Ever This Fall and Winter

For one thing, the advertisements for Catelli's Macaroni have been running all through the spring and summer. We have been educating more and more people to the food value and the sound economy of it.

Now the new series of advertisements are ready. They have been prepared especially for cold weather, bringing out the points that will appeal to the housewives during the fall and winter.

The cumulative effect of these big advertising campaigns—with the personal recommendations of thousands of women who are using Macaroni—are bound to create an increasing demand for CATELLI'S MACARONI, SPAGHETTI, VERMICELLI, READY-CUTS, NOODLES, ALPHABETS, ANIMALS and STARS. Stock them—feature them—push them—display them.

"Hirondelle"—"L'Etoile"—and "Milk" are the trade names of our three brands. All varieties of alimentary pastes are made under each brand, so you can carry one or all three, as you prefer.

**All are packed in sealed cartons—attractive for display; easy to handle; prevent loss through breakage and waste. At all wholesalers.**

**THE C. H. CATELLI CO., LIMITED, MONTREAL**

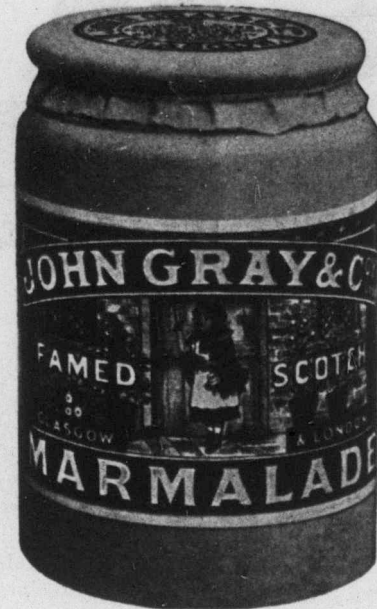
**JAMS**  
**MARMALADES**  
**PEELS**

**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

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.

**Looking Ahead!**

**W**HEN planning for increased  
 trade in the future, don't  
 forget the little things that count.

Often enough it's the **QUALITY** in a 5  
*Cent* purchase that leads to a 5 *Dollar* sale.

You may be sure that's one reason why  
 the *growing* Grocery stores sell

**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.



# 1919 Season Pack of Canned Salmon Now Ready

Cover your requirements now

Our  
Reliable Brands

- "Hallbest"  
Red Sockeye
- "Hallfancy"  
Red Spring
- "Hallred"  
Red Blueback



Our  
Reliable Brands

- "Hallchoice"  
Red Cohoe
- "Hallpink"  
Northern Pink
- "Hallchum"  
Choicest Fresh Chum



A NATIONAL  
SUCCESS

## RED ARROW BRAND BISCUITS



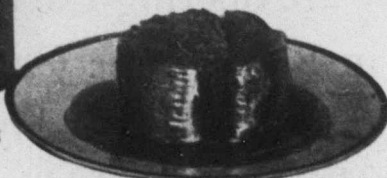
YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

# REPEATS



EVERY MORSEL EDIBLE  
AND DELICIOUS



"and the greatest of these is *cleanliness*"

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

Packed by hand by the

Clayoquot Sound Canning Co., Ltd.  
VICTORIA.

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

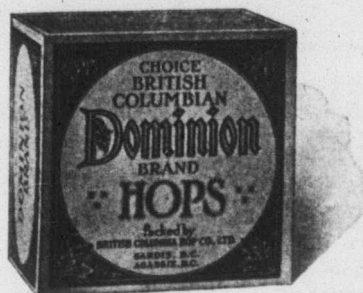


# HOPS

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

Ranches located at  
Sardis, Agassiz,  
B. C.

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



**Largest Hop Growers in Canada**

*Write for Prices—Samples*

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

## DESICCATED COCOANUT

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

**Our agents are:**

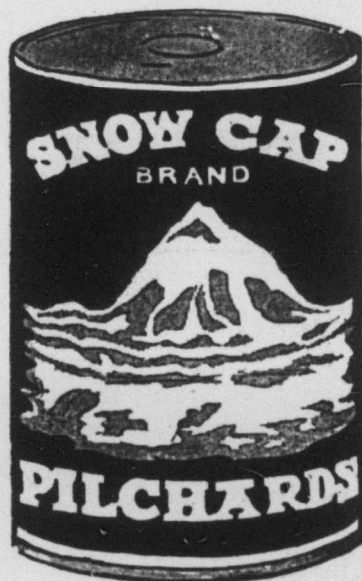
Tees & Perse, Ltd., Winnipeg, Fort William, Regina,  
Saskatoon, Moose Jaw; Tees & Perse of Alberta,  
Ltd., Calgary, Edmonton, Newton A. Hill, Toronto,  
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &  
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,  
N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

**VANCOUVER**

## SNOWCAP PILCHARDS



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

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

EXCLUSIVE DISTRIBUTORS

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

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

EXCELLENT FACILITIES FOR  
SELLING AND DISTRIBUTING  
**FREE and BONDED  
WAREHOUSE**

CAMPBELL BROKERAGE CO.  
860 CAMBIE ST. - - VANCOUVER

### B.C. Market?

We can place one or two  
good Specialty lines.

Our firm has back of it a  
15 years' success reputa-  
tion. We have a staff of  
aggressive salesmen and  
first-class storage and  
warehousing facilities.

Write us if you want real  
representation.

**Little Bros. Ltd.**  
VANCOUVER

### PETER LUND & COMPANY MANUFACTURERS AGENTS

Can sell, and if required, finance one or two  
additional staple lines for

**British Columbia Territory**

*Interested manufacturers please communicate*

505 Metropolitan Bldg. Vancouver, B.C.

Reference: Merchants Bank of Canada, Vancouver, B.

### M. DESBRISAY & CO.

Salmon Cannery and Manufacturers'  
Agents

VANCOUVER, B.C.

Our organization is equipped to  
handle any manufacturers' line.

Our salesmen get results.

### FOR REPRESENTATION

**in B. C.**

**VENABLES & MERRYFIELD**

525 Standard Bank Bldg. Vancouver, B.C.

Agents for

QUAKER OATS CO.

We cover the

RETAIL TRADE



## 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.

## WALLACE'S HERRINGS



Like Wallace's Salmon and  
Pilchards Give Splendid  
Satisfaction.

Your Jobbers Can Get Them  
For You

**WALLACE FISHERIES LIMITED**  
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

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

MALTESE CROSS BUILDING  
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.**

**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.

**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg  
Branches at  
Regina, Saskatoon, Calgary, Edmonton

**Macdonald, Adams Company**

Brokers and Manufacturers' Agents  
Open to negotiate for new lines of  
Grocery Specialties in Western Canada  
502 Avenue Building, Winnipeg

**THE McLAY BROKERAGE CO.**

WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS

*Take advantage of our Service*  
WINNIPEG MANITOBA

Mention This Paper When Writing  
Advertisers.

## Donald H. Bain Co.

### WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.  
Ample capital—and the reliability that goes with it.  
A record of results—and the prestige that follows it.  
An energetic, result-getting organization—with satisfied clients to  
prove it.  
Are all at your disposal if WE represent you.  
Every branch a business in itself, directed by capable, experienced  
managers.  
All varieties of Food Products.  
If you want results get in touch with us.

**Head Office: WINNIPEG**

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

Canada Food Board License No. 6-480



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

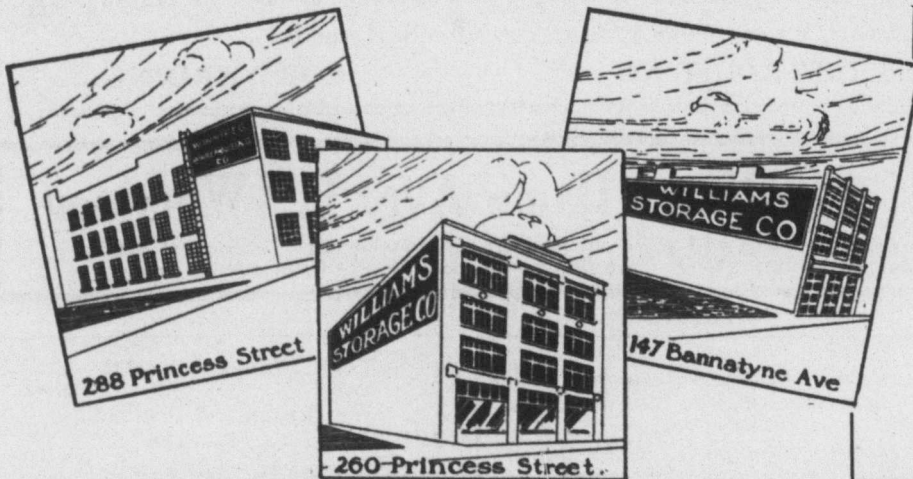
Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

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

### Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE  
STORAGE  
DISTRIBUTION

## SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

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

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"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

## 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.

### ALBERTA

### D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

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

### B. M. Henderson Brokerage, Ltd.

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

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

### 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

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

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

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

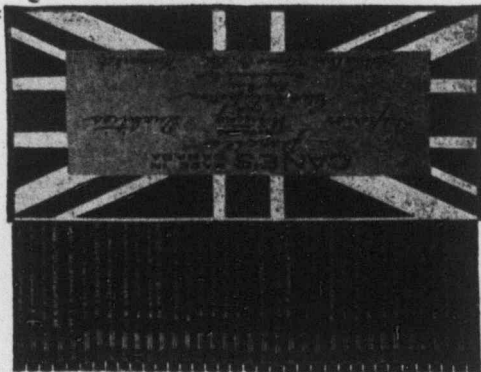
**T. M. SIBBALD & SON**  
GROCERY BROKERS  
Agent for KELLOGG'S Toasted Cornflakes  
Another Agency Solicited  
311 KING ST. E. - TORONTO  
Storage and Bonded Warehouses

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

**LOGGIE, SONS & CO.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Con-  
fectionery Specialties  
Foy Building, 32 Front Street West  
TORONTO - ONTARIO

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

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



Every dealer should have a  
Display Stand of Cane's  
Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for \$2.40—to retail at 5c each.

At your wholesalers or direct from

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



*Furnivall's*

If every dealer knew the way Furnivall's Fine Fruit Pure Jams please even the most particular people — if they realized the nice profits to be made on these quick sellers—Furnivall's Jams would be displayed in every grocery store in Canada. Are you a Furnivall dealer?

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

Canada Food Board License  
No. 14-167

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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

## ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO  
Canadian Food Control License Nos. 6-236/7/8

## THE S. G. BENDON UTILITY CO.

*Brokers and Commission Agents*

30 St. Francis Xavier St., Montreal  
Our Motto: Always at Your Service

## JOHN E TURTON

*Wholesale Grocery Broker*

BOARD OF TRADE BUILDING  
MONTREAL

## Paul F. Gauvreau

*Wholesale Broker*

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

For Representation in Montreal

## J. C. Thompson Company

209 St. Nicholas Bldg.

We cover the retail trade

## J. L. FREEMAN & CO.

*Wholesale Grocery Brokers*

ROOM 122 BOARD OF TRADE BUILDING - Montreal

## SILCOCK & DREW

*Brokers and Commission Merchants  
Grocers' Specialties, Etc.*

Established 1897

33 St. Nicholas St., Montreal

Established 1889  
**HOWE, McINTYRE Company**  
Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,  
MONTREAL CANADA

## THE DOMINION TRADING CO. MONTREAL

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

## AGENCIES WANTED

For Food Products, Confectionery, etc.  
For the Dominion. Best References.

H. S. JOYCE,

Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

## GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

## W.J. SHEELY

*Grocery Broker and  
Commission Merchant*

AGENCIES WANTED  
CONSIGNMENTS SOLICITED

Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

## THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

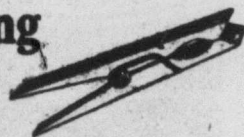
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

## 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

## 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





## Just You Try It, Mr. Dealer

Get a sample stock of this big new Breakfast Cereal—this Rolled Oats that is “different” enough to make a hit with that particular customer of yours.

The package is big—the appearance is attractive—the name is “Quality”—and the contents are just that.

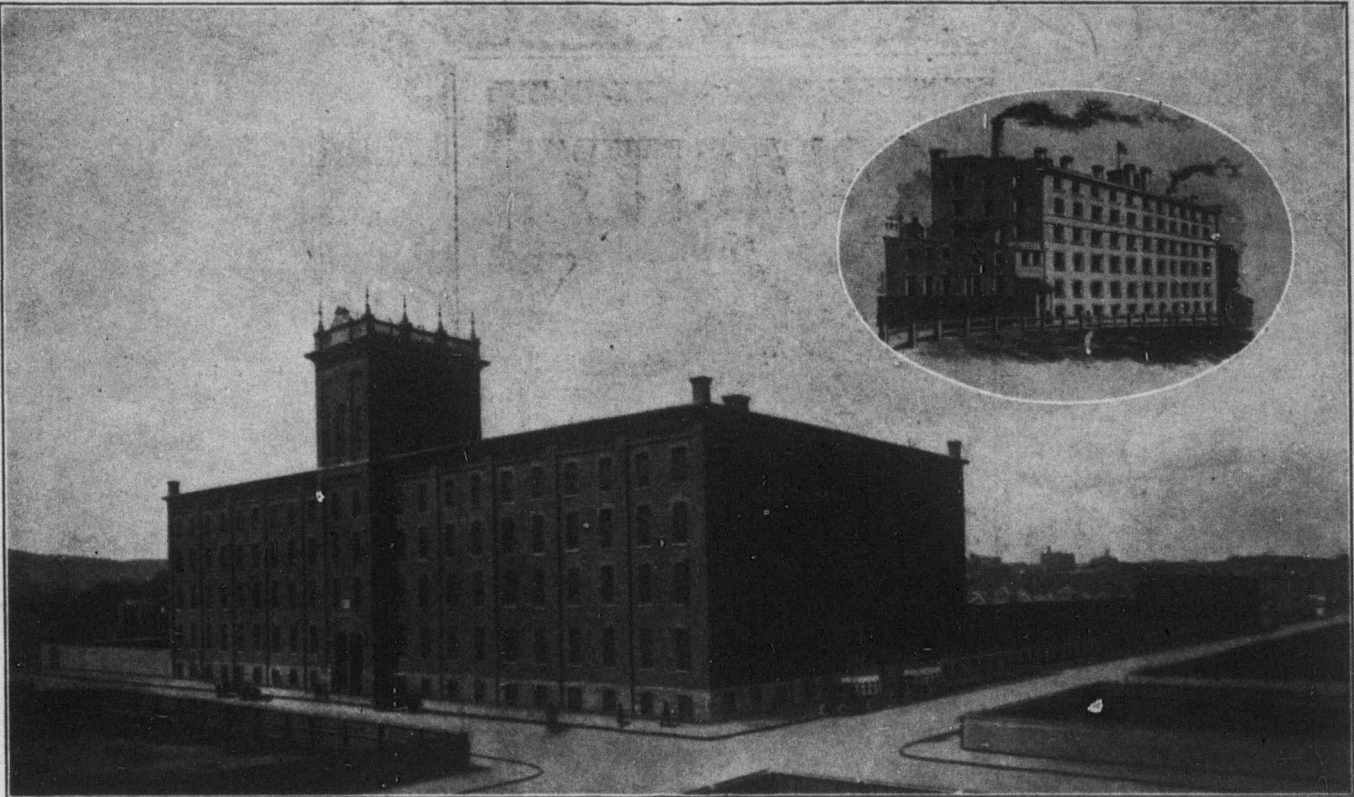
Your customers will like the deliciousness of Quality Rolled Oats. You’ll like the handsome profit on the sale. And repeat sales will be the rule.

Ready to ship you now. Send your order today.

# Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.



## Then and Now Macdonald Tobacco Factory

1860

**Plug Smoking**

Brier  
Index  
British Consols



Trade Mark Registered

1919

**Plug Chewing**

Prince of Wales  
Crown  
Black Rod (Twist)  
Napoleon

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

**SELLING AGENTS:**

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

Hamilton—Alfred Powis & Son, Hamilton.  
London—D. C. Hannah, London.  
Manitoba and North West—The W. L. Mac-  
kenzie & Co., Ltd., Winnipeg.  
British Columbia—George A. Stone, Van-  
couver.  
Quebec—H. C. Fortier, Montreal.

# W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

--

P.Q.





**ECONOMICAL  
Food Dessert**

# Junket

MADE with MILK

**"Irresistibly" Delicious**

There has been a constant demand by busy housewives for a wholesome, economical dessert that is both nutritious and quickly prepared.

"Junket" was made to fill this demand and thousands of grateful, happy women have joined the "Junket" ranks. To-day that demand assisted by extensive advertising has created a demand that means big profits to grocers who handle "Junket." The flavor of Junket is "irresistibly delicious." It eliminates the "what shall I have for dessert" problem and solves it with a great

variety of wholesome dainty dishes that win the hearts of the family.

**Mr. GROCER---**

This great number of uses provides many sales—in every home.

Can you afford to be without this product?

Sold in a 10-tablet package that retails at 12c with a good profit. Ask your jobber, or write.

**Chr. Hansen's Canadian Laboratory**  
Toronto, Canada

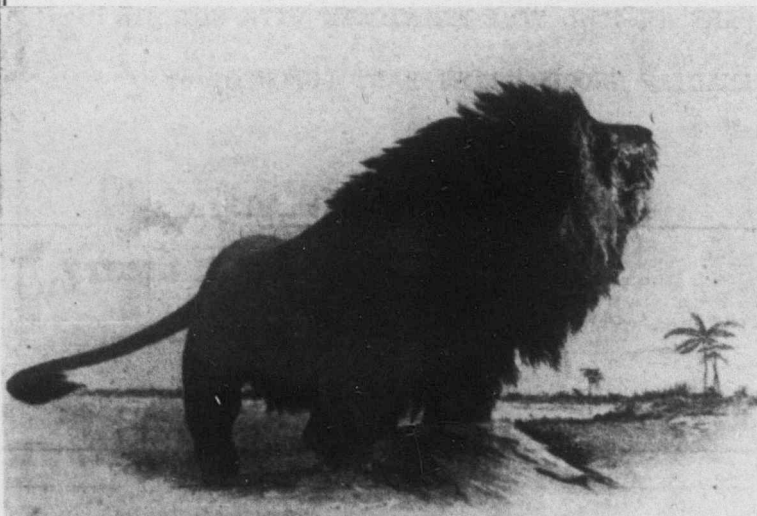
**LOGGIE, SONS and COMPANY**  
SELLING AGENTS FOR CANADA  
32 FRONT STREET WEST -- TORONTO



## SILENT SALESMEN

Mr. Manufacturer! Do you keep your product always in the public gaze? Have you considered your package? Don't forget that this is an advertising medium of great importance. Ask yourselves these questions about **your** package:—

1. Does it ensure thorough protection for the contents?
2. Does it represent the spirit of the product?
3. Does it **win** prominent display?
4. Does it catch the public eye?
5. Does it invite enquiries?



We design packages that are not mere dumb containers. We clothe them with magic which speaks sales.

Write us. We will be glad to help you.

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

28 Temperance Street

TORONTO - CANADA

BREWERIES { LONDON. EDINBURGH.



Telephone N° 2058 Museum. Telegraphic Address. "BELGRIM, LONDON." A B C. CODE. 5TH EDITION



MELBOURNE 1888.

KIMBERLEY 1892.



**GRIMBLE & CO LIMITED,  
VINEGAR BREWERY,**

CUMBERLAND MARKET REGENT'S PARK

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

TO THE CANADIAN TRADE:-

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

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

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

Yours faithfully,

**GRIMBLE & CO. LIMITED**

L.E.G. Piper,

Secretary.



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



**Serve the People With the Best**

You can only do this by selling

**"SALADA"**

The proof of its superiority over all other Teas is its enormous and ever increasing sale.

We prepay the freight and Guarantee its sale.

**SALADA TEA COMPANY**  
TORONTO

**TOMATO CATSUP**

**AYLMER BRAND**

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

**GLASS BOTTLES**

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

**GLASS AND STONE JUGS**

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA

Canada Food Board License No. 14-12

## Most Up to Date Process

Purity Flour is milled from the finest Canadian hard wheat in our huge mills, which are equipped to handle large quantities of grain in the most up-to-date way.

Purity Flour has the QUALITY that satisfies the home cook. Our Advertising Campaigns have made it easy to sell.

With our big organization we can give you the best of service.

# PURITY FLOUR

(Government Standard)

*"More Bread and Better Bread, and Better Pastry"*

## Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver,  
New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson,  
Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

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

I am not denaturized, decaffeinated nor deanythinged. Oh! yes, I am DELICIOUS. I hope you will keep me well at the front where I can be welcomed. I saw the trenches at their worst, and I am glad to be home.



*G. Washington's* REFINED Coffee

Went to War

Home Again



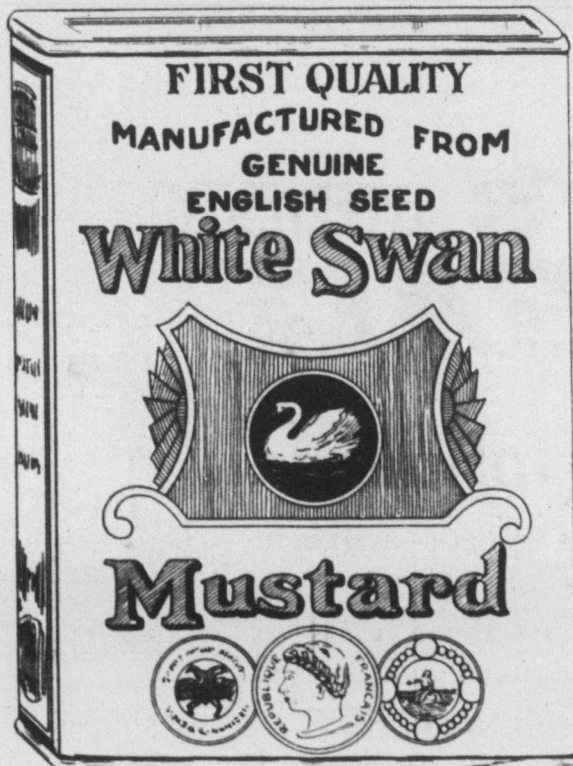
# A Counter Display

Grocers who keep a couple of packages of Red Rose Tea on their counter have found it a good way to increase tea sales.

Women see the Red Rose advertisements in the newspapers, and when a woman's eyes light on the Red Rose packages on the counter it is quite natural for her to have a package added to her order. Just try this counter display suggestion!

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

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



## WHITE SWAN MUSTARD

*"The Mustard with the Kick"*

At last you have a **made in Canada** mustard to offer your customers superior to any other in strength and flavor, and unequalled by the best imported brands. This mustard is winning instant favor wherever demonstrated. Put up in very attractive packages,

$\frac{1}{4}$  pounds—\$2.25

$\frac{1}{2}$  pounds—\$3.50

Why pay fancy prices for imported mustard when you can buy a better mustard at a better price.

Let us send you a sample case to-day.

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



# A Salesman That Requires No Salary

This Colman-Keen show card is a real salesman.

Hang it in your store and it will make sales of the Colman-Keen products easy and profitable.

The entire Colman-Keen family is pictured on it in appealing natural colors. And—  
We send you this card free for the asking.

**MAGOR, SON and COMPANY, LIMITED**  
30 CHURCH STREET, TORONTO                      191 ST. PAUL ST. W., MONTREAL

# Abbey's EFFERVESCENT SALT

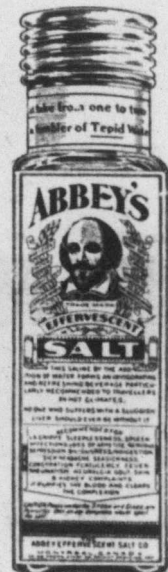
## A Safeguard against Influenza

Good health—a clean body—a clean internal system—will help in warding off this disease.

Tell your customers about it. Urge them to take a glass of ABBEY'S SALT every morning as a safeguard against the 'Flu.'

There is nothing better or more necessary to good health, and your customers will thank you for the suggestion.

**THE ABBEY EFFERVESCENT SALT CO. - MONTREAL**





# CANADIAN GROCER

Vol. XXXIII.

TORONTO, SEPTEMBER 26, 1919

No. 39

## Found Cash and Carry Good Business

E. Guillet, of Cobourg, Adopted the System and Finds His Business Growing Under the Change. How He Manages With Goods Too Heavy to Carry

**T**HE question of cash and carry against credit and delivery is still unsettled, many merchants holding firmly to the latter, while still others are strong champions of the new system. Edwin Guillet, King Street, Cobourg, is an advocate of the cash and carry system.

Until a little over a year ago Mr. Guillet had two deliveries on the road all the time, and as his assistant, Geo. Roebeck, told CANADIAN GROCER, it was by no means a small matter to decide to eliminate the delivery of goods. The ever-advancing prices of commodities, however, was the deciding factor in inducing Mr. Guillet to make such a drastic change. He felt his customers could benefit very materially by the introduction of such a system, giving them the benefit of the cost of delivery. The new order of things has now been working a little better than a year, and in that time business has increased fully ten per cent., CANADIAN GROCER representative was informed.

### Saved Sometimes 5c Per Pound

At the outset the people were not exactly kindly disposed to the idea that

they must carry home their groceries, but when they realized that in a time of high prices they could save up to 5 cents a pound on some articles, they fell in with the cash and carry idea of doing business. Mr. Guillet figured that in the old days of delivery he had to pay out annually \$1,500 in the upkeep of this end of his business. He has given his customers the benefit of this saving and they are well satisfied. The cash and carry system is a feature as far as the grocery business of Ed. Guillet is concerned.

### Uses Price Tags

Everything in the store is ticketed, and the buying public can readily see, without asking the clerk, what an article is going to cost them. This method, Mr. Guillet believes, is a great saver of time, and certainly expedites the serving of his customers.

### Heavy Deliveries Provided For

In the matter of heavy goods such as a large order of flour or sugar, Mr. Roebeck, who talked to CANADIAN GROCER in the absence from town of Mr. Guillet, stated that they had a very good arrangement with the city delivery,

and if people wanted certain things delivered to their homes they could have such by paying 5 cents extra for anything up to fifty pounds, and 10 cents for anything up to 100 pounds and over. Of course the customers are altogether responsible for any outlay of money in this regard.

### Saving Would Pay for Delivery

Mr. Roebeck instanced how, under the cash and carry plan a customer could save as much as 4 cents on a pound of tea, therefore, if she wished to have her order delivered she could do so, and still buy as profitably as under the old way. However, he pointed out that a saving of several cents was possible on almost every article in the store. The popularity of the automobile and cars being in goodly number in Cobourg has helped this business, people coming in their machines and taking home large orders of groceries. Then, again, customers solve their own delivery problems by sending their children with wagons to bring home the family bill of fare.

Altogether this system has worked well in the Guillet store, profitably to the owner and satisfactorily to the public.



Interior of the E. Guillet Store, Cobourg, Ont., where the cash-and-carry policy has been successfully adopted.

## Price Maintenance Right Maintained

Case of Frey & Son Against Cudahy Packing Co. Reversed—No Illegality in Refusing to Sell Customer Who Would Not Maintain Stipulated Price

THE United States Circuit Court of Appeals for the Fourth Circuit has recently reversed the judgment of the District Court in favor of Frey & Son in the aforesaid cases. The fundamental question involved was precisely that decided in the Colgate case, and, of course, the Circuit Court of Appeals was compelled to follow the ruling of the Supreme Court of the United States defined in that case. In short, the refusal-to-sell policy was held not to be violative of the Sherman Act. Further, the Court held that there was no violation of section 2 of the Clayton Act prohibiting price discrimination between purchasers. It will be recalled that counsel for Colgate & Co. intervened in the Cudahy case as amicus curiae in order to preclude the announcement of a ruling adverse to their contention in the Colgate case, filing an extensive brief.

The Circuit Court of Appeals said in the Cudahy case: The vital question is whether defendant's method of business, coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices, was such co-operation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in *Dr. Miles Medical Company v. Park & Sons Company*, and other following cases. We are obliged to hold that the question has been clearly answered in the negative by the

Supreme Court in *United States of America v. Colgate & Company*, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust

statute. Nothing more was done by the defendant and its customers in this case. Since the defendant, under the Colgate case, merely exercised the right reserved by the Clayton Act to dealers of "selecting their own customers in bona fide transactions and not in restraint of trade," the plaintiff cannot recover under its charge of unlawful discrimination in price.

These cases announce no new doctrine. The Circuit Court of Appeals merely applies the rule laid down by the Supreme Court in the Colgate case. Since our highest Court has unanimously decided that the refusal-to-sell policy is not violative of the Sherman Act, it follows that neither Frey nor anyone else can predicate an action for damages upon the Sherman Act by reason of the effecting of such policy.

## Sugar Stringency Moderating

Supplies of Raw More Plentiful and All Refineries Are Now Operating—Refined Stocks Moving Steadily and in Increasing Volume

THE sugar situation is taking on a materially improved appearance. There are now four ships capable of handling some 22,000 bags per trip regularly engaged in the transport of sugar, and there is of course the regular movement of sugar on other bottoms, so that supplies are arriving in better quantity than for some time past. All the refineries are now in operation, and supplies are beginning to come forward, so that within another week there should be a very marked improvement, and

within a few weeks matters should have returned practically to normal.

There are heavy purchases of Cuban raws reported, with a premium being paid for December shipment. The December shipment price is 6.75 f.o.b. Cuba. Quotations for later delivery are somewhat easier, being 6.55 for January and 6.50 January to March.

New crop San Domingos will soon be available, and Canadian refiners are purchasing heavily from that source. Purchases of 15,000 tons have been recorded at figures ranging from 6.75 to 6.77½ c.i.f. New York for January to March shipment. Paying these prices the refineries are finding difficulty in maintaining the 11c limit set by the Board of Commerce, and it is understood that representations have been made to Ottawa urging the need of the enlargement of this price. This week the Canada Sugar Refineries advanced its price on a level with the other refineries, leaving the Acadia Company as the only refinery still maintaining the lower price, so that practically all the refineries are now selling at the maximum price.

## Soldiers' Return Increases Trade

W. J. Parks, 473 Bloor St. W., Toronto, Says His Meat Business This Summer is Half as Much Again as a Year Ago

W. J. PARKS, 473 Bloor West, Toronto, who conducts a joint grocery and meat store, told CANADIAN GROCER that the business in the meat department will show an increase of more than half as much again as was done last summer. The advance, he states, is due to the fact that the war is over and the men have returned to their homes. It was the case, he said, with a good many customers, that, where the young man of the family were away fighting there was a very marked reduction in the amount of meat consumed. Now that they are back, buying has increased, as Mr. Parks states the average man consumes a big portion of meat, and this fact is borne out by the sales. He cited the instance of one family, comprising the father and mother, and two sons recently back from overseas. Their account is a large one each month, and of course is double what it was in the last couple of years of the war. In spite of the extremely hot sum-

mer, Mr. Parks states that he has experienced a very heavy demand for meats. He has made a specialty of cooked meats this summer by endeavoring to always have on hand a fine assortment, and has tried to meet the needs of his customers in this direction. Cooked meats, too, will show an increase considerably in excess of a year ago.

Mr. Parks states that his customers in the meat store are not always customers in the grocery department, although, he says, it is very often the case, that the one brings business to the other. The two departments have separate entrances from Bloor street, and are entered inside, by a swing door. The cashier's quarters are so situated as to serve both stores. Here is noticed the value of display. Persons coming forward to pay their meat checks are attracted by something in the grocery store, and very often are tempted to buy where they otherwise would not have done so.

## PRICE OF SOY BEANS INCREASES IN MANCHURIA

The "Manchurian Daily News," Dairen, for May 28, 1919, stated that owing to large exports to Europe, the price of soy beans advanced 33 1-3 per cent. from May 15 to May 27. The beans are being sent mainly to Italy and Germany, 44,800,000 pounds having been contracted for.

This rise in the price has affected the price of soy-bean oil, of which the United States imported 336,824,646 pounds, valued at \$32,827,460 during the fiscal year ended June 30, 1918.



## Coffee a Good Buy at Present

New York Coffee Market Has No Bearing on Prices in Canada and Does Not Indicate World Conditions in the Product  
—Some Information Regarding These Conditions

THE featuring of the quotations of the New York coffee market has given the trade in some instances a wrong conception of the coffee situation. There has, of recent date, been a considerable excitement on this market, and some sharp declines were noted in spot stocks. Many retailers reading these reports expected at once to buy their coffee cheaper, and when they failed to do so, felt that someone was treating them unfairly. As a matter of fact, the New York coffee market has practically no bearing on the price of coffee in Canada for the simple reason that coffee bought in New York would have to pay a 10 per cent. duty, that is not required on coffee direct from countries of production. Therefore, coffee is not purchased on the New York spot market, and could not possibly be so purchased until this market should make far more spectacular declines than has been the case in the past. This is not a probability, however, and so it is readily seen that any idea of price that is based on the New York market, must of necessity be incorrect.

### Sterling Exchange Influences Price

A rather surprising condition has arisen in this market of late that has in a measure been responsible for the unusual interest in the New York Coffee Exchange quotations, this is the fact that in certain instances the New York price of certain coffees was lower than the price at point of production. The reason for this is, of course, the present unusual state of sterling exchange. Coffee is purchased on British credits, and the American buyer can buy sterling exchange at 4.32 instead of the normal 4.86, as a result there is a very material saving to the purchaser, which makes it possible to sell coffee in New York cheaper than it is sold in Brazil. An interesting illustration of the way this variation in exchange affects the price of coffee might be given in the following table of costs:

#### Coffee Per Cwt.

\$28.25	C and F Brazil
.28.25	Letter of credit
.28.25	Loss in weight
.15	Marine insurance
.38	Freight from New York
3.00	Duty
.05	Miscellaneous expenses
<hr/>	
\$32.39½	

This coffee, therefore, cost \$32.39½ on a basis of \$4.86 for sterling.

But with sterling quoted at 4.32 there is a saving of \$2.81, which makes the cost of coffee \$29.58.

This illustration suggests the important part that is played by sterling exchange in the price of coffee. Were it

not that sterling is selling at an abnormally low figure, there would be a materially higher price for coffee, and with a return to more normal conditions there will, should other conditions remain equal, prices will unquestionably advance.

At the present time it is fairly generally conceded there is a good opportunity in buying coffee, while there may be no sharp advance the buyer is assured of a steady market for about three months at least.

At the present time there is no very heavy surplus of coffee stocks. Brazil coffee production was cut 40 per cent. by frosts, a condition that will be influential in governing prices for some time to come.

### Brazilian Planters Sit Tight

There are other conditions, too, that

will influence the market. Among these is the fact that the Brazilian coffee planter has become financially able to carry his crop till a market opens. They know that Brazil governs the world markets for coffee. Columbia had a good crop, and offered it at so reasonable a price that it was immediately bought up by growers, this in view of the fact that Mexican and Venezuelan coffee is largely held by German interests, left Brazil master of the situation. It is true that the Brazilian Government still has some 3,000,000 bags of coffee of former years' crop. But this was carefully selected, and is consequently better than anything produced since the frost, and consequently they will hold for a high price. There is, therefore, no unloading to be feared, and with the grower holding for high prices, prices cannot well be lower for some time. Moreover, it is always to be remembered that the New York fluctuations, due to the manipulation of investors, can have no real effect on the market, and certainly not on the Canadian market.

## Encouraging Trade With South Africa

W. J. Egan, Canadian Trade Commissioner, Speaks of the Need of the South African Markets and the Best Methods to Use in Introducing Canadian Goods

Toronto, Sept. 27.—(Special).—W. J. Egan, Canadian Government Trade Commissioner to South Africa, is in Canada supplying information to firms interested in export trade to South Africa.

Mr. Egan stated to CANADIAN GROCER that our trade with South Africa has been rapidly developing since 1913. At that time there were only 14 Canadian firms represented there. To-day there are 238. Our export trade has developed from one and a half millions worth of goods to nine millions seven hundred and four thousand dollars' worth.

"Among Canadian manufactured products that find a good market in South Africa are flour, cereal, cheese, bacon and hams, canned fruits and vegetables and apples," said Mr. Egan. "We would like to see more Canadian bacon and hams and hope the trade in these lines will expand in the near future.

"Prior to 1913 Canadian cheese used to come to us by way of England. Now it is coming direct, also Canadian apples. In fact the cold storage space on vessels leaving Canada is now entirely taken by Canadian products.

"There is not much wheat grown in South Africa," he stated, "so that there is a good market there for flour. Corn is the big crop. Flour sent there from Canada should contain as little moisture as possible, as it has to cross the equator and moisture has a tendency to spoil it. Cereal products, such as rolled oats, are received in packages and are big sellers."

### How to Introduce Products

Mr. Egan was asked how Canadian manufacturers could introduce their products in the South African market. His reply was that the best method was to send out their own agents to study the situation carefully and appoint their own agents. This would mean there would be someone at the home factory who had a knowledge of the situation in South Africa and business could be done on a more intelligent and direct basis.

His department, of course, was always willing to supply any information desired, but he emphasized the point that manufacturers in writing him should give detailed information about the products they make, size of the package, probable price, character of the contents and any information they would give buyers if they were there personally. He said that some firms simply wrote to find out what would be the possibilities for their goods on the South African market. This was a question very difficult for him to answer with any degree of intelligence.

With special reference to the bacon and ham market he believed that Canadian firms should finish their bacon and ham in Canada to suit the South African trade and not send them in a semi-cured state, as is done in trading with England.

### Care in Shipping Essential

Mr. Egan urged great care in shipping. The shipping department should

be so thoroughly efficient that the overseas client will always remember the arrival of the goods in good appearance. This tends to create confidence and develop export trade.

Other Canadian products that have been shipped to South Africa within the last year or so include baking powder, pearl barley, beans and peas, biscuits, brooms, butter, chocolates, confectionery corn starch, fish of different kinds, jams and jellies, lard, condensed and powdered milk, paper bags, potatoes, poultry food, refrigerators, sausage casings, sauces, soap, sugar, syrup and vermicelli.

### TO DEAL WITH OVERSEAS DOMINIONS

#### British Company Organized to Develop Trade With Overseas Markets

London, England, (Special).—The organization is announced here of Adams, Montgomery & Co., Ltd., general merchants and agents, importers and exporters. This is a private company with a registered capital of \$100,000. Its object includes the representation in various overseas markets of British and Colonial manufacturers, merchants and exporters and to undertake the representation in Great Britain of Colonial manufacturers, exporters, etc., and to carry on generally the business of exporters and importers, merchants and mercantile commission agents. The firm propose to establish branches in Gibraltar, Malta, Egypt, India, Ceylon, and possibly British East Africa and other markets, each with a selling organization.

R. G. Adams is the managing director. Mr. Adams was for some twenty years export manager for Richard Dickson & Co., Ltd., and is known personally to many in the trade in Canada. He has had considerable experience in the export trade with the colonies and foreign markets. He was transferred by that company to the Navy and Army Canteen Board to act as manager of the Foreign and Shipping branch, which position he has resigned to become the managing director of Adams, Montgomery & Co., Limited.

### DOES MONTREAL LOSE HALF A MILLION THROUGH SHOP-LIFTING?

That the merchants of Montreal lose between \$300,000 and \$600,000 per annum through "light-fingered gentry" operations was the astounding statement made at the meeting of the Montreal Publicity Association luncheon, held on Friday last at Freeman's Hotel.

In the course of Mr. Fitzgerald's remarks (Mr. Fitzgerald is manager of the Merchants' Association of Montreal) he stated that there was much difficulty in tracing thefts owing to the fact that there was little or no concerted action, the thieving being done by individuals of their own volition. The thieving is done, it was stated, by all classes of women.

### Are Merchants to Blame?

The speaker believed that merchants were often so careless and negligent in the matter of display that they invited weak individuals to take articles from their stores. Careless displaying of valuable goods is, to-day, hardly excusable.

Another important observation made by the speaker was that many thieves had been detected, one sleuth having apprehended 800 shoplifters.

### MODERATE PRICED SARDINES COMING

Reports received from Norway indicate that there will be some grades of high class Norwegian sardines that will yet be capable of selling to the public at a reasonable figure. There are some

stocks of first quality sardines about to arrive on the Canadian market, but some of the canneries in Norway have packed none to date, and though the fishing of the late fall may provide some, there is little likelihood that any further stocks will be available for Canada. Indeed, at the prices quoted there would only be a comparatively limited sale in any event.

However, it is learned that there will be an adequate supply of other fine grades of Norwegian sardines that will be available at such a figure that it will be possible to sell them at somewhere around 25 cents a tin.

As the better known imported sardines are retailing at somewhere about 5 cents a tin, it is expected that there will be a good market for these more modestly priced goods.

## WHAT FOOD SHOULD COST TO-DAY

### The Fair Price List Issued by the Federal Food Administrator

The United States Federal Food Administrator has issued the following schedule of prices. It will make an interesting comparison with Canadian prices:

Article.	Kind and Grade.	Wholesale Price Cts. per lb.	Max. Margin Cts. per lb.	Maximum Fair Price Cts. per lb.
Beans—Lima	.....	12 to 13½	3	15 to 16½
Beans—Pea or medium	.....	8¾ to 9¾	3	11¾ to 12¾
Beans—Small white	.....	8¾ to 9½	3	15 to 16½
Bread—Factory wrapped, 16 oz.	.....	8½	1	9½
Bread—Store wrapped, 16 oz.	.....	8	1	9
Butter—Fresh creamery, table	.....	52½ to 57	6	58½ to 63
Butter—Fresh creamery, cooking	.....	50 to 52	6	56 to 58
Cheese—American	.....	33½ to 34½	7	40½ to 41½
Corn—Canned, No. 2*	.....	11 3/8 to 13 1/3	3½	15 1/8 to 16 5/8
Cornmeal—Yellow, granulated	.....	4¾ to 5½	1½	6¾ to 7
Eggs—Fresh, select candled†	.....	60 to 62	7	67 to 69
Eggs—Cold storage, candled†	.....	.....	7	.....
Flour—Wheat	.....	5 4/5 to 7 1/10	1	6 4/5 to 8 1/10
Lard	.....	32¼ to 33¼	6	38¼ to 39¼
Milk—Evaporated, † 6 oz.*	.....	6 3/5 to 6¾	2	8 3/5 to 8¾
Milk—Evaporated, † 16 oz.*	.....	14 to 14 8/5	2½	16½ to 17 1/10
Oats—Rolled, in bulk	.....	5 3/10 to 6	1½	6 9/10 to 7½
Onions	.....	2 to 2¾	1½	3½ to 4½
Peas—Canned, No. 2*	.....	12½ to 12¾	3½	15¾ to 16
Potatoes—Long Island	.....	2¾ to 3½	1	3½ to 4½
Rice—in bulk	.....	14½ to 15½	2	16½ to 17½
Salmon—Canned, No. 1 Alaska*	.....	17½ to 17 11/12	4½	22 to 22 5/12
Sugar—Granulated	.....	9½	1	10½
Tomatoes—Canned, No. 2*	.....	10 5/12 to 12½	3	13 5/12 to 15½

\*Per can. †Per dozen. ‡Unsweetened.  
These are maximum prices—any dealer may sell for less—and are based upon the "cash-and-carry" plan. They do not include the cost of delivery.  
The Fair Price Committee advises cutting out this list and taking it along for reference when shopping.

### MEATS

Article.	Kind and Grade.	Wholesale Price Cts. per lb.	Max. Margin Cts. per lb.	Maximum Fair Price Cts. per lb.
Beef—Chucks, good and medium	.....	10 to 14	.....	.....
Chuck steak	.....	.....	13	23 to 27
Whole cross rib	.....	.....	20	30 to 34
Cut cross rib	.....	.....	24	34 to 38
Stew	.....	.....	13	23 to 27
Beef—Hinds and ribs (good and medium)	.....	23 to 27	.....	.....
Sirloin steak	.....	.....	17	40 to 44
Bottom round	.....	.....	19	42 to 46
Rib prime roast	.....	.....	18	41 to 45
Whole top sirloin	.....	.....	15	38 to 42
Cut top sirloin	.....	.....	19	42 to 46
Lamb	.....	22 to 24	.....	.....
Leg	.....	.....	14	36 to 38
Rib chops	.....	.....	14	36 to 38
Stew (under cost)	.....	.....	4	18 to 20
Chucks	.....	.....	3	25 to 27
Pork—Smoked hams (unwrapped), 8-18 lbs.	.....	37 to 40	8	45 to 48
Shoulders (picnics), 2½-7 lbs.	.....	26 to 27	7	33 to 34
Smoked bacon (unwrapped)	.....	40 to 42	13	53 to 55
Loins (Western light)	.....	37	.....	.....
Chops (end)	.....	.....	8	45
Chops (middle)	.....	.....	12	49

The prices quoted on meats are "Western dressed" and are based upon the United States Department of Agriculture reports. City dressed meats are slightly higher.  
The master butchers of the city have agreed to show their wholesale bills upon request.

Personal purchasing rather than ordering by telephone is urged.



# Some Dainty Show Cards

Many Firms Use the Small Neatly-Lettered Show Cards for Both Store and Window Displays—They May Be Easily Kept Seasonable and Changed Quickly.

By R. T. D. EDWARDS

**T**HE show card writer, whether he is a window trimmer or not, can do a great deal in encouraging the trimming of better merchandise displays by making show cards of such a dainty nature as to compel the trimmer to make better displays in order to be in keeping with the cards. In fact, better card writing in the interior, as well as the windows, encourages the better displaying of the merchandise on the counters.

It works vice versa also. If the cards are inclined to be poorly made the window trimmer can make his displays show up the poor show card so that it is absolutely necessary for better show cards to be made.

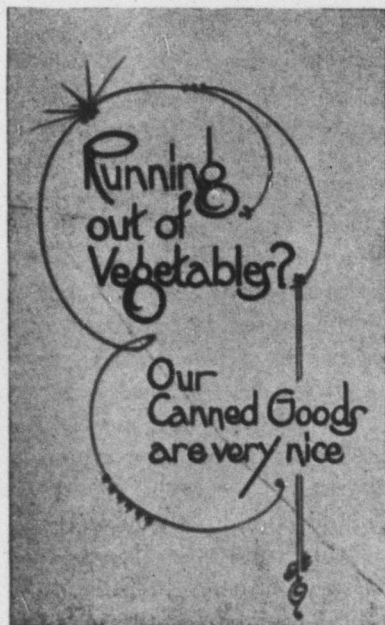
### Use Small Cards

The modern method of display demands small cards. Groceries can be displayed in a very neat and attractive manner in windows with small suitably worded cards such as are illustrated. The small cards may be used in a prominent position in the display so that they may be easily read by the customer.

When you look at it in a common-sense way it stands to reason that the small card is better than a larger one. The smaller card takes up less room in the display, therefore, you have more room to show the merchandise.

### Is Easily Read

The smaller card, when lettered neatly, can be as easily read when close up



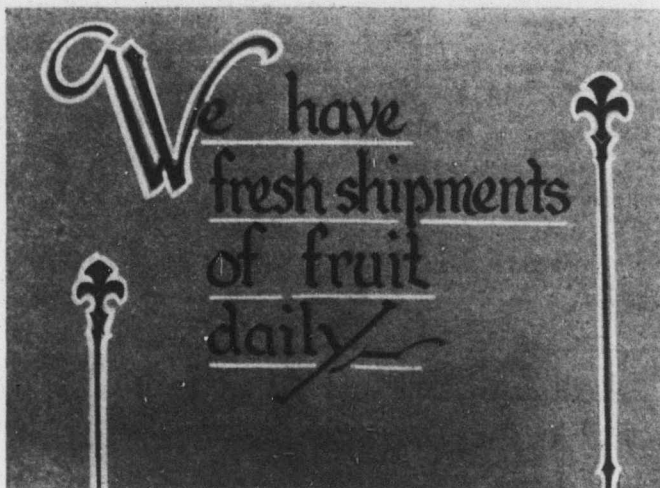
as the large card. Clerks never shout at the customer, so why should a heavily printed large card be used in a good display?

The small show card was first introduced by the department stores on this continent, and have become quite the

per to draw as many as desired very quickly.

The placing of the opaque colors is a simple matter after the layout is marked out.

Try these designs for your Fall store and show cards.



rule. In fact, large cards for good displays are uncommon and are often looked upon as more or less cheap.

The large stores select a rather small card with a design suitable for the season of the year it is to be used, and carry that card all through their windows. Then when a change to another variety is made, it is all done in a day. Uniformity is the idea and so it can be done in either hardware, grocery, dry goods or men's wear stores just the same. The small card has a great advantage over the larger one because it can be carried out in the windows and interior of the store very quickly on account of so few cards being required.

### Are Very Attractive

The examples of small cards illustrated on this page are exceptionally good ones. They are very attractive in design and the colorings are of fall hues.

Both designs are of a conventional order and are illustrative of Fall flowers. The shades used are red, orange, light brown, blue and white, all in opaque colors. These are only a few of the combinations that may be used to produce effective results.

The colors may be changed around so that you get a variety of effects, but still have the same design.

If many cards of one design are desired, make an outline drawing in pencil on a piece of tough paper first. This may be used with the aid of tracing pa-

### N.B. FISHERMEN GIVE UP TAKING SARDINE HERRING

"A large number of New Brunswick fishermen are dismantling their weirs, though there have not been such enormous schools of sardine herring for many years," said A. O. H. Wilson, of the Dominion Fisheries Department, who has just returned from a trip to Grand Manan.

"The fishermen are only being offered \$4.50, or less, for a hogshead of sardine herring, where last year they were getting \$25.00," added Mr. Wilson. "At present prices they don't consider it is worth while, and the packers are not offering them any encouragement to keep their weirs in operation."



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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### OFFICES

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UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1491, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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### THE FIRST MAN BEHIND THE GOODS

A GREATER appreciation on the part of the retailer is daily being shown in the value of trade-marked goods. Back of the goods must first come the retailer, for he is directly in touch with the user, so it is right that the buyer be discerning in the goods he secures to be handed over the counter to the customer. Trade-marked goods, then, which carry the manufacturer's name and guarantee, are assets to the retail merchant. True it is that sometimes cheaper merchandise is procurable, but the retail merchant will probably lose in one sale of goods that are unsatisfactory a customer whose purchases will offset the little difference in his buying cost many times over.

### FOOL FOOD HYSTERIA

THE *Produce News* of New York says, forcibly, that many people are now thinking—that legislative action is a poor way to change prices.

"This fool food hysteria," it says, "will pass in due course. In the meantime there is nothing to be gained by excitement. So long as the people have the price they will buy what they want when they want it.

"Seizures of foods and laws to regulate prices will never succeed in reducing the cost of living. Excessive production, with the law of supply and demand unhampered, are the things which will bring food prices back to normal."

### THE PEAK OF PRICES REACHED

HERBERT HOOVER, former United States Food Administrator, and one of the best posted men in the world on food supplies, states that the present high cost of living has reached its peak and will shortly give way to an era of lower prices. The men who are conversant with world conditions are all a unit in stating that world conditions will induce declines to within normal levels. Unfortunately the public has not been willing to wait and the popular clamor has led to a number of cure-all schemes, the most radical of which is the arbitrary setting of prices. This may achieve the end by forceful means, but it will leave a scar that will be difficult to eradicate. The orderly operations of commerce may be slow, but they are sure and sound.

### MR. O'CONNOR TREES A BEAR

MR. O'CONNOR, when he made his pronouncement that the price of milk should not be increased by the Toronto Milk Producers' Association, probably thought that his action would be greeted with the same loud paeans of praise that had greeted other moves of this kind. He thought he had treed an opossum that would be satisfied to be treed and would do its best to keep out of sight, but lo and behold, he finds that he has treed a bear, and that the bear is showing every indication of coming down to rend him!

It's all very well to chivy the refiners and the packers and such like. In the present state of public opinion they are fair game. But when it comes to attacking the farmer it's another matter. It certainly looks as though "that man O'Connor" is going to have it out with the bear.

### HELP BUSINESS AND THE VICTORY LOAN

THE Victory Loan Campaign of 1919 will soon be in full swing, and it will need the united effort of every loyal citizen to bring it to a successful conclusion. It may be that some will think, that now the war is won, there can be a slackening in the enthusiasm that have made former loans a success. In such a feeling lies a great element of danger. It is no small task to raise sums running into the hundreds of millions, it is a still harder task to raise them in the wake of other heavy loans, but it must be done, and everyone must do his share to see that it is accomplished. Just as much as ever is this an imperative duty. It is a duty we owe our country and ourselves. Should this loan prove a failure it would undoubtedly bring about a period of hard times that would be trying to everyone. With the loan a success there should be no question of the unbounded prosperity of this country. Money is needed to keep the wheels of commerce turning, to help finance the great natural resources of this coun-



try, to build up a more far-reaching prosperity than we have yet known.

In fostering an interest in this loan the merchant is doing himself a real and tangible service. He is the first to profit by good times, and the first to suffer from bad. In a great measure, he can by helping make this campaign a success protect himself against the dangers of hard-time years.

ARGUING WITHOUT KNOWLEDGE

WHEN will the general public get over that childish idea that the producer is in the habit of destroying large quantities of his product in order to maintain the price of the balance. The *Quebec Telegraph* in an editorial of recent date headed "A Black Crime," after pointing out that "for years the *Telegraph* has been endeavoring to rouse the people and the authorities to the enormous waste of food-stuffs, deliberately conceived and executed, which was going on in this country, at the instance of the food monopolists who control the supply in order to maintain the prices at the most profitable margin for themselves," goes on as follows:

"Now we have a new proof of the justice of our position. Here is the deliberate waste of food in Montreal for the last eight months:

Meat .....	215,667 lbs.
Fowl .....	884 lbs.
Fish .....	60,076 lbs.
Fruit .....	1,146 lbs.
Vegetables .....	3,323 lbs."

Now that may look like proof to the *Telegraph*, because apparently the brains of the *Telegraph* do not disturb themselves by attempting to find a reason for this waste. They merely jump at once to the conclusion that somebody did it with malice aforethought. Yet it might seem easy to consider that the fish used in Montreal is in many instances shipped from the Pacific Coast and must of necessity be 8 to 10 days en route with all the possibilities of deterioration that are inherent in a highly perishable commodity. That fruits and vegetables are imported from tropical countries, and leaving those countries may have to pass through temperatures far below zero, that they are under great danger of spoilage through overheating, through frost or other dangers of transportation. There are many sound reasons to account for the conditions presented by the *Telegraph*, but wishing to make a case to bolster up a very weak argument of its own it at once states that somebody destroyed these goods for their own nefarious ends. Surely, if the daily newspapers cannot give big business credit for common honesty, they should at least give them credit for using common sense, and no man in his right senses destroys goods to maintain a market.

READ OTHER FIRM'S ADS.

EVERY man who is in business should advertise and every man who advertises should make it his business to read as many of the ads. of other firms as possible. He will be surprised how many good suggestions he will obtain which he may adopt with profit in arranging his own copy. Some of the larger firms, the department stores especially, have their copy prepared by men whose salaries run into large figures. It is their business to produce ads. which will sell goods and that they do their work well is shown by the turnover of these firms. An advertisement to be effective need not cover a whole page and quantities of display type. It is more what is said and the way it is said that counts. Grocery merchants and others by comparing their own advertisements with those of others can obtain extremely valuable suggestions. By a little study and attention they can apply the principles that high-salaried advertising writers apply in the advertising copy of the firm they work for. They can take all that is good in their work and adapt it to their own needs. In doing this will get a much broader outlook on the possibilities of advertising and will also find it a most interesting occupation. Very often he will find also that he will be constantly increasing his own knowledge about the goods he handles and that there are any number of points which he never thought of which are real talking points in selling. These can be used not alone in the advertisement, but over the counter and in the store. The more any dealer knows about his goods the better he will be able to see.

Editorials You Should Read

THE IMPORTANCE OF PROFITS

PRESIDENT Wilson bitterly denounced profiteers, yet it remains to be proven that "profiteering" has been a factor of first magnitude in lifting the cost of living. The *Canner* is quite confident that it has not, so far as food manufacturers are concerned. The public must be impressed that profiteers are as numerous as the sands of the sea, but we don't imagine that very many (among food manufacturers) will be convicted, because we don't imagine very many profiteers exist among them, or among the wholesale grocers.

It is true that the people, as the President said, are paying very high prices for everything, but the responsibility lies in conditions which are the direct consequence of the war. Surely the President knows that the enormous destruction caused by the war, the currency inflation, the high taxes, high transportation charge which threatens to become higher, the expanding demand, the unexampled spending, the supply-exhausting exporting, and the high basic cost of production of food and of everything else are the chief causes of the high prices the consumer is paying to-day.—*The Canner*, Chicago.

# The Right Way to Compute Margins

Question Will Recur Until a Business Man Publishes a Business Arithmetic

By HENRY JOHNSON, Jr.

"HOW shall we figure profits?" is brought up in almost every meeting of retailers despite the writing and oral exposition that has been continuous, to my knowledge, for nearly twenty years. This condition of persistent ignorance of the most fundamental law of business is due to the absence of business rules in school arithmetic. This ignorance will continue so long as the schools turn out pupils schooled in the idea that "the investment," in other words, the invoice cost, is the basis of all computation. I live in hope that somebody will some day awaken to the crying need for a section devoted to business "figuring" in common school arithmetics and will insert one. If he should happen to forget scholasticism for a time and make that section human, so much the better!

Meantime, I must do what I can; and when, in open meeting of a convention, I hear delegates state that they make "an average of forty per cent." or "twenty-five per cent. net" in the general store business, I know it is time to teach again. So let us lay down the rules.

The right way to figure margins is on the selling price, not the cost. Why? There are any number of reasons, but one is enough: because expenses always are figured on the sale. You cannot have two bases without inviting disaster.

## Process of Margin-Computation

When you know what your goods cost and what they sell for, how can you ascertain the margin? Answer: By dividing the difference between the cost and sale price by the sale price.

Example: Cost of the article \$1.50. Manufacturer's advertised price, \$1.80. What is the margin? The difference between cost and price is 30c, so divide that by 180, thus:

$$\begin{array}{r} 16.6 \\ \hline 18 \overline{)30} \\ 18 \\ \hline 120 \\ 108 \\ \hline 120 \\ 108 \\ \hline 12 \end{array}$$

It is plain that you can continue running that column down indefinitely. So the answer plainly is 16 2-3 per cent; and, since the cost of running a grocery store is 16 2-3 per cent of the average it is equally plain that this margin only covers the average expense, leaving no

profit whatever over the average expense.

What gross margin do you desire to make? Suppose it is 20 per cent., the old process, learned in school, will enable you to ascertain what is 20 per cent. of \$1.80; but at a glance, we know it is 1-5. So divide 180 by 5 and you have 36. Deduct 36 from \$1.80 and you will find that you cannot pay more than \$1.44 for anything to sell at \$1.80 and make 20 per cent. You cannot pay \$1.45, because that only leaves 35c. What margin is 35c on a sale of \$1.80? Do it again, this way:

$$\begin{array}{r} 19.44 \\ \hline 18 \overline{)35} \\ 18 \\ \hline 170 \\ 182 \\ \hline 80 \\ 72 \\ \hline 80 \\ 72 \\ \hline \end{array}$$

Again, it is plain that you can continue indefinitely, so we see the margin is 19.44 per cent. plus, not even 19 1/2 per cent.

What have we learned now? We have learned that, to make 20 per cent., we cannot pay more than \$1.44—delivered in our place of business ready to sell—for anything on which the price is limited to \$1.80.

You can apply that rule to any set of figures, and, if you carry out the ordinary rules of computation correctly, you cannot fail to learn exactly what margin there is in any given case.

## How to Ascertain the Correct Price

Again, when you know the cost of an article and want to fix the right price: Deduct from 100 the margin you desire and divide the cost by the remainder.

Example: Article cost \$1.70; margin desired, 32 per cent. Deduct 32 from 100, leaving 68, and divide 170 by 68, thus:

$$\begin{array}{r} 25 \\ \hline 68 \overline{)170} \\ 136 \\ \hline 340 \\ 340 \\ \hline \end{array}$$

Plainly, that article must sell for \$2.50 to realize 32 per cent. Thus, if this is a dozen extra canned peas, the price must be 21 cents the can. That will give you \$2.52 in single lots, or you can make them 22c, \$2.50 the dozen,

and know you are working on safe lines.

Plainly, too, if this happens to be a stove which costs \$17.00, the price must be \$25.00, or you will not realize 32 per cent.; and if it is a gang plow or tedder or some other large bit of machinery, which costs \$170.00, it must bring \$250.00 or you will not make 32 per cent.

Note, finally, that the 16 2-3 per cent. expense of the grocer is lower than the expense of any other retailer—so far as I know. Hence, if you are a dealer in other lines those lines must pay more than groceries or you will not make any money. If you figure everything on the same inadequate margin that so many grocers employ by such slipshod methods of loose computation, you will not even make expenses, and will go broke!

## Proof of Correct Computation

How can we be sure that \$2.50 is the price which will yield 32 per cent. on a cost of \$1.70? We can prove it by the process first indicated, thus:

$$\begin{array}{r} 32 \\ \hline 25 \overline{)80} \\ 75 \\ \hline 50 \\ 50 \\ \hline \end{array}$$

That is, taking the difference between \$1.70 and \$2.50, which is 80, we divide the 80 by 250 (25 without the cipher) and find that we have 32 per cent.

Careful study and use of these formulae will guide you right. They will always guide you right, because what is true once is true always. If 2 plus 2 equals 4, any combination of similar relative values will produce similar relative results. If the process of finding 32 per cent. margin is correct as given above, the same process will enable you to find any other margin. For instance, a man bought a shirt waist for 95c and sold it for \$4.95, what margin did he make? Immediately, you will exclaim: "About 400 per cent." But that is not so. He made 80.80 per cent. plus—a trifle less than 81 per cent. For here the difference between the cost and price was \$4.00, so we divide the 400 by 495, thus:

$$\begin{array}{r} 80.80 \\ \hline 495 \overline{)4000} \\ 3960 \\ \hline 400 \end{array}$$

(Continued on page 34)



# CURRENT NEWS OF THE WEEK

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

## Maritime

Thomas Bell, Southport, P.E.I., has sold his store to Allan Burke, who will continue the business.

S. V. Prime's house, grocery store and barn, at Westfield, were completely destroyed by fire recently. The fire, of unknown origin, was discovered about ten o'clock in the morning, and by two o'clock all the buildings had been burned to the ground. There was \$900 insurance on the stock and \$300 on the building.

## Quebec

The Pebus store, Knowlton, has dissolved partnership.

Francois Morand, grocer, Matane, has suffered loss by fire.

Pierre Julien, general merchant, St. Catherine, Que., is dead.

Gordon L. Player, grocer, London, has been succeeded by C. E. Walters.

Jos. Emond, of Quebec City, was in Montreal on a business trip.

A. A. Boulias, of St. John's, Quebec, called on the Montreal trade last week.

W. C. Pettee, of Grandall, Pettee & Co., New York, was a Montreal visitor last week.

W. H. Halford, of the Meiji Trading Co., Ltd., Montreal, has been in Winnipeg on a business trip.

J. S. Meyers, of the Peerless Cereal Mills, Ltd., Woodstock, Ont., was in Montreal last week.

Thomas Langlais, grocer, Riviere du Loup Station, Que., has sold his business to L. H. Lavoisier, Ltd.

Mr. Bell, of Bell-King, Ltd., Montreal, is a visitor this week to Ontario, where he will inspect apple prospects.

Amedu Lacroix has been registered in the grocery business under the firm name Lacroix & Gaudreau.

Jos. E. Legendre and Lionel David have been registered in the grocery business under the firm name Legendre & David.

Fabien Giroux, wholesale cattle dealer, and for many years in business at the west and east-end markets, passed away at his residence, 256 Lafontaine Park, Montreal, recently, after but a few hours' illness.

## Ontario

John Scadding, grocer, Toronto, has sold out.

Mrs. W. L. Waddell, grocer, Windsor, Ont., has suffered a small loss by fire.

Jas. Bell, of Bell Bros., grocer, of Matawa, is dead.

Dubensky Bros., groceries and meats, Ford, Ont., have sold to L. and A. Rosenberg.

L. O. Pearson, retail grocer, St. Thomas, Ont., was a visitor at the Toronto office of CANADIAN GROCER during the week.

Neville & Enright, grocers, Douglas, Ont., have been succeeded by Michael Neville.

The Ormerod Meat Co., groceries and meats, Toronto, Ont., have sold to H. Emmerson.

Frank A. Halstead of Port Huron, has purchased the Stevenson boiler works, Petrolia, and will remodel it for the manufacture of soaps and greases. The concern will employ 25 to 40 people.

An attempt was made recently to burglarize W. E. Baker's grocery. Two youths about 15 years of age were noticed trying to gain entrance at the rear of the store. They succeeded in escaping before the constable arrived.

A powdered milk factory will locate in St. Thomas, according to an announcement by the Board of Trade of that city. Contracts calling for delivery of 200,000 pounds of milk have been signed, and a production of 25,000 pounds of powdered milk will be the initial capacity of the plant. The points of shipment will be between Simcoe, in Norfolk county, on the east, and Windsor on the west.

Robert B. Cromarty, Toronto, died after a short illness in the General Hospital recently. Mr. Cromarty was a native of the Orkney Islands and came to Canada some thirty years ago. He was for many years associated with the MacLaren Imperial Cheese Company, Limited, Front street, Toronto.

The Caledonia Evaporating Co.'s plant at Caledonia was completely destroyed by fire recently. The loss is estimated at \$5,000. It is not known how the fire originated. The flames had gained great headway before being discovered, and despite the efforts of the firemen the building was completely gutted. All equipment was also lost.

J. T. Brill, who died recently in the General Hospital, Guelph, Ont., was one of that city's oldest inhabitants, having spent almost 60 years in the city. Mr. Brill was one of the best known of Guelph's citizens. For many years he was in the produce business with the late Jackson & Hallett, who conducted an extensive export business. Two sons survive, George Brill, of Cleveland, and H. R. Brill, of Teeswater.

S. E. Anglin has been appointed assistant sales manager of the Harris Abattoir Co., Ltd., West Toronto. Mr. Anglin was formerly in charge of the shortening and oleomargarine department of this company. As assistant sales manager he succeeds Alex. Hall, who recently left to take charge of the

business of Gordon, Ironsides & Fares, Packers, Ltd., at Winnipeg.

## ONTARIO BUSINESS CHANGES

Robert Hausler, grocer, Welland, is selling out.

Mrs. W. L. Duncan, Niagara Falls, has sold to N. H. Whalley.

C. W. Allen, grocer, Ottawa, has sold to W. J. Kealey.

J. B. Paisley, grocer, Toronto, has sold to E. A. Fobert.

J. Sayer has opened a grocery business in Ottawa.

D. Henry, groceries and meats, Hamilton, has sold out.

W. J. Powell, grocer, Goderich, has sold to O. E. Webb.

Mrs. Pilgrim, grocer, Toronto, has sold to H. E. James.

Louis Rossman, grocer, Toronto, has sold to N. Stein.

I. B. Marshall, grocer, Toronto, is retiring from business.

F. Martin, grocer, Ottawa, has been succeeded by Jas. Boyd.

John Hall, general merchant, Nairn Centre, has sold to R. B. Hall.

E. & D. Smith, Toronto, have been succeeded by J. Johnson.

Robert Higgins, general merchant, Crewe, has sold to Isaac Gauley.

The estate of L. F. Frair, grocer, Ottawa, has been succeeded by A. H. Mulligan.

Geo. Asselstine, general merchant, Charlemont, is advertising his business for sale.

Two grocery businesses in town of Kincardine, Ont., have changed hands recently. H. Anning has sold his store on the corner of Queen and Durham streets to Mr. Russell, and Ed. Palmer of Queen street, has sold to A. Robertson.

The J. W. Austin Co., St. Catharines, have taken over the stores formerly conducted by J. W. Austin, 299 St. Paul St., and the store of Austin & Flanders. The new company has also purchased the store owned by Roddy & Walker, Hoyes Ave. and Queenston Sts., and will conduct them on the cash and carry principle.

## CANADIAN EXPORT OF EGGS

The Department of Agriculture gives out the following statement of export of eggs for five months of the current year: March, 7,620 cases; April, 8,405; May, 18,023; June, 6,495; July, 3,245.

### NEW DIRECTOR FOR ST. LAWRENCE FLOUR MILLS

Joseph Quintal, the new director on the board of St. Lawrence Flour Mills Co., Montreal, is head of the local grain firm of Quintal & Lynch, is president of the Chambre de Commerce and was recently appointed the Eastern Canadian grain representative on the Government Wheat Board.

He fills the vacancy on the flour company board created by the death of Sir Rodolphe Forget.

### ARE FINED FOR SHORT WEIGHT

Three Montreal firms were fined \$25 and costs last week for selling bread short weight. Recently a by-law was prepared and passed requiring that the standard loaf had to weigh 24 ounces, 12 ounces, or multiples thereof. An allowance of 1 ounce on each 24 is made for drying out which may take place after the bread is baked.

Five other bakers have been brought before the Recorder recently for like offences. In addition to these, two milk dealers were quite heavily fined, one of them for selling adulterated milk, and the other for selling milk that was deficient in butter fat.

### MONTREAL GROCERS WILL WELCOME SUSTAINED MILK PRICES

That the price of milk is to be retained without increase in Toronto for at least another month is of interest to Montreal grocers. Perhaps the greater number of them retail milk and some dispose of large quantities. While the consumer always has to foot the bill and pay the one or two cents more for its milk supply which is asked by the milkmen, it will be refreshing to the grocer if he can say: "Milk will cost you no more, madam, than it has all summer."

As far as Montreal is concerned there has been some agitation of late relative to a revision of milk prices upward. At this season of the year, usually, and because of the necessity of increasing the feed allowance to milch herds, farmers advance their prices. Following this the milk distributors raise theirs and the grocer must advance his. It is hoped that a stay in the usual plan of advancing prices on October 1 will be stayed for a short time at least.

### STOREKEEPERS ARE FINED

Montreal is working under an early-closing by-law. Despite this, and as a result in many cases of thoughtlessness, perhaps, no fewer than thirty-two convictions were secured in the Court proceedings on one day last week. Fines were imposed, some of them only \$3 and costs, while others aggregated \$10 and costs.

As pointed out in these columns recently, all stores were required to close at 7 p.m., and specified evenings of the week were to be observed in this way. There are some exceptions, such as in the case of tobacco shops, drug stores, etc. It is understood that a movement is on foot to have the by-law set aside.

Action was introduced last week on behalf of several complainants through their counsel, asking that the law be annulled because of the fact that it is, as before stated, discriminatory.

### NEW BOVRIL PLANT FOR MONTREAL

The City of Montreal has just completed the sale to Bovril, Limited, of about 24,000 feet of land, at the corner of Park avenue and Van Horne avenue, with the understanding that the purchasers should erect on it a factory for the preparation of Bovril. It is understood that no expense will be spared in the new factory to make it conform to the most modern hygienic conditions for pure food production.

The Bovril Company has occupied its present premises at 27 St. Peter street for many years.



I. R. F. FISHER

Toronto, who will have charge of the Ontario business of Smalls Ltd., Montreal, with territory extending as far as Port Arthur.

### WINNIPEG WOMEN PURPOSE TO OPERATE CO-OPERATIVE STORE

More than 100 Winnipeg housewives are perfecting plans for the opening and operation of a co-operative store about October 1st. The promoters are the members of the Consumers' Protective Association, organized last year with Mrs. S. Randal as president.

The aim is to handle all staple lines of foods, including sugar, butter, eggs, meats of all kinds, vegetables and flour. There will be no attempt to handle fuel for the present, as this would require a larger capital than will be available.

"The membership now numbers around 115. The necessary funds for launching the project it is planned to raise through the sale of shares. The idea is merely to run a straight co-operative store managed by women with nothing professional about it, and without any attempt to make dividends. The idea is simply to provide cheaper food for the homes represented in the concern."

### IRON COVERED CAKES LATEST USE FOR PAINTS

#### Three Toronto Confectioners Fined for Using Oxide of Iron for Icing Cakes

Convicted under the adulteration of food section of the criminal code, three Toronto confectioners were fined \$25 and costs each when they appeared in the Toronto Police Court. The prosecution was conducted by H. J. Dager, Dominion Food Inspector for Ontario, who proved that the accused confectioners had been using oxide of iron, a paint material of no food value, in place of chocolate, on cakes sold as chocolate iced cakes. The defendants, while admitting the use of oxide of iron, claimed that they did not know they were doing anything illegal in icing cakes with a chocolate colored paint and selling them to the public as "chocolate iced cakes."

### RIGHT WAY TO COMPUTE MARGINS

(Continued from page 32)

Or, to prove the process, let us take 81 per cent. as the margin desired on the cost of 95c. Thus, we divide the 95 by 19—19 being what is left of 100 after we have deducted 81, see above. Then we find that 19 goes into 95 five times, showing that \$5 will yield exactly 81 per cent. on the sale where the cost is 95c; hence, without resort to minute fractions and long processes, we find our 80.80 plus is correct.

#### Cannot Make One Hundred Per Cent.

Finally, when you figure on the sale price you cannot make 100 per cent. Why? Because 100 per cent. is the total of anything, and, unless your goods cost you nothing, you cannot get the total of your sale price as margin. Study that. You will "get" it after a while. Meantime, here is a table which shows margins realized on an article which costs \$1. If sold for:

\$ 2, the margin is 50 per cent.
3, the margin is 66 2-3 per cent.
4, the margin is 75 per cent.
5, the margin is 80 per cent.
6, the margin is 83 1-3 per cent.
7, the margin is 85.7 per cent.
8, the margin is 87 1/2 per cent.
9, the margin is 88.88 per cent. plus
10, the margin is 90 per cent.
50, the margin is 98 per cent.
100, the margin is 99 per cent.

### KINGSTON, ONT., WOMEN CONSIDER BOYCOTT

A boycott on certain foodstuffs is being considered by the Kingston Women's Council, Kingston, Ont., which will likely call a public meeting of the women of the city as soon as it has all the information required.

The women are looking for the assistance of many retail dealers.

### BELLEVILLE MERCHANTS MUST SELL POTATOES BY WEIGHT

Belleville, September 15.—The City Council has passed a by-law requiring that on the market and in all groceries in the city, potatoes are to be sold by weight.



# NEWS FROM WESTERN CANADA

## Western

Gordon and Tait, general merchants, Edmonton, have dissolved partnership.

S. E. Hatcher, general merchant, Sawridge, Alta., has suffered loss by fire.

W. M. Hutchinson, general merchant, Anderson, Alta., has suffered loss by fire.



FRED J. GREEN.

For many years a retail grocer in Calgary and latterly assistant manager for Tees & Perse, who will be manager of the Calgary and Edmonton branches of the reorganized firm of Oppenheimer Bros., known on this territory as Oppenheimer Bros. and Green.

The St. Ann Trading Co., general merchants, Ste. Anne des Chenes, Man., has sold to A. Lacerdt.

Rae & Henry have opened a new wholesale grocery in the Galt Building, Winnipeg.

Mr. George C. Rae has had much experience in the grocery business for the past eight years with the old A. Macdonald Co. and Macdonald, Chapman, Limited, wholesale grocers, Winnipeg, having been buyer for the latter Co. since its commencement.

Mr. Thomas Henry has also been associated with the old A. Macdonald Co. and the Macdonald, Chapman, Limited, since the inception of that company as credit manager and secretary-treasurer. Mr. Henry's personal acquaintance with the retail trade throughout the West ought to bespeak for the new firm a large measure of support.

B. M. Henderson Brokerage Co., Edmonton, Alta., have been appointed agents for Alberta for "Meadowbrook" peanut butter, manufactured by A. P. Slade of Vancouver, B.C. Mr. Henderson was in Vancouver recently.

Oppenheimer & Richardson, manufacturers' agents, Winnipeg, have been appointed agents for the Western Pro-

vinces for Aromints. "Aromints" is a confection which, as pointed out in a recent issue of CANADIAN GROCER, has recently come on the Canadian market.

## B. C. TRAVELLER DIES

Following an illness which had affected him since November of last year, Robert L. Phelps, one of the best known commercial travellers in Vancouver, died recently at his home at Strathcona, Kerrisdale. He was past grand councillor of the U. C. T. for British Columbia and the States of Washington and Oregon. He came originally from Virginia and had been in the employ of the Empress Manufacturing Company, Vancouver.

## THE ARTICLE, AND THE PRICE, AND THE POSITIVE SUGGESTION

F. Welch, of the London Grocery, Vancouver, claims most emphatically that a window display of groceries, unless the articles are priced, is a waste of effort and space.

"You must make the window tell the whole story," says Mr. Welch. "Give the spectator sufficient information for him to sell himself. If the goods please him and the price seems reasonable your window has the chance to consummate a sale. If there is any factor lacking, your window will let the prospective purchaser drift by without making any decision at all. Just now we are using our windows largely for fruit. The crates or baskets all have the price on them. Another idea that we use

successfully every season is to buy a few gross or so of fruit baskets, ornamental ones, and fill them with an assortment of seasonable fruit, dress the window with them and ticket them with a price." At the time CANADIAN GROCER was interviewing Mr. Welch, baskets of grapes and assorted fruits



FRANK GIBBS.

Who will have charge of the Regina and Saskatoon branches of the reorganized firm of Oppenheimer Brothers. The firm on this territory will be known as Oppenheimer and Gibbs. Mr. Gibbs' headquarters will be in Regina.

were displayed at \$1, and they were moving very satisfactorily, mostly, as Mr. Welch pointed out, for gift purposes for the sick. The margin of profit is quite worth the trouble.

## NEW CANDY CO. FOR VANCOUVER

A new candy factory has just been equipped at 1200 Hamilton street, Vancouver. The company is known as the Sterling Candy Company, Limited, and J. H. Speedy, for many years connected with the candy manufacturing trade on the coast, is managing director. Though the new company has, like every other like concern, been embarrassed by the sugar shortage, they are managing to get under way with a complete range of boiled goods, bars, etc., and high grade chocolates, in halves, ones and five-pound boxes.

## MOVING TO VANCOUVER

Mr. Archie Foreman, for several years local manager of the Vancouver Milling & Grain Company, Nanaimo, B.C., is about to leave the city, having been promoted to a position with the company in Vancouver.



ROSS RICHARDSON.

Formerly sales manager for Tees & Perse, who will manage the Winnipeg branch of the reorganized firm of Oppenheimer Bros., which on the Winnipeg territory will be known as Oppenheimer Bros. and Richardson.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**M**ARKET conditions at the present time taking the country as a whole are fairly brisk. There is a steadier tendency generally in prices, that bodes well for business.

**MONTREAL**—With a somewhat quieter week in jobbing circles, due in part to bad weather conditions locally, there have been fewer changes of a quotable nature.

In the way of advances two brands of coffee have gone higher, Maracaibos and Jamaicas. The market is firm. The Canada sugar refineries have advanced their prices on sugar, refined now being quoted at \$10.75. Barley and oats are marked higher this week and potatoes, too, are selling on an advanced basis.

Declines have been effected for salad oil, rosin, wood alcohol, rolled oats, oatmeal and onions. There are easing tendencies on caraway seed, and a decline may be effected soon on cornmeals if the corn market continues to rule on its lower basis.

A good trade is expected from this time forward. Weather conditions have been against a big business the past week but it is hoped more seasonable conditions will now prevail.

**TORONTO**—Heavy arrivals of sugar during the week have done something toward relieving a very trying situation, and while the supplies have in no way met the demand it is believed that there will be a growing movement in sugar that will within a week or two re-establish normal conditions in the line. There have been comparatively few changes during the week, though in such lines as tea, coffee and spice there is a growing feeling of firmness that may in certain instances presage an advance. The market is practically bare of tapioca, and there has developed a very strong market in this commodity. Some changes are recorded in prepared chocolate and some brands of canned goods. Tobaccos

show sharp advances. In produce lines there is another sharp decline in hogs that is reflected in lower prices in fresh pork and also in cured pork products. Beef remains firm for the best quality, though lighter grades are considerably easier. Lamb and mutton show some declines. Eggs are very firm, and only nominal supplies are arriving so that cold storage stocks are being called upon. Cheese is somewhat firmer owing to the confidence in renewed buying for the British Government.

**WINNIPEG**—The situation in regard to the sugar scarcity was materially improved during the week. While stocks are delimited there is a great improvement, and deliveries are being bettered daily so that conditions are expected soon to be normal. The trade is inclined to look askance at the high price of dried fruits, and some handlers are forecasting declines before the pack is all sold. On the other hand it is generally conceded that low prices for canned goods are not to be expected. The tea market is very firm, but Rio coffee is showing some weakness.

In produce lines there is a sharp break in live hogs and bacon, and an easier feeling in beef. Butter and eggs are in a firm position with stocks comparatively limited. There is a plentiful supply of fish arriving.

**VANCOUVER**—The sugar situation at the coast continues to be critical as relief supplies sent forward have not reached as far as Vancouver Island, and there are still complaints of fruit rotting because of scarcity of sugar. B.C. peaches, pears and apples are arriving on the market in good quantity and are notable for their fine quality. Potatoes are selling at \$40.00 a ton. Provision lines are generally unchanged. Butter and eggs, however, show a very firm tendency that may well mean advances.

## QUEBEC MARKETS

**M**ONTREAL, Sept. 24—The state of the grocery trade is, if anything, a little quieter. The arrival of more seasonable and cooler weather will have a good effect, for there has been a great deal of excessively wet and warm weather which has militated against early fall buying. There are not so many changes as usual.

*Salad Oil Declines;*

*Rosin; Wood Alcohol*

Montreal.

OIL, ROSIN, ALCOHOL.—Salad oil,

Union brand, has been reduced in one quarter 30c per gallon to \$3. This is for one gallon cans. The price in barrels is 25c per gallon less. Rosin is reduced in price 10c per 10 pounds to \$9.75 in bar-

rels. Wood alcohol is down 25c per gallon to \$1.75.

*One More Mark Up  
On Refined Sugar*

Montreal.

SUGAR.—The only change of price made this week in the sugar list is that of an advance of 35c per cwt. for Canada Sugar Refinery make of granulated. The differentials on various soft sugars are, of course, changed accordingly. Meltings are now being carried out regularly, and there is much improve-



ment each week in the outturn, resulting in a much improved supply reaching the retailer and consumer. Improvement is still looked for.

Atlantic Sugar Company, extra granulated sugar, 10 lbs.	11 00
Acadia Sugar Refinery, extra granulated	
Japan	0 16
sugar, 100 lbs.	11 00
Canada Sugar Refinery	10 75
Dominion Sugar Co., Ltd., crystal granulated	11 00
Icing, barrels	11 20
Icing, 25-lb. boxes	11 60
Icing, 50-lb. boxes	11 40
Do., 1 lb.	
Yellow, No. 1	10 60
Yellow, No. 2 (Golden)	10 25
Yellow, No. 3	10 15
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 45
Do., 50-lb. boxes	11 55
Do., 25-lb. boxes	11 65
Do., 2-lb. pack	11 85
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 75
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.	13 50
Do., cartons, 5-lb.	12 75
Crystal diamonds, barrels	11 60
Crystal diamonds (boxes 100 lbs.)	11 70
Crystal diamonds (50-lb. boxes)	11 80
Crystal diamonds (25-lb. boxes)	12 00
Demarara light, per lb.	0 10

**Canned Tomatoes Have Been Sellers**

**Montreal.** CANNED GOODS.—There is quite a movement of canned tomatoes, otherwise the sale of canned vegetables is limited, this being the season for the fresh varieties. Canned fruit, too, is enjoying a rather limited sale. New fruits are now coming to hand in canned form and of some varieties there will be ample supplies for the winter trade.

<b>Canned Vegetables—</b>	
Asparagus (Amer.) mammoth green, doz.	5 75
Asparagus, imported (2 1/2)s	4 85
Asparagus tops (Canadian)	4 00
Beans, Golden Wax	1 85
Beans, Refugee	1 85
Beets, new sliced, 2-lb.	0 95
Corn (2s)	2 10
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 25
Spinach, 3s	2 85
Spinach, Can. (2s)	1 80
Spinach, California, 2s	3 15
Do. (wine gals.)	8 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 50
Tomatoes, 2 1/2s	2 10
Tomatoes, 3s	2 15
Tomatoes, gallons	6 00
Pumpkin, 2 1/2's (doz.)	1 10
Pumpkins, gallons (doz.)	3 25
Peas, Standards	1 85
Peas, early June	1 92 1/2
Peas, extra fine, 2s	3 00
Do., fancy, 20 oz.	1 87 1/2
Potato, Can. sweet, 2 1/2-lb tins	
Do., 2-lb. tins	2 75
Olives (in bls. 49 wine gals.), gal.	1 35
<b>Canned Fruits—</b>	
Apples, 2 1/2s, doz.	1 40
Do., 3s, doz.	1 80
Do., gallons, doz.	5 25
Blueberries, 2s	2 25
Currants, black, 2s, doz.	4 65
Do., gallons, doz.	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50
Cherries, white, pitted	4 40
Gooseberries, 2s, heavy syrup, doz.	4 65
Do., 2s (pails)	2 77 1/2
Peaches, 20 oz., doz.	
Do., No. 2	2 80
Do., 2 1/2 (best)	3 75
Pears, 2s	2 50
Do., 2 1/2s	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), Do., 2 1/2s	4 50
Plums—Lombard	2 00

Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s, black or red, heavy syrup	4 70
Do., 2 1/2s	
Strawberry, 2s, heavy syrup	4 65
<b>Canned Fish—</b>	
<b>Salmon—</b>	
Chums, 1-lb. talls	2 00
Do., 1/2s, flat	1 20
1 lb. talls, cases 4 doz., per doz.	4 50
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 60
rale, 1/2-lb., doz.	1 37 1/2
Pale, 1 lb., doz.	2 37 1/2
Pinks, 1/2-lb., doz.	1 50
Cohoos, 1-lb. talls	3 50
Cohoos, 1-lb. flats	2 25
Cohoos, 1/2 lbs., flat	1 75
Red Springs, 1-lb. talls	4 00
Red Springs, 1-lb. talls white springs (1s)	4 00
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Alaska, red, 1-lb. tall	4 25
Richards, 1-lb. talls	2 00
Whale Steak, 1-lb. flat	1 00
Herrings, imported, tomato sauce	3 10
Do., kippered	2 85
Do., kippers, doz. (4 doz. case)	2 35
Do., tomato sauce, doz.	2 35
Haddies (lunch) (1/2-lb.)	1 00
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines (case)	6 25
Norwegian sardines, per case of 100 (1/4s)	24 00
<b>Oysters (Canned)—</b>	
5 oz., doz.	2 60
10 oz., doz.	4 20
Lobsters, 1/4-lb. doz.	3 00
Do., 1/2-lb. tins, doz.	5 50
Do., 1-lb. talls	8 25
Do., 1/2-lb., doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, 1/2-lb. tins	3 50
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25
Sardines, French	32 00
Scallops, 1-lb. doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	1 00
Shrimps, No. 1	2 40
Do., 1 1/2s	4 50
Crabs, No. 1 (case 4 doz.)	4 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, ds., Montreal	2 50

**Bean Prices Firmer; Japanese Arriving**

**Montreal.** BEANS, PEAS.—Markets are rather firmer, and the best grades of Canadian beans are quoted at \$5.40 to \$5.50 per bushel. Japanese grades are arriving in this market and the prices of these are favorable. Japanese green peas are quoted at 11c per pound.

Canadian, hand-picked, bush.	5 40
British Columbia	5 00
Brown Beans	3 50
Japanese	5 00
Yellow Eyes	5 50
Japanese Lima, per lb. (as to quality)	0 10
Lima, California	0 15
Kidney beans	6 00
Peas, white soup, per bushel	3 50
Peas, split, new crop (98 lbs.)	7 00
Peas, Japanese, green, lb.	0 11

**Export Enquiry For Rice; Prices Steady**

**Montreal.** RICE.—The markets are ruling quiet but with steadiness manifest for most grades. Sight changes are made from time to time dependent upon the available spot supplies of the jobber. Tapioca and sago are moving and prices hold unchanged.

<b>RICE—</b>	
Carolina	17 00
Honduras	18 00

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

**Exchange Rates Will Make Nuts Costly**

**Montreal.** NUTS.—In view of the fact that vessels cannot be readily secured to pick up cargoes at European ports, the North American continent, and Canada in particular, may have to pay high rates for all nuts this fall. In speaking this week with a Montreal importer CANADIAN GROCER was informed that imports that were due here during the present month had not yet left the European ports, and that, furthermore, they were unlikely to reach here before October or November. As a consequence of this it will be necessary to buy what supplies one can get in United States markets, and the exchange rates applying will make for much higher prices.

Almonds, Tarragona, per lb.	0 29
Almonds (shelled)	0 62
Almonds (Jordan)	0 75
Brazil nuts (new)	0 26
Brazil nuts (medium)	0 15
Filberts (Sicily), per lb.	0 28
Filberts, Barcelona	0 25
Hickory nuts (large and small), lb.	0 10
Pecans, No. 4 Jumbo	0 15
<b>Peanuts—</b>	
Do., No. 3 Jumbo	0 38
Fancy	0 15
Extras	0 12
Shelled, No. 1, Spanish	0 25
Salted Spanish, per lb.	0 29
Shelled, No. 1 Virginia	0 16 1/2
Do., No. 2	0 14
<b>Peanuts (salted)—</b>	
Fancy wholes, per lb.	0 38
Fancy splits, per lb.	0 33
Pecans (new Jumbo), per lb.	0 32
Pecans, large, No. 2, polished	0 32
Pecans, New Orleans, No. 2	0 21
Pecans, "paper shell," extra large	
Jumbo	0 60
Walnuts (Grenoble)	0 29
Walnuts (new Naples)	0 23
Walnuts (shelled)	0 90
Walnuts (Chilean), bags, per lb.	0 33
Walnuts (Spanish)	0 30

**Fruits Are Moving; Will be Big Demand**

**Montreal.** DRIED FRUITS.—Not a great deal of improvement has been noted in the dried fruit movement. Supplies of prunes and other commodities are still limited, and it will be some weeks before decided improvement can be expected in the prune supply. Raisins are being offered in greater variety from week to week.

Apricots, fancy	0 32
Do., choice	0 28
Do., slabs	0 26
Apples (evaporated)	0 25
Peaches (fancy)	0 26
Faced	0 19
Choice	0 20
Extra choice	0 21
12 oz., per pkge.	0 16
Pears, choice	0 25
<b>Drained Peels (old)—</b>	
Citron	0 45
Orange	0 46
Citron	0 59



<b>Raisins—</b>		
Bulk, 25-lb. boxes, lb.	0 18	0 28
Muscadels, 2 crown	0 16	0 16
Do., 1 Crown	0 14	0 14
Do., 3 crown	0 18	0 18
Cal. seedless, cartons, 16 oz.	0 23	0 23
Choice seeded, 12 oz.	0 14	0 14
Fancy seeded	0 14	0 14
15 oz.	0 16 1/2	0 18
11 oz.	0 13 1/2	0 14
Choice seeded, 15 oz.	0 16	0 16
Seedless, 15 oz. pkg.	0 23	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	0 27 1/2	0 27 1/2
Dates, Excelsior, per case (36-10s)	6 25	6 25
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 25	7 25
Packages only, Excelsior	0 20	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 22-lb. boxes	0 14	0 14
Do. (28 8-oz. boxes)	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
<b>Prunes (25-lb. boxes)—</b>		
30-40s	0 32	0 35
40-50s	0 30	0 30
50-60s	0 25	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	0 14	0 14
<b>Peels—</b>		
Orange	0 45	0 45
Lemon	0 42	0 42
Citron	0 62	0 62

**Molasses Very Strong; Corn Syrups Unchanged**

Montreal.

MOLASSES, SYRUPS.—The undertone of the molasses market is a decidedly strong one and there may be a firming of prices. The movement has been fairly good, seasonably speaking. Corn syrups, while unchanged, may be put upon a somewhat more favorable basis if corn prices decline below present levels. The Chicago market has been lower of late but the uncertainty of the basis makes it difficult to forecast, definitely, what the immediate future will reveal.

<b>Corn Syrups—</b>		
Barrels, about 700 lbs., per lb.	0 08 1/4	0 08 1/4
Half bbls.	0 08 1/2	0 08 1/2
Kegs	0 08 3/4	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45	5 45
5-lb. tins, 1 doz. in case, case	6 05	6 05
10-lb. tins, 1/2 doz. in case, case	5 75	5 75
20-lb. tins, 1/4 doz. in case, case	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 38 1/2-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
<b>White Corn Syrup—</b>		
2-lb. tins, 3 doz. in case, case	5 95	5 95
5-lb. tins, 1 doz. in case, case	6 55	6 55
10-lb. tins, 1/2 doz. in case, case	6 25	6 25
20-lb. tins, 1/4 doz. in case, case	6 20	6 20
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, per cs.	7 50	7 50
Barrels, per 100 lbs.	10 00	10 00
Half barrels, per 100 lbs.	10 25	10 25
Glucose, 6-lb. cans (case)	4 80	4 80

Prices for

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

Note—Prices on molasses to outside points average about 3c per gallon less.

**Honey Moves in Fair Quantities**

Montreal.

HONEY, MAPLE SYRUP.—There is a fairly good demand for honey, and with cooler weather this will increase. The prices are steadily held without change. Maple sugar and syrups are held at the high prices quoted herewith, the product having left the farmers' hands in most

instances and those wanting supplies having, therefore, to pay well for what they need.

<b>Maple Syrup—</b>		
13 1/2-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2 1/2-lb. cans, 24 in case, per case	18 50	21 80
Maple Sugar (nominal), small lots	0 27	0 32
<b>Honey, Clover—</b>		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 26	0 26
In tins, 60 lbs., per lb.	0 24	0 24
30-lb. pails	0 25	0 25
10-lb. pails	0 26	0 26
5-lb. pails	0 25	0 25
Buckwheat, 6-lb. tins, lb.	0 18	0 18

**Late Movement of Teas Has Been Large**

Montreal.

TEAS.—The recent sales of tea from the importer to the jobber have totaled a large amount and Japans have been in popular demand. The undertone is steadily firm. One large importer stated this week to CANADIAN GROCER that his sales of tea for August had exceeded those of the previous month by upwards of a quarter of a million pounds.

Pekoe, Souchongs, per lb.	0 48	0 51
Pekoes, per lb.	0 52	0 55
Orange Pekoes	0 60	0 65
<b>Japan Teas—</b>		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

<b>Javas—</b>		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

**Coffees Are Marked Higher on Two Grades**

Montreal.

COFFEE, COCOA.—Prices are up for Maracaibo and Jamaica grades of coffee, the former 1c per pound and the latter 2c. There is quite a steady market condition. While the cocoa markets are unchanged, the cocoa bean undertone is firm and increases for cocoa and chocolate may be looked for. As a matter of fact one or two proprietary lines are marked up this week.

<b>Coffee—</b>		
ROGOTAS, lb.	0 45	0 47
Cut mixed (1-lb. cartons), doz.	4 10	4 80
Maracaibo, lb.	0 43 1/2	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39 1/2
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

<b>Cocoa—</b>		
In 1-lbs., per doz.	5 25	5 25
In 1/2-lbs., per doz.	2 75	2 75
In 1/4-lbs., per doz.	1 45	1 45
In small size, per doz.	1 10	1 10

**Caraway Seed May Soon be Lower**

Montreal.

SPICES.—Importers expect to get caraway seed for less money, soon. Dutch seed is now available and supplies are expected to arrive at any time. The basis will soon be around 25 cents per pound, it is pointed out. There has been much activity of late in a general way.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
<b>Cinnamon—</b>		
Rolls	0 55	0 55
Pure ground	0 35	0 40
Cloves	0 65	0 65
Cream of tartar (French pure)	0 80	0 80
American high test	0 80	0 85
Ginger	0 29	0 29

Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80, lb.	0 48	0 48
100, lb.	0 40	0 40
Nutmegs, ground, 1-lb. tins	0 65	0 65
Pepper, black	0 38	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 31
Pickling spice	0 25	0 27
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	2 00
Caraway (nominal)	0 30	0 40
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

**Domestic Selling of Flour Has Improved**

Montreal.

FLOUR.—Quite an improvement is manifest in the domestic trade for flour. Of course export is an uncertain thing under rather stringent Government regulations. The undertone is steadily firm and prices are without change.

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

**Package Goods Sales Are Still Heavy**

Montreal.

PACKAGE GOODS.—There has been a steadily heavy demand for various package cereals and the jobbers have a big sale for most lines each week. Oat flakes are quoted down this week to \$5.40 per case.

<b>Package Goods—</b>		
Corn Flakes, 36s, case	3 90	4 15
4 25	4 25	4 25
Rolls oats, 20s	5 60	5 60
Do., 18s	2 00	2 00
Do., large, doz.	3 00	3 00
Oat Flakes, 20s	5 40	5 40
Puffed rice	5 25	5 25
Puffed wheat	4 25	4 25
Wheat food, 18-1 1/2s	3 25	3 25
Uorridge wheat, 36s	6 45	6 45
Do., 20s	6 25	6 25
Self-rising flour (3-lb. pack.) doz.	2 90	2 90
Do. (6-lb. pack.), doz.	5 70	5 70
Corn starch (prepared)	0 11 1/4	0 11 1/4
Potato flour	0 16 1/2	0 16 1/2
Starch (laundry)	0 12	0 12

**Rolled Oats and Oatmeal Some Easier**

Montreal.

CEREALS.—Declines have been effected in some quarters on rolled oats and on standard, granulated and fine oat-meals. The range of price now for rolled oats in 90's is from \$5.15 to \$5.40. There is, if anything, an improved demand for both rolled oats and cornmeal, with tendencies somewhat lower for cornmeal.

Cornmeal, Gold Dust	6 00	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	7 50	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50



Hominy, pearl 98 lbs. ....	5 75
Graham flour ..... 5 75	5 00
Oatmeal (standard-granulated and fine) ..... 5 65	5 85
Oatmeal, fine cut, in pkgs., c/s. ....	4 00
Peas, Canadian, boiling, bush. ....	5 50
Split peas (per 98 lbs) ..... 6 00	6 50
Rolled oats, 50-lb. bags ..... 5 15	5 40
Rolled wheat (100-lb. bbl's.) ..... 7 10	
Tapioca flour, lb. .... 8 15	0 16

### Feed Business Big With Prices Held

**Montreal.**

FEEDS.—Steadily increasing demand is responsible for a strong undertone in the feed markets. The mills are very busy, bran and shorts being big sellers, and also the special feeds which are being offered to the trade.

<b>Shorts—</b>	
Mixed cars ..... 55 00	
<b>Bran—</b>	
Mixed cars ..... 45 00	
Crushed oats ..... 60 00	68 00
Barley chop ..... 64 00	75 00
Special, middlings ..... 54 00	
Feed flour (98 lb. sack) ..... 3 75	
<b>Gluten Feed (22% Protein)—</b>	
F.O.B. Cardinal ..... 58 50	
F.O.B. Fort William ..... 55 00	

### More Hay Movement; Grains Little Higher

**Montreal.**

HAY AND GRAIN.—There has been no quotable change this week for hay, the prices being on the same basis as those of last week. At the same time declines are likely to come. Advances are made effective for oats and barley. Oats are from 2½ to 4 cents per bushel higher, while barleys are advanced one to one and a half cents.

<b>Hay—</b>	
Good, No. 1, per 2,000-lb. ton ....	23 00
Do., No. 2 ..... 22 00	
Do., No. 3 ..... 20 00	
Straw ..... 11 00	
<b>Oats—</b>	
No. 2 C.W. (34 lbs.) ..... 1 00	
No. 3 C.W. .... 0 99	
Extra feed ..... 0 99	
No. 1 feed ..... 0 99	
No. 2 feed ..... 0 99	
<b>Barley—</b>	
No. 3 extra Ontario ..... 1 47	
No. 3 ..... 1 43½	

Note—These prices are at elevator and bags and bagging are not included.

### Big Demand Holds; Fruit Prices Up

**Montreal.**

FRUITS.—Prices are held high owing to the ready sale that the products find in this market. The consumer seems to want fresh fruit steadily, and supplies are readily sold at prices that show little change. The offerings are large and big shipments are absorbed every week.

<b>Apples—</b>	
Hampers ..... 2 50	3 00
Alexander, No. 1 ..... 7 00	7 50
Duchess, No. 2 ..... 7 00	7 50
Do., No. 3 ..... 5 00	
Apricots, box ..... 3 25	
Bananas (as to grade), bunch. ....	5 00 6 00
Cantaloupes, basket (12) ..... 1 25	
Cranberries, bbl. .... 15 00	
Egg plant ..... 1 50	2 00
Grapes (box), 30 lbs. .... 3 50	5 00
Grapes, basket ..... 0 50	0 75
Lemons, Messina ..... 6 00	6 50
Melons (Montreal), doz. .... 10 00	
Pears, California ..... 1 50	
Peaches (box) ..... 1 75	
Peaches (small basket) ..... 0 50	
Peaches, large basket ..... 1 25	1 50
Oranges, Cal., Valencia ..... 6 50	4 50
288-324 ..... 5 00	
250 ..... 5 00	
176, 200, 216 ..... 6 00	

### Potatoes Are Up But Should Decline

**Montreal.**

VEGETABLES.—The price of potatoes, local grown variety, has been higher of late, and this is attributed to the decidedly wet weather conditions that have prevailed. The advances are temporary, dealers state, and they expect lower prices, dependent upon better weather for harvesting the crop, and which is said to be large. Onions are on a more favorable price basis.

Beans, new string, Montreal, 20-lb. bag ..... 1 50	2 00
Beets, new, bag (Montreal) ..... 1 25	
Cucumbers (Montreal), doz. .... 0 15	
Chickory, doz. .... 0 75	
Cauliflower (Montreal), doz. .... 1 50	2 00

## ONTARIO MARKETS

TORONTO, Sept. 23—There has been a generally dull market during the week in most grocery lines with no very marked changes to mention. Trade has been good, though there has been no noticeable buying movement. There is a firm undertone to the market generally, with few indications of decline in prices.

### Sugar Situation Shows Improvement

**Toronto.**

SUGAR.—The sugar situation, while still far from satisfactory, is showing a very marked improvement. Four steamers' carrying 3,200 tons each, are being regularly used in the sugar trade, and this with other tonnage available, is assuring a more regular supply to the refineries. All the refineries are now in operation and it is expected that by next week available stocks of sugar will be sufficient to take care of the more urgent demand, and that within a very short time now the shortage of sugar supplies will be a thing of the past. The Canada Sugar Refinery this week advanced its prices 35 cents a hundred.

St. Lawrence, extra granulated ..... 11 21	
Atlantic, extra granulated ..... 11 21	
Acadia Sugar Refinery, extra granulated. 10 71	
Can. Sugar Refinery, extra granulated. .... 10 96	
Dom. Sugar Refinery, extra granulated. .... 10 16	
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

### Crisco, Coconut, Baker's Chocolate Advance

**Toronto.**

MISCELLANEOUS.— There have been a number of changes recorded this week in proprietary lines. Crisco is down \$1.70 a case, making the price \$12.00. Libby's asparagus, 2½'s, long green, is quoted at \$4.90, and tips at \$4.25. Schepp's coconut has advanced to 45 cents. Baker's chocolate also shows advances being quoted, Premium 43,

Cabbage (Montreal), doz. .... 0 50	0 75
Carrots, bag ..... 1 25	
Celery, doz. .... 1 00	1 50
Corn (per bag), doz. .... 0 25	0 35
Garlic, lb. .... 0 25	0 30
Do., doz. .... 1 50	
Lettuce (curly), doz. .... 0 25	
Lettuce (Montreal), head ..... 9 50	
Leeks ..... 1 00	
Mint ..... 0 30	
Mushrooms, lb. .... 1 25	
Basket (about 3 lbs.) ..... 8 50	
Onions, Texas, hamper ..... 4 00	
Yellow, 75-lb. sack ..... 3 75	
Red, bag ..... 3 00	
Spanish, crate ..... 8 00	
Parsley (Canadian) ..... 0 20	
Potatoes, Montreal (90-lb. bag) .. 2 00	2 25
Radishes, doz. .... 0 20	
Rhubarb, doz. .... 0 25	
Spinach, box ..... 1 00	1 25
Turnips, Quebec, bag ..... 2 00	
Do., Montreal ..... 1 25	
Do., new, doz. .... 0 40	
Tomatoes (Montreal), 30-lb. box ..... 0 50	
Do., Rose ..... 1 00	
Do., hothouse, lb. .... 0 28	

Sweet Caracas, 38c; Dot, 41c; Cocoa, ½'s, ½'s, 1's, 47c.

### Package Goods Show No Change

**Toronto.**

PACKAGE GOODS.—There is a very fair demand for all lines of package goods. The prices on these goods remain unchanged during the week.

<b>PACKAGE GOODS</b>	
Rolled 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 20	
Cooker Package Peas, 36s, case. .... 3 80	
West Indies, 1½s, 48s. .... 4 50	6 85
Cornstarch, No. 1, lb. cartons. .... 0 11½	0 11¾
Do., No. 2, lb. cartons ..... 0 10¾	
Laundry starch ..... 0 10	
Laundry starch, in 1-lb. cartons ..... 0 12	
Do., Do., in 6-lb. tin canisters ..... 0 13¼	
Do., Do., in 6-lb. wood boxes ..... 0 13¼	
Potato Flour, in 1-lb. pkgs. .... 0 16	
Fine oatmeal, 20s ..... 5 60	
Cornmeal, 24s ..... 3 65	
Farina, 24s ..... 2 36	
Barley, 24s ..... 2 35	
Wheat flakes, 24s ..... 5 40	
Wheat kernels, 24s ..... 4 50	
Self-rising pancake flour, 24s. .... 3 30	
Buckwheat flour, 24s ..... 3 30	

### Bulk Molasses Slightly Easier

**Toronto.**

SYRUP AND MOLASSES.—There is a slightly easier feeling in bulk molasses noticed this week, quotations on West Indian having declined about 5 cents a gallon. There is no change recorded in syrups.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs., yellow, per lb. ....	\$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls. ....	
Cases, 2-lb. tins, white, 2 doz. in case ..... 5 95	
Cases, 5-lb. tins, white, 1 doz. in case ..... 6 65	
Cases, 10-lb. tins, white, ½ doz. in case ..... 6 25	



Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 6-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75
<b>Cane Syrups—</b>	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over.	7 00
<b>Molasses—</b>	
Fancy, Barbadoes, barrels	1 10
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
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s.	4 60

**Slow Movement In Canned Goods**

**Toronto**  
**CANNED GOODS.**—There is a noticeable slackness in the trade in all lines of canned goods at the present time. Buyers are not eager to purchase till they know the price of the goods. Supplies of corn and tomatoes are arriving, but the price has not been set and merchants are generally deferring purchases.

<b>Salmon—</b>	
Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25
Do., 1/2s	3 00
Chums, 1-lb. talls	2 95
Do., 1/2s, doz.	1 85
Pinks, 1-lb. talls	2 35
Do., 1/2s, doz.	1 85
Cohoos, 1/2-lb. tins	2 90
Cohoos, 1-lb. tins	3 75
Red Springs, 1-lb. talls	3 75
White Springs, 1s, dozen	2 30
Lobsters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins	
Whale Steak, 1s flat doz.	1 75
Pilehards, 1-lb. talls, doz.	1 75
<b>Canned Vegetables—</b>	
Beets, 2s, dozen	1 95
Tomatoes, 2 1/2s, doz.	2 10
Peas, standard, doz.	1 97 1/2
Peas, early June, doz.	2 12 1/2
Do., Sweet Wrinkle, doz.	2 40
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	
Asparagus, tins, doz.	3 85
Asparagus butts, 2 1/2s, doz.	2 50
<b>Canadian corn</b>	
Corn, American, 2s, doz.	2 15
Pumpkins, 2 1/2s, doz.	1 25
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
<b>Pineapples, sliced, 2s, doz.</b>	
Do., shredded, 2s, doz.	
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	6 00
Apples, gal., doz.	
Peaches, 2s, doz.	2 87 1/2
Pears, 2s, doz.	2 35
Piums, Lombard, 2s, doz.	2 40
Do., Green Gage	
Cherries, pitted, H. S.	4 85
Raspberries, 2s, H.S.	4 75
Strawberries, 2s, H.S.	5 25
Blueberries, 2s	2 10
<b>Preserved Fruits, Pint Sealers—</b>	
Peaches, pint sealers, doz.	3 40
<b>Jams—</b>	
Apricot, 4s, each	0 80
Black currants, 16 oz., doz.	4 00
Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s, each	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s, each	1 15

**Dried Fruits Growing Scarcer**

**Toronto.**  
**DRIED FRUIT.**—There is an ever increasing scarcity evident in dried fruits, many of the lines are almost unobtainable at the present time, and prices generally are so high for those available that there is not a very brisk market.

<b>Apricots, unpitted</b>	
Do., fancy, 25s	
Do., choice, 25s	
Do., standard, 25s	
<b>Candied Peels, American—</b>	
Lemon	0 44
Orange	0 48
Citron	0 47
<b>Currants—</b>	
Grecian, per lb.	0 22
Australians, 3 Crown, lb.	0 22
<b>Dates—</b>	
Excelsior, pkgs., 3 doz. in case	6 50
Dromedary, 3 doz. in case	7 50
<b>Figs—</b>	
Taps, lb.	
Malagas, lb.	
Comadre figs, mats, lb.	
Smyrna figs, in bags	0 18
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
<b>Prunes—</b>	
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
<b>Peaches—</b>	
Standard, 25-lb. box, peeled	
Choice, 25-lb. box, peeled	
Fancy, 25-lb. boxes	
Practically peeled, 25-lb. boxes	
Extra choice, 25-lb. box, peeled	
<b>Raisins—</b>	
California bleached, lb.	
Extra fancy, sulphur, blch., 25s	
Seedless, 15-oz. packets	0 23
Seeded, fancy, 1-lb. packets	
Seeded, 15-oz. packets	0 18
Seedless, Thompson's, bulk	0 20
Seedless, 16-oz. packets	0 20
Crown Muscatels, 25s	0 15 1/2

**Cereals Show Good Demand**

**Toronto**  
**CEREALS.**—There is a very fair demand for cereals at the present time, and business generally is good. Prices remain as follows:

	Single F.o.b.	Bag Toronto	Lots Toronto
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
R barley Flour, 98s		4 60	
Buckwheat Flour, 98s			
Cornmeal, Golden, 98s	5 75	6 00	
Do., fancy yellow, 98s	5 00	5 50	
Hominy grits, 98s	5 50	6 00	
Hominy, pearl, 98s	5 25	5 75	
Oatmeal, 98s	5 70	5 80	
Oat Flour			
Rolled oats, 90s	5 25	5 75	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Breakfast Food No.1	4 15	4 15	
Do. No. 2	4 15	4 15	
Rice flour, 100 lbs.	10 00		
Linseed meal, 98s	6 75		
Peas, split, 98s	6 60		
Blue peas, lb.	0 10		

**Strong Market Reported in Tea**

**Toronto.**  
**TEA.**—The market in tea is very strong, with prices showing firmer tendencies on primary markets. Indications are that when dealers have to deliver teas bought on the present market increases will be unavoidable. At the present time no such increases have

been felt, and there is no immediate prospect of such action.

<b>Ceylons and Indians—</b>	
Pekoe Souchongs	0 46
Pekoes	0 48
Broken Pekoes	0 54
Broken Orange Pekoes	0 58
<b>Javas—</b>	
Broken Orange Pekoe	0 58
Broken Pekoes	0 40
<b>Japans and Chinas—</b>	
Early pickings, Japans	0 53
Do., seconds	0 50
Hyson thirds	0 45
Do., pts.	0 58
Do., sifted	0 67

Above prices give range of quotations to the retail trade.

**Coffee Regains Firm Position**

**Toronto.**  
**COFFEE.**—After recent declines coffee has regained its former firm position, and is being held firmly at present prices. Conditions in primary markets are very strong, and the present looks like a good buying time, as no declines are to be expected for some months.

Java, Private Estate	0 51
Java, Old Government, lb.	0 49
Bogotas, lb.	0 49
Guatemala, lb.	0 48
Mexican, lb.	0 50
Maracaibo, lb.	0 47
Jamaica, lb.	0 45
Blue Mountain Jamaica	0 53
Mocha, Arabian, lb.	0 49
Rio, lb.	0 37
Santos, Bourbon, lb.	0 46
Ceylon, Plantation, lb.	0 30
Chicory, lb.	0 32
<b>Cocoas—</b>	
Pure, lb.	0 31
Sweet, lb.	0 31

**All Spices Are Very Firm**

**Toronto**  
**SPICES.**—There is a general firmness in all spices reflecting the very strong position of primary markets. Allspice is in an especially firm position, there being a much stronger market at production points, and only limited stocks on hand. No advances have been recorded however. Mustard seed is also very scarce, and ginger is selling at slightly higher figures.

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

**Tapioca Stocks Very Light**

**Toronto**  
**RICES.**—There is no very keen demand for rice at the present time, but owing to comparatively light holdings



this dullness in the market has had no effect on prices. Tapioca is exceptionally scarce and is very firmly held.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	18 00	18 00
Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	15 00	16 00
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., Pakking	14 00	14 00
White Saso	0 13 1/2	0 13 1/2
Tapioca, per lb.	0 14 1/2	0 15 1/2

### Honey Demand Very-Light

**Toronto.**  
HONEY.—The high prices being asked by producers for honey has had a limiting effect on purchases, most wholesalers holding off for lower prices. As a result there is no particular effort to sell, and the movement in honey is very light indeed.

Honey, Clover—		
5-lb. tins	0 24	
2 1/2 a tins	0 25	
10-lb. tins	0 24	
60-lb. tins	0 24	
Buckwheat, 50-lb. tins, lb.	0 18	
Comb, No. 1, fancy, doz.		
Do., No. 2, doz.		
Maple Syrup—		
8 1/2-lb. tins, 10 to case, case	17 00	
Wine qt. tins, 24 to case, case	16 00	
Wine 1/2 gal. tins, 12 to case, case	15 00	
Wine 1 gal. tins, 6 to case, case	14 00	
Imperial 5 gal. cans, 1 to case, case	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

### No Change in Nut Prices

**Toronto.**  
NUTS.—There have been no changes in prices during the week, and business has been of a limited nature. Reports indicate a heavy crop of walnuts in California, that may mean supplies available at fairly reasonable figures. The imported nuts, however, threaten to be so high as to be almost prohibitive.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 39	0 39
Cocconuts, Jamaica, sack	10 00	
Cocconut, unsweetened, lb.	0 36	
Do., sweetened, lb.	0 43	
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	0 22	
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 88	

### Tokay Grapes and Cranberries Arrive

**Toronto.**  
FRUIT.—The Canadian fruit is rapidly drawing to a close, though there are peaches, plums and pears still offering, and a very fair supply of grapes, that are quoted below the early high figures. Canadian apples in barrels are arriving on the market. These are fall varieties: Wealthy, Wolf River, Alexander, Jen-

netting, Colverts, and some Pippin varieties. They are selling: for No. 1, \$7.00; No. 2, \$6.00; No. 3, \$4.50.

Californian Tokay grapes are now on the market, and Cape Cod cranberries are another new arrival. Grape fruit is slightly easier this week, with oranges and lemons showing slightly higher figures.

Bananas, Port Limons	0 07 1/2	
Valencia Oranges—		
176s, 200s, 216s	6 50	6 75
150s and 126s	5 25	6 50
100s, 250s, 288s	5 00	5 75
Grapefruit, 64s, 70s, 80s, 96s	6 50	
Lemons, Messina Verdellis, box	6 75	7 00
Colorado peaches, box	1 85	
Domestic peaches (about finished)—		
Plums, 11 qts.	1 75	
Do., 6 qts.	0 90	
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jenetting, Pippin, No. 1	7 00	
Do., No. 2	6 00	
Cal. Apples, Kings, box	3 50	3 75
Cal. Bartlett Pears, box	5 00	
California Hardy, box	4 75	
Oregon Howell, box	5 50	
Can. Pears, 11 qts.	1 00	
Oregon Prunes, box	1 65	1 75
Grapes, Cal. Malaga, crate	3 25	
Cal. Tokay	3 50	3 75
Can. Grapes, 6 qts., Jenos	0 38	0 40
Salmon flesh, 16 qts.	0 75	1 00
Do., 11 qts.	0 50	0 75
Cranberry, Cape Cod, bbl.	12 75	13 00
Half barrel	6 50	
Boxes	4 75	

### Very Dull Market in Beans

**Toronto.**  
BEANS.—There has been a very dull market in beans of late, and only comparatively few sales have been made. Prices remain unchanged.

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

### Spanish Onions and Sweet Potatoes Decline

**Toronto.**  
VEGETABLES.—There have been many changes in price during the week. Sweet potatoes are selling much lower, being quoted down to \$2.50 a hamper for fine grade Jerseys. Spanish onions are also quoted considerably lower. Bag onions remain firm in price. Lettuce, cauliflower, celery and similar lines are considerably firmer. Basket vegetables also are somewhat higher priced.

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

Jersey Sweet Potatoes, hamper	2 50	2 75
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	0 35	
Egg plant, 11-qt. basket	1 00	
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	3 50	

### Flour Demand Brisk; No Price Changes

**Toronto.**  
FLOUR.—Mills report a very brisk demand for flour. At present there is no export business but the domestic demand will take care of all stocks milled for some time to come. There has been no change in price.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15	
In jute bags	11 00	

### Keen Demand For All Feeds

**Toronto.**  
FEEDS.—There is a very keen demand for feeds at the present time, a demand that the production of the mills is entirely unable to meet. Prices, however, are being maintained at their present figure.

	In carlots, track	
Bran, per ton	55 25	
Shorts, per ton	45 25	

### Tobacco Lines Show Advances

**Toronto.**  
TOBACCO AND CIGARETTES.—The Imperial Tobacco Company has increased its prices on most of its lines following the general increase in raw tobacco prices. The prices on some of the better known lines are as follows: Old Chum 1 1/2 lb. tins, \$1.60; 1-12 packages, \$1.44. Meerschaum 1-12 and 1-7 packages, \$1.44. Sterling 1/4 lb. tins, \$1.60. Bull Durham 1-9 and 1-15 lb. bags, \$1.80. Dukes Mixture 1-15 lb. bags, \$1.60. Repeater, 1-12 lb. packages, \$1.44. Calabash 1-5 and 1-9 lb., \$2.15. Piccadilly 1-9, 1/2, 1/4 lb., \$2.15. Capstan Navy Cut, 1/2, 1/4, 1/8 lb. mild, \$2.90; medium and full, \$2.55. Players Navy Cut, 1/2, 1/4, 1/8 lb., \$2.90. Garrick 1/4, 1/8 lb. tins, \$3. Glasgow Mixture 1/2, 1/4, 1/8 lb., \$2.70. Tuxedo 1/8 lb. tins, \$2.15. Velvet 1/8 lb. tins, \$1.90. Lucky Strike 1/8 lb. tins, \$2.65. Forest and Stream 1-9, 1-12 packages, \$1.44; 1/4, 1/2, 1 lb. tins., \$1.50. Great West 1/8 pouches, 1/2 lb. tins, \$1.30.

Plug chewing tobacco: Black Watch, per pound, \$1.20; Club, Currency, Old Fox, Micmac, per pound, \$1. Bright chewing plugs: Empire Navy, Old Kentucky, Pay Roll, Walnut, per pound, \$1.25; Bobs, \$1; Stag, \$1.08.

Cigarettes per thousand are quoted as follows: Derby, Old Gold, Players Navy Cut, Sweet Caporal, Old Chum, \$12.30; Fatima, Camel, \$14.50; Richmond, Calabash, \$16. Egyptian cigarettes: Murad, Mogul, \$19; Yildiz, \$30; Imperial Fleur, Pall Mall, Egyptian Deities, Three Castles, \$24.

## WINNIPEG MARKETS

**W**INNIPEG, Sept. 23—There has been a marked improvement in the sugar situation during the week and further improvement is expected during the coming week. There is a very strong feeling in evidence in most lines.

### Sugar Situation Shows Improvement

**Winnipeg.**  
SUGAR.—Supplies are better than they have been for some time. Acadia refinery has shipped twenty-five cars to Manitoba the past few days. Prices are very firm.

### Trade Expects Dried Fruit Declines

**Winnipeg.**  
DRIED FRUITS.—It is felt by the trade that prices on dried fruits may show a decline before the crops are all marketed, caused by the falling off in export demand, due to the low level to which sterling exchange has dropped.

### Canned Fruit Price To Be High

**Winnipeg.**  
CANNED FRUIT.—Cheap canned fruit is not looked for this year. The cost of raw material and labor were much higher than in any previous year. In some lines the Canadian pack is small, especially peaches. The American pack is reported in excess of last year, but a large portion has been bought for export.

The high rate of exchange on Sterling has had a tendency to somewhat curtail the demand for export the past two weeks, and prices which were then from 10 to 15 per cent. over opening prices have now a tendency to retract to opening prices.

### Bean Market Very Firm

**Winnipeg.**  
BEANS.—Bean market is looked upon as being in a strong position. There is estimated to be one-third less crop than last year. From a food value point of view they are still the cheaper of any staple food.

Hand-picked Selects, 100-lb. bags	....	8 50
Lima Beans, 100-lb. bags, lb....	....	0 12

### Tea Prices Very Firm

**Winnipeg.**  
TEA.—Tea is expected to advance. The extreme rate of exchange is having a very marked effect; also the labor situation, increased wage scale affecting largely transportation, packing and growing of tea. Dealers are advised by wholesalers to secure their requirements now.

### Rio Coffee Shows Decline

**Winnipeg.**  
COFFEE.—Rio coffee had dropped

two cents a lb. the past week. A reaction is looked for, bringing it up one and a half cents to one and three-quarters.

**SANTOS GRADES.**—Santos grades remain firm, with tendency to higher prices, caused by short supplies and an extra heavy demand for these grades.

### Changes Noted in Pepper Prices

**Winnipeg.**  
SPICES.—Black pepper to arrive in three months' time has declined, it is reported, at least one-half to one cent per lb.

**WHITE PEPPER.**—White pepper to arrive in three months' time is quoted at an advance of from one-half to one cent per lb.

## BRITISH COLUMBIA MARKETS

**V**ANCOUVER, Sept. 22—The sugar situation still continues to be serious, especially at the Coast, which has not been affected by the relief supplies sent forward. Other market conditions, however, are normal.

### Fresh Meat Price Unchanged

**Vancouver.**  
FRESH MEATS.—There is an easier feeling in the market for fresh meats, though prices remain largely unchanged at the moment.

FRESH MEATS—

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

### Market For Meats Somewhat Easier

**Vancouver.**  
SMOKED MEATS.—There is an easier feeling in these lines, but no changes have been recorded.

SMOKED MEATS—

Bacon, No. 1, med., lb. ....	0 55
Bacon, No. 1, heavy, lb. ....	0 52
Smoked backs, lb. ....	0 51
Hams, No. 1, lb. ....	0 50
Ayrshire ro's, lb. ....	0 50
Cooked rolled shoulders, lb. ....	0 48
Hams, cooked ....	0 60

### Lard Shows No Change

**Vancouver.**  
LARD.—There has been no change in these products reported. Prices are quoted as follows:

LARD—

Compound, tierce basis, lb. ....	0 32
Pure, three basis, lb. ....	0 37½

**CLOVES.**—Cloves is expected to be somewhat higher. The market is very unsettled, owing to the large quantities being used for the manufacture of compound vanilla. It is felt that the market will naturally strengthen and probably go higher.

### Cereal Prices Remain Steady

**Winnipeg.**  
CEREALS.—There is a good demand for all cereal lines, with no price changes recorded.

Cornmeal, yellow, sacks. ....	2 50
Do., half sacks. ....	2 60
Oatmeal, sacks. ....	4 50
Do., granulated, half sacks. ....	2 95
Do., standard, half sacks. ....	2 50
Peas, dried green, per bushel. ....	5 85
Spl't Peas, per lb. ....	0 09

### Spanish Onions To Arrive

**Winnipeg.**  
VEGETABLES.—Cable just received by large importer states the first consignment of Spanish onions since the war is now on its way. Prices are not definitely known, but from indications are said to be very reasonable.

### Firm Market Reported in Cheese

**Vancouver.**  
CHEESE.—There is a firm market in cheese at the present time, following the stronger markets at other points. No change in prices have been recorded however.

CHEESE—

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

### Strong Market For Eggs

**Vancouver.**  
EGGS.—The egg market here is very strong and reflects the strong feeling of other points. Fresh eggs have advanced in Seattle to 72 cents.

EGGS—

B.C., fresh, car lots. ....	0 70	0 75
Albertas, case lots. ....	0 59	
Cooking, case lots. ....	0 45	0 52

### Fish Supply Good; Prices Unchanged

**Vancouver.**  
FISH.—Receipts are keeping up steadily this week. One boat is in with 60,000 pounds of halibut and black cod, and a fleet of small gas boats is continually coming with salmon. Prices of salmon are away up. This condition is being created by the action of United States cannery who are out on the fish-



ing grounds bidding everything to skyline prices.

FISH—

Fresh Cohoe	0 16
Fresh Spring	0 17
Chicken Halibut	0 14
Chicken Halibut, medium	0 16
Block and heavy Cod	0 10
Fresh Smelts	0 11
Frozen Smelts	0 10
Shrimps	0 16

SMOKED FISH—

Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kipped Salmon	0 22	
Smoked Pink Spring	0 20	
Haddies, Western	0 10	
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	1 40	
Do., medium	0 85	
Soles	0 06	0 07

Butter Firm;

Advances Likely

Vancouver.

BUTTER.—There is a very strong feeling in the butter market at present and advances are expected any time.

BUTTER AND MARGARINE—

Government grade	0 55	0 60
Margarine		0 36

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 23.—The market is holding firm in most staple lines, and there are few changes. The sugar question is still unsatisfactory regarding stocks. First delivery canned peaches arrived and are selling at \$3.70 and \$3.75. Ordinary cornmeal is easier and is quoted at \$4.50 and \$4.60. New Brunswick cheese is firmer at 28½ and 29 cents. Ontario twins, 29 and 29½ cents. Pure lard 38½ and 39 cents. American pork easier at 67 and 72 cents. Eggs, fresh, 64 and 68 cents; case, 58 and 60 cents. Creamery butter 55 and 60 cents; tub, 46 cents. Canadian onions, 100 lb. bags are selling at \$5.25 and \$5.50. Fruits are unchanged, except that Gravenstein apples are selling \$3.50 to \$6. New Brunswick apples are quoted \$2.50 to \$5.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 25 6 35
Cornmeal, ordinary	4 50 4 60
Roiled oats	12 00
Rice, Siam, per 100 lbs.	13 75 14 00
Molasses	0 90 0 91
Standard, granulated	11 10
No. 1, yellow	10 60
Cheese, New Brunswick	0 28½ 0 29
Cheese, Ont., twins	0 29 0 29½
Eggs, fresh, doz.	0 64 0 68
Eggs, case	0 58 0 60
Breakfast bacon	0 47 0 50
Butter, creamery, per lb.	0 55 0 60
Butter, dairy, per lb.	0 50
Butter, tub	0 46
Lard, pure, lb.	0 38½ 0 39
Lard, compound	0 31 0 32
American clear pork	67 00 72 00
Bee' corned, 1s	4 55 4 90
Tomatoes, 2½s, standard case	4 90
Raspberries, 2s, Ont., case	
Peaches, 2s, standard, case	3 70 3 75
Corn, 2s, standard case	4 70
Pean, standard case	4 10 4 20
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red, spring, cases	
Pinks	11 00 11 50
Cohoes	14 50 15 00
Onions	4 50
Evaporated apples, per lb.	
Peaches, per lb.	
Potatoes—	
Potatoes, Natives, per bbl.	3 00

Onions, Can., 100-lb bags	5 25	5 50
Potatoes, barrel		6 00
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	12 00	14 00
Apples, Gravensteins		3 50
Aples, N.B.	2 50	5 00
Peaches, Cal., box		2 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Sept. 23.—Clover Leaf salmon ½s are selling at \$19, 1s \$17.50 case, but only small lots offered. Kootenashi beans are \$8 and \$8.25. B. C. \$7.50 to \$9. Siam rice is quoted \$12 to \$16. Tapioca, \$12.50 to \$15. Sago \$11.75 to \$15. Lard 3s, \$21.30 to \$21.60. Potatoes, \$36. Soda biscuits advanced 1c per pound. Crisco dropped \$1.70 case. Bacon dropped 2½ cents; smoked hams 1½ cents. Penderay's Pearl soap advanced \$1 per case. Regal salt 10 cents. Porridge wheat 45 cents per case.

Beans, Lima	0 12	0 16
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.		10 70
Roiled oats, 80s		4 50
Rice, Siam	0 12	0 16
Japan, No. 1	17 00	18 00
Tapioca, lb.	12 50	15 00
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt		
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 30	21 60
Eggs, new-laid, local	16 50	17 00
Tomatoes, 2½s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Pean, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 00	9 85
Raspberries, 2s, Ontario, case	9 50	9 85
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.		0 23
Apricots, evaporated, 25s		0 40
Peaches, evaporated, lb.		0 30
Prunes, 90-100s		0 21½
Do., 70-80s		0 22¾
Do., 50-60s		0 23¾
Salmon, pink tall, case		10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton		36 00
Oranges		7 25
Lemons		9 50
Grapefruit		7 50
Cantaloupes, crate		6 00
B.C. Strawberries, crate		7 00

VANCOUVER MARKETS

Continued from page 47

Japanese Embargo

May be Lifted

Vancouver.

RICE.—A rumor is current here that the Japanese Government will soon lift the embargo on the exports of rice as good crops seem assured.

B.C. Peaches

of Excellent Quality

Vancouver.

FRUIT.—Splendid shipments of Kere-meos peaches have been arriving on this market, and dealers claim that the continuance of such shipments would make imports from Washington unnecessary. Box apples are coming on the market in some volume, and pears have also made their appearance.

Apples in boxes—	
Snows	3 50
Jeffries	3 00
Wealthies	3 00
Pears, Flemish—	
Beauty, per box	2 50
Cantaloupes, standard crate	4 00
Do., box	1 75

Potatoes Selling

\$40 Per Ton

Vancouver.

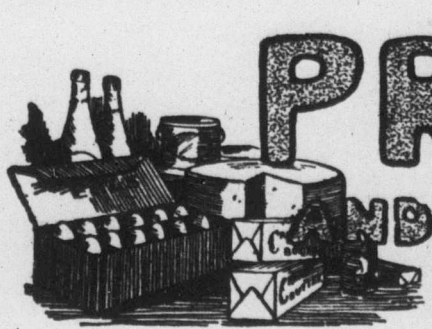
VEGETABLES.—There is little change in the market for vegetables this week, potatoes are offering at \$40 per ton.

JAPANESE COURTS UPHOLD RIGHTS OF TRADE-MARK

The Supreme Court of Japan, in a suit instituted by a Philadelphia manufacturing company for the protection of its trade-mark rights, has handed down a decision which must rank as epochal in international trade.

The decision, in unqualified terms, upholds every essential trade-mark right guaranteed under Japan's treaty agreement with the United States. It safeguards not only American trade-mark owners, but owners also in every other country having similar treaty agreements with Japan.





# PRODUCE AND PROVISIONS

## Equipment and Display Build Sales

Sanitary Equipment That Permits Display of Meats Enables the Merchant to Keep His Stock Moving Evenly—People Ask For What They See—So Sales Are Built For Cuts Not Ordinarily in Demand

**T**WENTY-SIX years in the meat business, sixteen of which have been spent in a store of his own, has afforded Wm. Howell, who conducts a grocery and meat business at Queen Street and Beech Avenue, Toronto, ample opportunity to make a careful study of the trade in regard to what the public want, and how best to cater to their needs. To give them the best possible service with a reasonable profit to himself is always his desire. To steadily improve his business, to keep it abreast of the times, and to increase his clientele, has been his purpose all through these years. That he has succeeded is evident in the rapid growth of his trade from a very small beginning.

### Helps Grocery Trade

The meat trade, in the case of Mr. Howell, has not been the outgrowth of the grocery department, but rather the reverse. Mr. Howell was a butcher before he was a grocer, and it might be said that he specializes in meat. However, he has found that the meat department built up the grocery trade. In fact he has the same buying public for both, and as an evidence of this, he showed CANADIAN GROCER a number of orders, on which were written grocery requirements of the respective customers, and in each instance an order for meat was also given.

### A Believer in Display

The store at Queen Street and Beech Avenue is an attractive place, and is sufficient proof of the statement that Mr. Howell has kept abreast of the times. Mr. Howell is a firm believer in display, and his meat department is the last word in this regard. On entering the store, one is immediately struck with the well-ordered arrangement of the place, and the splendid facilities for showing meats to the public. A few years ago Mr. Howell installed a modern refrigerator system extending to the counters, which, of course, are enclosed in glass. This cold storage equipment renders possible the display of meats in

a manner not only attractive to the eye but perfectly sanitary and hygienic as well.

Refrigerator pipes extending along the counters keep the meats in perfect condition no matter what the weather is, and the covering of glass, like a silent salesman, prevents the exposure to any contamination. The choicest steaks, roasts, tenderloin, sausages, are here shown to view, and the customer can readily see what he wants.

### Can Keep Supply of Cuts on Hand

Mr. Howell makes it a point to always keep a good supply already for serving to the people, and in this way he saves considerable time. While his morning trade is largely on the telephone, he states that he does a big business over the counter in the afternoons. He believes that the proper display of any goods, whether it be meat, groceries, or anything else, is always productive of business, and because of his methods on this account he has attracted a great deal of business that he otherwise might not have secured.

### Cold Storage Plant Builds Business

"My cold storage plant," he told CANADIAN GROCER, "has more than repaid me for the initial outlay. It has paid me many times over, and the expense of the upkeep of the same is very small indeed."

### Display Helps to Sell Cuts Not Usually Called For

Mr. Howell was asked how, in his long experience, he had overcome what to many butchers had become a rather trying circumstance, namely, that so many people wanted the same cut of meat. So many ask for sirloin steak, and the question arises, if everyone gets sirloin steak what is to be done with the rest of the beef? Mr. Howell told the CANADIAN GROCER representative that he had no trouble in this respect. He bought whole beeves, and had little difficulty in utilizing the parts not often called for. In fact he never tried to force on people what they didn't want.

His refrigerator plant enables him to carry a fairly heavy stock. His primary object was to give satisfaction, and this could not be done by sending people what they hadn't asked for. He gave them what they wanted, and this is where display counts for so much because he usually laid before his customers a choice variety of meats. Mr. Howell manufactures his own Hamburg steak and all his own sausages. It is in this way that he is able to use to advantage the poorer cuts of meats. No loss is permitted from waste, the cold storage plant being sufficient preventative against it, and the fact that the poorer cuts can be used in the way specified renders profitable what otherwise might be lost. Cooked meats, hams and bacon, too, are always in good supply.

In addition to a full stock of all staple groceries, Mr. Howell handles in season all green vegetables and fruits. These, too, he displays to advantage, and finds them a very profitable line to handle during the summer.

### COSTS MORE NOW TO KILL AND DRESS CATTLE IN MONTREAL.

Increased rates are in effect at Montreal for slaughtering and dressing cattle. The new rates are said to be in excess of the old to the extent of 60 per cent. Butchers now sending their cattle, hogs, sheep, etc., to the abattoir company for killing will be required to pay the following rates: For beef, killing and dressing, per head, \$1.25; sheep and lambs, per head, 25c; calves, per head, 40c; hogs, per head, 55c.

The by-law remained without action being taken upon it by the City Council until it had become operative automatically. Mayor Martin has refused to affix his signature, asserting that the charges were excessive as outlined in the foregoing schedule. It is expected, however, that the chairman of the Administrative Commission will affix his signature to the by-law, thus making it fully operative.



# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Sept. 23.—Important declines are effective this week in live and dressed hogs and the tendencies are lower on various grades of barrelled pork, smoked and cured meats, cooked meats, etc. Lard is quoted less, too, and shortening will be reduced in price. There has been an easing of the price basis for butter, although produce men, in view of the fact that demand is brisk, do not anticipate low prices. The cheese market is firm, but without quotable change. Eggs are higher in price and likely to advance more. Buying prices are down for live poultry and more grading is being done. The fish business was much better last week and enquiries are more numerous for pickled and salt varieties. Trading is good and tendencies are downward on various pork products.

### With Reduced Export Demand, Hogs Decline

Montreal.

**FRESH MEATS.**—In view of the fact that export business for bacon has been curtailed of late owing to the accumulation of large lots in England the tendencies have been downward on pork and pork products. Live hogs have, as a consequence, continued to decline and are selling in this market this week at \$18.00 to \$18.50 per cwt. The same price tendencies apply on dressed pork and various cuts of pork as well, and good hogs, for whole carcasses, are quoted at 26½ to 27c per lb. There is little or no change in the price of beef, calves, lambs or sheep. A fair movement continues.

FRESH MEATS—			
Hogs, live		\$18 00	\$18 50
Hogs, dressed—			
Abattoir killed, small (heads off),			
65-90 lbs.		28 00	
Sows (heavy)		23 00	24 00
Fresh Pork—			
Leg of Pork (trimmed) (foot on)		0 35	
Loins (trimmed)		0 39	
Loins (untrimmed)		0 35	
Spare ribs	0 24	0 25	
Trimmed shoulders		0 31	
Pork sausage (pure)		0 26	
Farmer sausages		0 22	
Fresh Beef—			
(Cows)		(Steers)	
\$0 20	\$0 22	Hind quarters..	\$0 26 \$0 27
0 12	0 13	Front quarters..	0 14 0 15
	0 27	Loins	0 34
	0 23	Ribs	0 25
	0 11	Chucks	0 14
	0 18	Hips	0 22
Calves (as to grade)		0 22	0 28
Lambs, 25-40 lbs. (whole carcass),			
lb.		0 25	0 26
No. 1 Mutton (whole carcass), lb.			
		0 16	

### Hams Much Lower; Bacon Down, Too

Montreal.

**CURED MEATS.**—A marked decline is made this week in the prices of various weights of cured ham. This is attributable to the decrease in export demand, and also to a somewhat heavier surplus stock here, the summer holiday trade now being of small proportions. Bacon of the various grades is also lower, as will be observed from the price list herewith quoted. Barrelled

pork and beef are also reduced in price. The tendencies are of an easing character.

Hams—	
Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 42
14-20 lbs.	0 41
20-25 lbs.	0 31
25-35 lbs.	0 30
Over 35 lbs.	0 29
Bacon—	
Breakfast	0 48 0 54
Windsor	0 53
Cottage rolls	0 40
Picnic hams	0 32
Long clear bacon	....
Barrel Pork—	
Canadian short cut (bbl.) 30-40 pieces	68 00
Clear fat backs (bbl.) (40-50 pieces)	67 00
Heavy mess pork (bbl.)	54 00
Short Cut Clear Plate Pork (pieces) 30-40	62 00
Plate Boof	35 00
Mees Beef	32 00

### Cooked Meats Can Be Bought For Less

Montreal.

**COOKED MEATS.**—Following the general lowering tendencies on pork and pork products, the commodities entering into the various cooked meats thus being reduced, prices on various meats are down this week. Roast and cooked hams, tongue, etc., are available for less money and may be down to lower levels.

Head Cheese	0 13	0 15
Choice jellied ox tongue		0 62
Jellied pork tongues		0 48
Ham and tongue, lb.		0 30
Veal and tongue		0 23
Hams, roast		0 63
Hams, cooked		0 62
Shoulders, roast		0 53
Shoulders, boiled		0 52
Pork pies (doz.)		0 80
Clod pudding, lb.		0 12
Mince meat, lb.	0 16	0 17

### Lard Market Easy; Should Reduce More

Montreal.

**LARD.**—The tendencies are decidedly easier for pure lard and it will not be at all surprising to see much lower prices within a week. With pork on its present basis, and with the probability of still lower prices, lard is sure to rule on a reduced price basis. There is a seasonably good demand.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 33	0 34
Tubs, 50 lbs., per lb.	0 33½	0 34½
Pails, 20 lbs., per lb.	0 34	0 35
Bricks, 1 lb., per lb.	0 36	0 37

### Shortening Shaded; Case Goods Down

Montreal.

**SHORTENING.**—Lower prices are in effect for case shortening, crisco being quoted now at \$12 per case. This is considerably more than a \$2 decline within a few weeks. As far as bulk and print shortening go, there has been an easing of the undertone, but little actual change has been made. Lower prices will probably be effective within a few days.

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

### Margarine is Held and Movement Fair

Montreal.

**MARGARINE.**—Prices are held without change on margarine and the movement continues to be fair, season considered. The outlook is for a better selling movement as soon as weather conditions are more settled on a lower temperature basis.

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

### Easier Tendencies on Best Grade Butter

Montreal.

**BUTTER.**—Heavy receipts of butter in this market have served to make price tendencies somewhat easier. Consumptive demand, however, is large, and while produce men do not anticipate advances, there is a feeling that there will not be a marked decline. Receipts this season, to date, have exceeded those of last year by upwards of 21,000 packages. It is expected that plenty of export demand will develop later in the season.

BUTTER—		
Creamery, prints, fresh made..	0 57	0 58
Creamery, solids, fresh made..	0 56	0 57
Dairy prints	0 50	0 51
Dairy, in tubs, choice	0 49	0 50
Bakers'	0 45	0 47

### More Active Buying Firms Cheese Market

Montreal.

**CHEESE.**—Independent interests are now coming along for supplies of cheese for export account. This has tended to somewhat firm the undertone, although there is no actual change of price. Domestic sales are seasonably good at unchanged prices.

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



**New-Laid Eggs 68c;  
May Go Still Higher**

**Montreal.**  
EGGS.—Export and domestic demand for eggs is so large that the prices have this week been advanced 2 to 3c per dozen. This is readily understood when the falling off in production, usually manifest at this season of the year, is taken into account. Some look for higher prices still. Receipts have been heavy right along, but the consumption is heavy to cope with this.

EGGS—	
No. 2	0 50
No. 1	0 58
Selects	0 64
New laid	0 68

**Lower Buying Prices  
For Live Poultry**

**Montreal.**  
LIVE POULTRY.—In view of the fact that much poultry arriving from the country has been of poor quality, the produce men have begun to grade more extensively and considerable change has been affected in the buying prices, lower quotations being in effect this week. The buying is fairly well maintained, but the movement could be greater.

POULTRY (dressed)—		(Selling Prices)	
Chickens, roast (3-5 lbs.)	0 37	0 40	
Chickens, roast milk fed)	0 43	0 50	
Broilers (3-4 lb. pr.)	0 45	0 47	
Ducks—			
Brome Lake (milk fed green)	0 46		
Young Domestic	0 36	0 38	
Turkeys (old toms), lb.		0 60	
Turkeys (young)		0 52	
Geese		0 28	
Old fowls (large)		0 34	
Old fowls (small)		0 30	
POULTRY (live)—		(Buying Prices)	
Light weights	0 21		
Heavy weights	0 24	0 27	
Ducks, young	0 19	0 20	
Old		0 14	
Chickens	0 19	0 25	
Geese	0 15	0 20	
Live—Old fowl	0 22	0 28	
Roosters		0 17	
Turkeys		0 40	

**Fish Business Good  
Enquiry Better**

**Montreal.**  
FISH.—Price tendencies are easier for pickled and salt fish and the enquiry for these is developing nicely. Herrings, cod fish and salmon of this grade are likely to be lower, and this is in accord with the definite tendencies pointed out in recent issues of CANADIAN GROCER. The prices on these varieties will be below the range of 1918.

FRESH FISH	
Carp, per lb.	0 11 0 12
Dore	0 22
Eels, lb.	0 12
Bullheads (dressed)	0 15
Gaspereaux, each	0 08
Haddies	0 12 0 13
Fillet Haddies	0 20
Haddock	0 08 0 09
Halibut, Eastern	0 24
Halibut, Western	0 23 0 24
Steak, cod	0 10 0 12
Market cod	0 07 0 08
Flounders	0 07 0 09
Prawns	
Pike, per lb.	0 13
Live lobsters	0 45
Boiled lobsters	
Salmon (B.C.), per lb. Red	0 28 0 30
Salmon, Gespe	0 45 0 40

Shad	0 20
Skate	0 08
Lake Trout	0 19 0 20
Mackerel	0 16 0 17
Shrimps	0 35 0 40
Whitefish	0 17 0 18
Trout, brook	0 35 0 40
Swordfish	0 24

FROZEN FISH	
Gaspereaux, per lb.	0 06 1/2 0 07
Halibut, large and chicken	0 19 0 20
Halibut, Western	0 20 0 21
Halibut, medium	0 21 0 22
Haddock	0 06 1/2 0 07
Mackerel	0 16
Dore	0 14 0 15
Smelts, No. 1, per lb.	0 12 0 13
Smelts, No. 2, per lb.	0 07 0 08
Pike, Headless and Dressed	0 10 0 11
Market Cod	0 05 1/2 0 06
Whitefish, small	0 11 0 12
Sea Herrings	0 07 1/2 0 08
Steak Cod	0 08 0 08 1/2
Gaspe Salmon, per lb.	0 24 0 25
Salmon Cohoes, round f.	0 17 1/2 0 18
Salmon, Qualla, Hd. and Dd.	0 13 0 14
Whitefish	0 15 0 16
Smelts, extra large	0 22
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	6 00
Alewires	0 05 1/2 0 06

SALTED FISH	
Codfish—	
Codfish, large bbl., 200 lbs.	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	20 00
Codfish, No. 2, 200 lb. barrel	18 00
Pollock, No. 1, 200 lb. barrel	15 00

Codfish, strip boneless (30-lb. boxes), lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box)	2 40 2 50
Dried codfish 100-lb. bbl.	13 00

PICKLED FISH	
Herrings (Scotch cured), barrel, 11 25	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00 27 50
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17

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

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

SUNDRIES	
Paper Oyster Pails, 1/2 per 100	1 75
Crushed Oysters Shell, 100-lb.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25

**ONTARIO MARKETS**

**TORONTO** Sept. 24.—There have been sharp declines recorded in live hogs. These have been reflected in fresh pork prices. Lamb and mutton are also easier. There is a much firmer feeling noticed in eggs, and the supply is equal to the demand.

**Hogs Show  
Further Declines**

**Toronto.**  
FRESH MEATS.—There was another sharp decline in hogs early this week, making a figure of \$17.75 for fed and watered, and fresh pork has declined as a result. Beef is holding firm for the heavyweight stock, though light beef is in heavy supply and is selling at lower figures. Lamb and mutton also show a considerably easier feeling.

Hogs—		FRESH MEATS	
Dressed, 70-100 lbs., per cwt.		\$30 00	
Live on cars, per cwt.		17 25	
Live, fed and watered, per cwt.		17 75	
Live, f.o.b., per cwt.		16 75	

Fresh Pork—	
Legs of pork, up to 18 lbs.	0 35 0 38
Loins of pork, lb.	0 39 0 40
Tenderloins, lb.	0 45 0 46
Spare ribs, lb.	0 14
Picnics, lb.	0 26 0 28
New York shoulders, lb.	0 32 0 34
Montreal shoulders, lb.	0 30
Boston butts, lb.	0 32

Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 15 0 26
Front quarters, lb.	0 10 0 16
Ribs, lb.	0 15 0 26
Chucks, lb.	0 08 0 14
Loins, whole, lb.	0 25 0 32
Hips, lb.	0 15 0 22
Cow beef quotations about 2c per lb. below above quotations.	
Calves, lb.	0 20 0 28
Lambs, whole, lb.	0 16 0 18
Spring lamb	0 16 0 21
Sheep, whole, lb.	0 19 0 15
Above prices subject to daily fluctuations of the market.	

**Cured Meats  
Show Declines**

**Toronto.**  
SMOKED MEATS.—There has been a

general decline in most lines of smoked meats following the downward movement of hogs. The present quotations are as follows:

Hams—	
Medium	0 42 0 44
Large, per lb.	0 26 0 40
Heavy	0 30 0 33
Bacon—	
Skinned, rib, lb.	0 63
Boneless, per lb.	0 55 0 57
Dry Salt Meats—	
Long, clear bacon, av. 50-70 lbs.	0 30 0 31
Do., av. 70-90 lbs.	0 32
Clear Bellies, 15-30 lb.	0 30 0 31
Sausages in brine, keg, 35 lbs.	7 35
Fat backs, 16-20 lbs.	0 33 0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	52 00
Short cut backs, bbl. 200 lbs.	64 00
Pickled rolls, bbl., 200 lbs.—	
Heavy	58 00
Lightweight	62 00
Above prices subject to daily fluctuations of the market.	

below corresponding cuts above.

Barrel Pork—	
Mess pork, 200 lbs.	52 00
Short cut backs, bbl. 200 lbs.	64 00
Pickled rolls, bbl., 200 lbs.—	
Heavy	58 00
Lightweight	62 00
Above prices subject to daily fluctuations of the market.	

**Cooked Meats  
Remain Unchanged**

**Toronto.**  
COOKED MEATS.—There has been no change in quotations on cooked meats during the week. Prices are as follows:

Boiled hams, lb.	0 58 0 50
Hams, roast, without dressing, lb.	0 61 0 63
Shoulders, roast, without dressing, per lb.	0 51 0 53
Head Cheese, 6c, lb.	0 12 0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26 0 27
Choice jellied ox tongue, lb.	0 62 0 65
Pork and Tongue, lb.	0 36
Above prices subject to daily fluctuations of the market.	



### New Laid Eggs Scarce and High

Toronto.

EGGS.—There is a very considerable scarcity in new laid eggs, and the prices are high. The trade generally are sending out storage eggs to meet demand. According to the Dept. of Agriculture report 13,500 cases of eggs were up for inspection for export shipment. If this movement continues it will be a very heavy drain on the light supplies arriving, and may be expected to send prices up.

Eggs—

No. 1 storage, doz.	0 57	0 58
Special new laids, in cartons, doz.	0 62	0 64

Prices shown are subject to daily fluctuations of the market.

### Easy Feeling Noted in Butter

Toronto.

BUTTER.—There is a very easy feeling noted in butter during the week, and despite the fact that the New York market shows a much firmer tendency being up a cent a pound, there is no tendency toward advances here.

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

### Cheese Prices Unchanged Though Higher at Boards

Toronto.

CHEESE.—There has been no change in cheese prices, though the prices on the various cheese boards have all increased following the heavy buying of one of the large Montreal operators. The announcement that the British Government will take the balance of the exportable pack will unquestionably have a firming influence.

Cheese—

Large	0 28
Stilton (new)	0 31
Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.	

### Lard Shows Slight Declines

Toronto.

LARD.—There was a slightly easier feeling in lard during the week which has resulted in a shading of prices.

Lard, tierces, 400 lbs., lb.	0 33	0 35
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

### Shortening Prices Remain Unchanged

Toronto.

SHORTENING.—There has been no change in shortening prices during the week, prices remain as follows:

SHORTENING—	
Tierces, 400 lbs., lb.	0 29½ 0 30

### Poultry Receipts Much Improved

Toronto

POULTRY.—There are greatly improved receipts noted in poultry this week. The movement is now reaching fairly large proportions that foretokens lower prices. There has already been a

sharp decline in the prices paid by commission men in Toronto that will be felt by the trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 20	0 16
Fowl, over 5 lbs.	0 25	0 25
Fowl, under 3½-5 lbs.	0 20	0 20
Spring chickens, live.	0 20	0 23
Do., dressed	0 23	0 27

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$ 35
Do., light	0 33
Chickens, spring	0 34 0 38
Ducklings	0 35
Turkeys	0 40 0 40

### Haddock and Cod Scarce; Lake Trout Plentiful

Toronto.

FISH.—There is a general scarcity of sea fish, especially haddock and cod. Lake trout on the other hand, are arriving in heavy quantities, and generally

speaking, the supplies of fish are ample to meet the demand. All salt lines are expected to arrive next week. Oysters are on the market again and are in good demand.

FRESH SEA FISH	
Cod Steak, lb.	\$0 13
Do., market, lb.	0 09
Haddock, heads off, lb.	0 11
Do., heads on, lb.	0 10
Halibut, chicken	0 21 0 22
Do., medium	0 22 0 23
Flounders, lb.	0 07 0 10
Salmon, Restigouche	
Fresh B. C. Salmon	0 27 0 28
Oysters, No. 1 can.	3 40 3 65
Do., No. 3 can.	9 50 9 80

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

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

## WINNIPEG MARKETS

WINNIPEG, Sept. 23—Sharp declines have been noticed in many lines of meat and provisions and further declines are possible. Eggs and butter are firm. The cheese market is somewhat dull.

### Hogs and Bacon Down; Beef Shows Weakness

Winnipeg.

Pork is now down to eighteen dollars per hundredweight. A further decline is expected in sympathy with Eastern and American markets.

Beef has shown considerable weakness with actual declines in the market. Provisions are expected to be easier in sympathy with this decline.

Bacon took a drop of five cents per lb.; also other pork products are expected to show a decline soon.

### Butter Firm; Movement Light

Winnipeg.

BUTTER.—Butter remains very firm. Very little movement is reported by the trade.

Choice Creamery	0 54	0 56
Medium Dairy	0 45	0 46
Choice Dairy	0 48	0 50

### Egg Stocks Light; No Price Change

Winnipeg.

Supplies are falling off and dealers are starting to draw on storage stocks. Market is reported firm and steady.

New laid, in cartons	0 56
Do., candled	0 50

### Cheese Market Somewhat Dull

Winnipeg.

CHEESE.—There is a general quietness in the cheese market following similar conditions in the East. Sales are fair at the following prices:

Large Ontario, paraffined	0 31½	0 32
Twins, Ontario, paraffined	0 31¼	0 32
Large Manitoba	0 30	0 30½
Twins, Manitoba	0 30½	0 30¾

### Fish Plentiful; Prices Unchanged

Winnipeg.

FISH.—There are fair arrivals of fish reported, with a good steady demand. Prices are unchanged.

FROZEN FISH	
Whitefish, dressed, from	0 10 0 11
Salmon	0 18 0 19
Pickerel	0 10 0 11
Halibut	0 16 0 17
Herring	0 15 0 16
SMOKED FISH	
Haddies, per lb.	0 15
Bloaters, Eastern, per box	2 90
Do., Western, per box	2 20
Kippers, Eastern, per box	1 85
Do., Western, per box	2 25
SALT FISH	
Herring, Scotch cure, 10-lb. pail	0 90
Do., 20-lb. pail	1 75
Do., half bbls., per bbl.	7 00
Acadia Cod, 1s and 2s.	0 16
Steak Cod	0 16

## VANCOUVER MARKETS

VANCOUVER, B.C., Sept. 22—There is an easier feeling noticeable in most produce lines in this market, though in the case of eggs and butter the reverse is the case.

### Sugar Situation Still Critical

Vancouver.

SUGAR.—The situation in regard to

sugar is still very serious on this market. While sugar has been received in some parts of the province, there is still a marked shortage at the coast.

Continued on page 43

# The House To Push Your Line In The West

## A New Winnipeg Wholesale Brokerage House

To be open for business on or before September 15 under the capable jurisdiction of Messrs. E. Nicholson and J. Howard Rankin. Headquarters will be in Winnipeg and the organization will cover the jobbing trade from Fort William to Victoria.

### A New Business With New Methods, New Ideas, New Aims

**Service**, real, practical money-making service, will be the dominant idea of the organization. Mr. Nicholson's long experience in the brokerage business, together with Mr. Rankin's practical knowledge of the wholesale grocery end as manager for the Brandon Grocery Co., Ltd., Brandon, Man., form a combination that should produce big results.

### Manufacturers, Importers and Shippers

who desire to get in touch immediately should write or wire Mr. E. Nicholson, c/o Royal Alexander Hotel, Winnipeg. All communications will be handled by Mr. Nicholson until the big new offices are open.

## Nicholson, Rankin, Ltd.

*Wholesale Grocery Brokers*

**Winnipeg**

**Canada**



# 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.

### SILVER MAPLE MINES

Can you tell me what became of the Silver Maple Mines, Ltd. I hold 50 shares of this stock since 1909, and have heard nothing of it for past eight or nine years. G. B. Cates was broker, 71 Adelaide East.—E. C., Coldwater, Ont.

Answer.—Neither the mine nor G. B. Cates, the broker, are known in Toronto. The company is probably extinct.

### PRICE TICKETS

Can you tell me who makes the Schuman price tickets?—L. O. Pearson, St. Thomas, Ont.

Answer.—The manufacturer of those Schuman price cards is the Frank G. Schuman Company, 168 North Michigan Avenue, Chicago.

### PRICE OF APPLES, DECEMBER, 1917.

Could you give me some information regarding the price of apples in barrels on December 11th, 1917?—Toronto.

Answer.—We find that on December 7 and 14 CANADIAN GROCER quotes prices as follows: Nova Scotia—Blenheim No. 1, \$5.50; No. 2, \$5.00. On Ontario pack we quoted as follows: Baldwin No. 1, \$6.00 to \$7.00; Greenings, No. 1, \$6.00 to \$7.00; King, No. 1, \$7.00; Spy, tree run, \$6.00; Mann, No. 1, \$6.00, No. 2, \$5.00; Peewaukee, No. 1, \$5.00 to \$6.00, No. 2, \$4.50 to \$5.00; Stark, No. 1, \$5.50 to \$6.00, No. 2, \$4.75 to \$5.00; Ben Davis, No. 1, \$5.00, No. 2, \$4.50.

### "GOLD REEF" CREAM

Could you oblige me with the name and address of the manufacturers of "Gold Reef" Sterilized Cream? It is made in Norway, but otherwise I have no information about the manufacturers of it.—P. E. Outerbridge, King's road, corner Gower street, St. John's, Newfoundland.

Answer.—Agents are Stone & Co., 3 Monument Buildings, E.C. 3, London, England.

### COAL SHIPPING FIRMS

Please give me the name and address of some coal dealers shipping direct from the mines, United States or Canadian dealers.—James M. Findlay, Box 346, Creemore, Ont.

Answer.—Cumberland Railway and Coal Co., Montreal, Que.; Nicola Valley Coal & Coke Co., Ltd., Vancouver, B.C.; Nova Scotia Steel & Coal Co., New Glasgow, N.S.; Ainsley Pruitt Coal Mining Mfg. Co., Medicine Hat, Alta.; Diamond Coal Co., Calgary, Alta.; Reliance Coal Mining Co., Ltd., Taber, Alta.; Royal Collieries, Ltd., Lethbridge, Alta.; Strathcona Coal Co., Strathcona, Alta.; Wellington Colliery Co., Ltd., Victoria, B.C.; Western Fuel Co., Nanaimo, B.C.; Alex. Y. Malcolmson Coal Co.; Penn-York Coal &

Coke Co., Pittsburgh, Pa.; Berwind White Coal Mining Co., 1 Broadway, New York, N.Y.; Atlantic Coal Co., Boston, Mass.; Pittsburgh & Shawmut Coal Co., Buffalo, N.Y.; Philadelphia Coal & Iron Co., Philadelphia, Pa.; M. A. Hanna & Co., Cleveland, Ohio.

### MANUFACTURERS OF PORTABLE OVENS

I am desirous of getting in touch with a manufacturer of portable bake ovens and other equipment to work for about 500 people.—W. P. Viguers, 47 King's Road, St. John's, Newfoundland.

Answer.—Wm. & J. G. Greey, 6 Church St., Toronto, Ont.; Brantford Oven & Rack Co., Brantford, Ont.; John G. Pendrith Co., 35 Lombard St. Toronto; Pendrith Machinery Company, 970-972 Queen St. west, Toronto, Ont. We would suggest that you write these firms for catalogues.

### STOCKS OF HONEY

Will you be kind enough to let us know where we could secure for immediate shipment from ten to fifteen thousand pounds of old or new-crop honey, of different grades?—Drouin Freres, 52 Rue Saint Pave, Quebec, Que.

Answer.—It might be secured from any of the following firms: Whyte & Co., Montreal, Que.; Whyte Packing Co., Front street, Toronto, Ont.; Bows Co., Toronto, Ont.; Gunns, Ltd., Toronto, Ont.; Wm. Davies Co., 521 Front St. E., Toronto, Ont.; White & Co., Church and Front, Toronto, Ont.; Marshall & Co., Toronto, Ont.

### COLLECTION AGENCY

Will you please advise if you know of any reliable firm at Sydney, N.S., or in the vicinity that do collecting of accounts?—The Exploits Valley Royal Stores, Ltd.

Answer.—The only one we know of at the present time is Nagle Mercantile Agency, Laprairie, Montreal, Quebec.

### A TRAILER FOR CAR

Where can I buy a trailer for Ford car?—P. H. Reed, Middleton, N.S.

Answer.—Oakwood Garage, 1121 Davenport road, Toronto, Ont.

### MANUFACTURERS OF TOOTHPICKS

Will you please give us the address of some manufacturers of "tooth picks"?—The Hicks-Groom Co., Guelph, Ont.

Answer.—E. B. Eddy Co., Hull, Que.; Keenan Woodenware, Owen Sound, Ont.; Thomas Brothers, Ltd., St. Thomas, Ont.

### WHERE TO GET CANDY

Would you kindly let me know where I can buy candy to sell to the retail stores?

Penny goods, package candy and chocolates.—W. Ruthman, 384 Valier St., Quebec.

Answer.—Quaker Candy Co., Toronto, Ont.; Savoy Candy Co., Toronto, Ont.; Chas. Lauder & Co., 95-97 Ontario St., Toronto, Ont.; W. G. Patrick & Co., 51 Wellington street west, Toronto, Ont.; Robertson Bros., 103 Queen street east, Toronto, Ont.; MacGregor Specialty Co., 446 Spadina avenue,

### MANUFACTURER OF CANDY MAKING EQUIPMENT

Will you please give me the name of a manufacturer of candy cooling table (steel), of ranges or boilers for candy, wax paper for wrapping candy?—George G. Roy, Kentville, N.S.

Answer.—Joseph Baker & Sons, Brantford, Ont.; Bawden Machine & Tool Co., Toronto, Ont.; Booth Copper Co., Toronto, Ont.; Fletcher Mfg. Co., Toronto; Robt. Gardner & Son, Montreal; John Turner & Son, Toronto; C. Wilson & Son, Toronto; Pendrith Machinery, Toronto. Manufacturers of wax paper for wrapping candy, Bradshaws Limited, 107 Atlantic Ave., Toronto, Ont.

### MONTREAL FISH BUYERS

Please give the name of wholesale fish buyers in Montreal.—Domenic Martell, Lardeois, C.B.

Answer.—D. Hatton Co., Ltd., Montreal; Maritime Fish Corp., Montreal; J. W. Windsor & Co., Montreal.

### WESTERN POTATO BUYERS

Please give addresses of carlot buyers of potatoes west of the Lakes.—Victor Harvey, Eldred, Sask.

Answer.—Geo. Vipond & Co., Winnipeg; Scott Fruit Co., Winnipeg.

### CIGARETTE LICENSE NECESSARY

Do you mean to say it is illegal for any and every country store to sell cigarettes without a license?—Frank Hayes, Bear Brook, Ont.

Answer.—Yes, a license is necessary; \$25 a year.

### EASY ENOUGH

A certain newspaper that made a practice of answering queries from readers received this one:

"Please tell me what is the matter with my chickens. They go to roost apparently well. The next morning we find one or more on their backs on the floor, stiff, combs white and feet in the air."

It was the editor's busy day, and this was the answer his reader received:

"Dear sir; your chickens are dead."—Du Pont Magazine.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
**INFORMATION WANTED**

Date.....191..

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

Address .....

.....

.....

.....



## Have No Hesitation

in choosing

## 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax · N.S.

57

# HEINZ

## Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

**H. J. HEINZ COMPANY**

*All Heinz goods sold in Canada  
made in Canada*

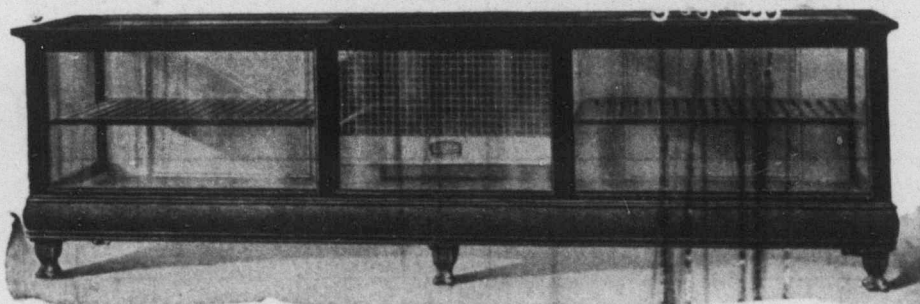
57

57

# Hams

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

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

*Write or Free Catalogue and Prices.*

**JOHN HILLOCK & CO., LIMITED,**

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

Office, Showrooms and Factory:  
154 GEORGE ST., TORONTO

## Adding Delicious Freshness to Attractive Display

The reason so many grocers and butchers are installing Arctic Counter Refrigerators is because it adds the full power of a refrigerator to attractive store display, and requires no additional space, because it takes the place of ugly, out-of-date counters.

Its ability to please customers and attract new trade are simply added advantages.



# Profit Lies in Quick-Selling Quality Lines

“Easifirst” is one of these. No time wasted in argument.  
No disappointed customers.

Make sure that you can always supply “Easifirst.”

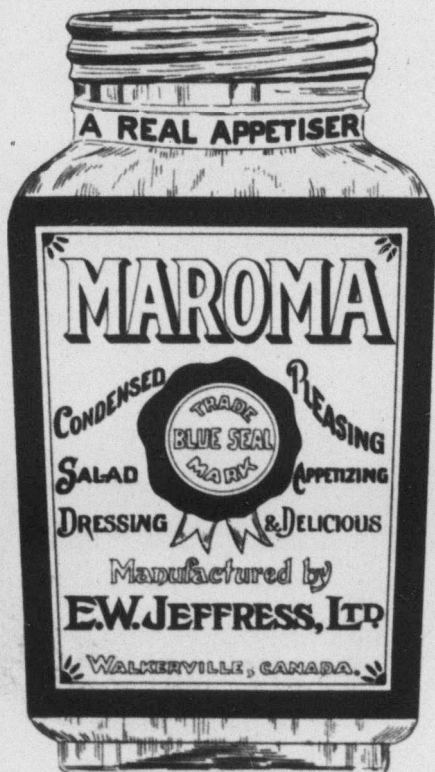
It will pay.

Phone Junction 3400

**GUNNS LIMITED**  
TORONTO



## Something New in Appetizers

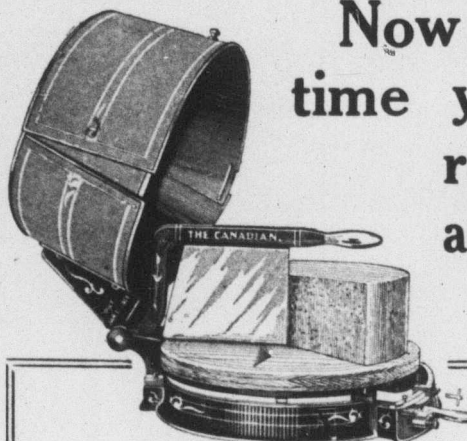


Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

**E. W. Jeffress Limited**  
Walkerville, Canada  
**W. G. Patrick & Co., Limited**  
Toronto and Winnipeg  
Selling Agents for our Blue Seal Lines



Now is the time you will really appreciate it.

The CANADIAN Open

If you have been wise and installed that “Canadian Cheese Cutter” on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

“The Canadian” cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the “Canadian.” Only \$18.00.

**The Computing Cheese Cutter Co.**  
WINDSOR, ONT.



## BRUNSWICK BRAND Sea Foods



### PROVEN THE BEST BY A GOVERNMENT TEST

Brunswick Superiority and Unequalled Food Value over imported lines have been recently vindicated by an official Government test.

Tasty, delicious, reasonably priced, you can always depend on Brunswick Brand to please your customers.

The Analysis proved these all-Canadian "Brunswick" Brands to be much superior in food value.



Are you supplied with each of the following—

- Oil Sardines
- Mustard Sardines
- Finnan Haddies  
(Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams.

Through every part of the process, from the moment the fish is taken from its natural element until the container is finally sealed and labeled, every possible precaution is taken to assure a continuance of that standard of goodness for which Brunswick Brand Sea Foods are noted. Always have a good stock of Brunswick Brand on hand.



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





Sell The Hams That  
Are Guaranteed Good—  
**SCHNEIDER'S**

Schneider's Quality Hams (mild cure) will satisfy.

So certain are we of this that we invite dealers to return any of Schneider's Hams that do not measure up to expectations.

Give them a trial.

**J. M. Schneider & Sons, Ltd.**  
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.  
Satisfaction guaranteed on all mail orders.*



**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

Highest Quality  
**WHOLE TOMATO PUREE**

(In No. 10 and 5 Gallon Cans)

For Bean, Soup  
and  
Catsup Packers

**GREENABAUM BROS., INC.**  
SEAFORD, DELAWARE

**Have You Taken Down Your Sign?**

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

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

# VOL-PEEK




**FIRST AID IN THE KITCHEN -**

**IN EVERY HOUSEHOLD**

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or  
**H. NAGLE & CO., Box 2024, MONTREAL**



**Brodie & Harvie, Limited**

offer to the trade Brodie's X X X self-raising flour. Scientifically prepared and attractively packed in packages of 3 lb. and 6 lb. packages. This product makes most delicious pancakes, muffins, biscuit pastry, etc.

**Mr. Grocer**

your customers will require a food of this kind now that the cool weather is here. Make a display of Brodie's X X X Self-raising Flour in your window or on your counter. Brodie's X X X is a certain seller and will show you a nice profit. We want agents in the Provinces of Quebec, Nova Scotia and New Brunswick. Secure your supply from your nearest wholesaler or write direct.

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

# KING GEORGE'S NAVY

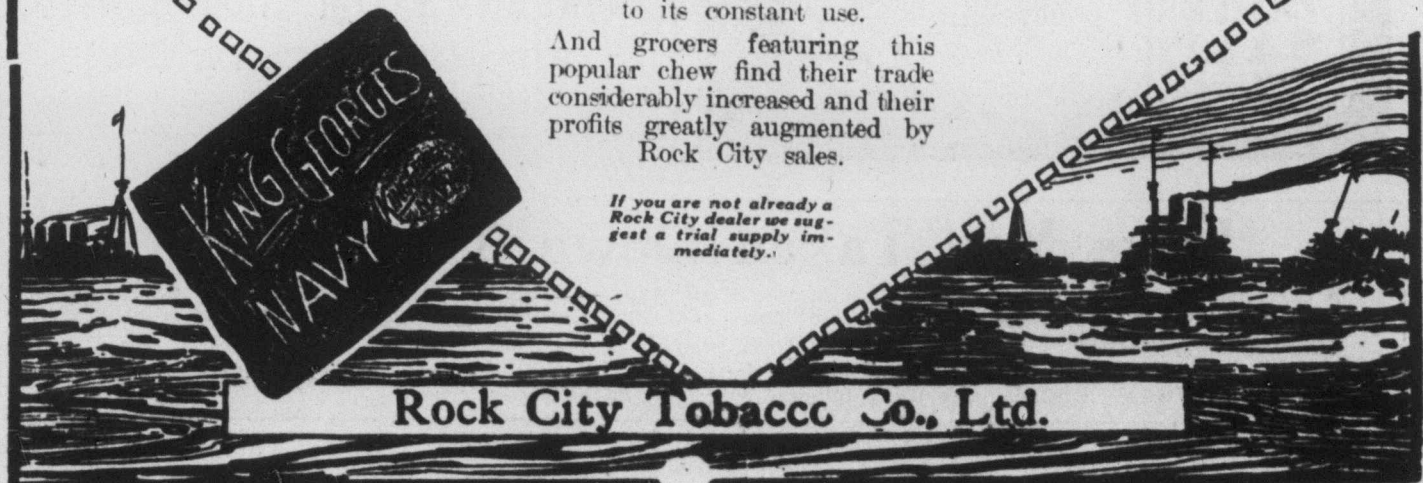
**CHEWING TOBACCO**

**keeps the cash register ringing**

In grocery stores all over the Dominion the sweet, "toothsome" goodness of Rock City Tobacco is winning more and more chewers to its constant use.

And grocers featuring this popular chew find their trade considerably increased and their profits greatly augmented by Rock City sales.

*If you are not already a Rock City dealer we suggest a trial supply immediately.*



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





Never a doubt about the quality if the brand is "Royal Acadia."

Housewives to whom the goodness of a product is the all important point find in Royal Acadia their ideal standard of sugar quality.

## EVERY GRAIN PURE CANE

Put up in handy 2 and 5 lb. cartons. Also 10, 20 and 100 lb. bags, 1/2 barrel and barrels.

**The Acadia Sugar Refining Co., Ltd.**  
HALIFAX, CANADA



## PICKLES

Pickalilli is only one of the many brands of Blackwoods Pickles. A complete assortment could be made up from the following:

**East India Pickles**  
**Egyptian Beet Relish**  
**Blackwoods Pickles**  
**Raspberry Vinegar**  
**Blackwoods White Onions**  
**B. B. Sauce**

Then don't forget our complete line of soft drinks, flavoring extracts, etc. Carry Blackwoods Products.

*"Here Since 1857"*

**Blackwoods, Limited**  
WINNIPEG, - MAN.

**T**HERE'S real satisfaction in selling honest shoe polishes that treat you honestly. The merchant who makes

# **"NUGGET" Shoe Polish**

his leader gets the same square deal he is able to give his customers. "Nugget" is made as good as polish can be made and sold at the same price to every dealer.



"Nugget" is made in Black, Tan,  
Toney Red and Dark Brown.

**The NUGGET POLISH CO.**  
LIMITED  
TORONTO



No one thing is  
 more universally  
 popular in Canada than

**The Riteshape**

Your jobber sells it

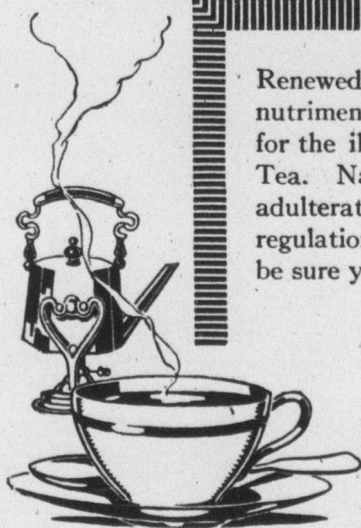
**Victoria Paper & Twine Co.,**  
 LIMITED  
*Wholesale Distributors*  
 439 Wellington St. W., Toronto  
*Branches: Montreal, Halifax*



THE OVAL WOOD DISH COMPANY'S  
 FACTORY  
 TUPPER LAKE NY.

THE HOME OF  
 THE RITESHAPE  
 IN THE HEART OF THE ADIRONDACKS

# 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."*

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A big consumer demand is sure evidence of sterling quality—no amount of advertising no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.



# THREE TONS DAILY

is our capacity on a high grade Baking Powder

We have every modern facility to manufacture the best quality Baking Powder ever produced in the Dominion of Canada, and we are turning out a product that is to-day giving the housewife 100% satisfaction. In addition to our unexcelled facilities, we have an expert chemist and supervisor over this department, and the materials which enter into our powder are the best that money can procure.

We are manufacturing baking powder under special labels for some very large concerns.

We will produce for any grocer in any part of Canada, a High Grade Baking Powder in 1-lb. tins under his own brand and name at a special price of \$25.00 per gross F.O.B. Toronto, and this will give him a high grade baking powder which he can unhesitatingly recommend to his most particular customers and a product that will gain the confidence of his trade.

We have 30 varieties of special lithographed labels so that any merchant in each and every town may have a special design and brand restricted to his particular trade.

Other manufacturers may charge you \$32.40 per gross, but we are doubtful if they can give you a product that will give the same satisfaction that we are offering for \$25.00.

Write us to-day for sample of material and specimen labels. We will match any label you have been accustomed to using. Kindly pin this advertisement to your inquiry.

## THE HARRY HORNE CO., LIMITED

OWNERS OF INTEGRITY MILLS

1297-1299 Queen St. West

TORONTO



# UPTON'S JAMS AND MARMALADES

ARE ABSOLUTELY PURE

The T. Upton Company, Limited  
HAMILTON, CANADA

#### SELLING AGENTS:

S. H. Moore & Company,  
Toronto, Ont.  
Rose & Lafamme, Limited,  
Montreal, Que.

Gaetz & Co.,  
Halifax, N.S.  
Schofield & Beer,  
St. John, N.B.

P. H. Cowan & Co.,  
St. John's, Nfld.  
Scott Bathgate Co., Ltd.,  
Winnipeg, Man.

**SIFTO SALT IT FLOWS BEST FOR TABLE USE**

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

**CENTURY TABLE SALT**  
THE DOMINION SALT CO. LIMITED  
SARNIA, ONTARIO

**CENTURY SALT BEST FOR GENERAL USE**

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you  
**DOMINION SALT CO., Limited SARNIA, Canada**  
 Manufacturers and Shippers

**QUOTATIONS FOR PROPRIETARY ARTICLES**  
 SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

**JAMS**  
 DOMINION CANNERS, LTD.  
 Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.  
 Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Va top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	\$4 60
Currant, Black	4 60
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

**"AYLMER" PURE ORANGE MARMALADE**

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97

7's Tin or Wood, 6 pails in crate ..... 1 80  
 30's Tin or Wood, one pail in crate, per lb. .... 0 20

**PORK AND BEANS "DOMINION BRAND"**

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. S ice, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 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 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 62½
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.	

**KEYSTONE BRAND**

**The Workman Knows**

The workman knows the effect of a poor kalsomine or white-wash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

**"KEYSTONE"**  
 Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

For prices, etc., write  
**Stevens-Hepner Co., Limited**  
 PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

**STEVENS-HEPNER CO., Limited**  
 PORT ELGIN, ONTARIO

**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, 839 Beatty Street, Vancouver.

**GEORGIAN BAY APPLES**

We Invite Correspondence for Fall and Winter Supplies.

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



# To Satisfy Trade

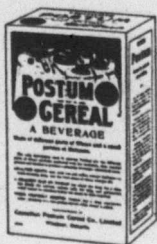


that shows discontent  
at the increasing high  
price of coffee---feature

## POSTUM CEREAL

AND

## INSTANT POSTUM



*No advance in the price of either!*



### DO YOU REALIZE

that many grocers are to-day making good profits out of the sale of

## Chamberlain's Family Remedies

You can also share in the profits. Send to us to-day for our prices and choose from out of a list of good sellers what you could carry to your best advantage.

Chamberlain's—the family remedy par excellence.

# Chamberlain Medicine Co., Limited

Toronto, Canada



# CHOCOLATTA

Be sure that you have a good stock of CHOCOLATTA on hand. This is the season of the year when the made-in-a-minute pure chocolate drink will be most appreciated by your customers. If, by some chance you are not already stocking CHOCOLATTA, write to us for full details.

THE NUTRIENT FOOD COMPANY LIMITED  
1266 QUEEN STREET WEST  
TORONTO

## The Hallmark of Quality---

is stamped on every sales pad leaving our factory—it is important to you to have a high-grade product—appearance does count.

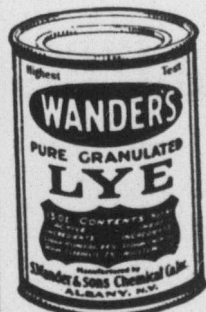
## Get the best value for your money---

there is no difference in present prices, but there is in the style and appearance of books.

**McCaskey Systems, Limited, Toronto**

235-245 Carlaw Avenue

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.**

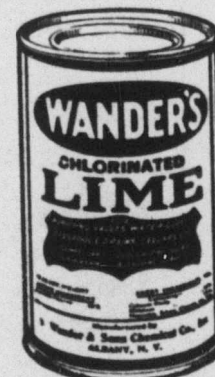
Manufacturers and Exporters

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

# Baines

## Confectionery Syrup, Maple Butter, etc.

Lines that will pay you to handle.

**BAINES LIMITED, Montreal**



# TEAS

---

Surprising what a jump teas have made during the past month or so. Even buyers in close touch with the markets can hardly believe their eyes, and cannot help but occasionally imagine they have been dreaming—but it is no dream, rather it is a sure reality.

To be definite, Ceylon and Indian Teas have made a clear advance of from twelve to eighteen cents at the places of production. This is some jump, you say! Well, that's just what it is, and you'll realize the situation in time, although small markets do not advance as rapidly as large ones.

The main cause—Rupee Exchange has gone up to unprecedented levels—Silver is higher than it has ever been for modern business. Ocean Freights from the East have also made heavy advances. This is the combination that has put teas higher than for the past thirty years. Our standard blends, which are having a truly wonderful sale, we now quote:

<b>Chests Hursley . . . . .</b>	<b>39</b>
“ <b>Regal . . . . .</b>	<b>43</b>
“ <b>Monarch . . . . .</b>	<b>56</b>
“ <b>Imperial . . . . .</b>	<b>62</b>
“ <b>Golden Tip . . . . .</b>	<b>68</b>

Hf.Ch. one cent more

*Send Us An Order*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO

## What the Security Envelope File Check System will do for you

This system of keeping accounts will

Form 8

Name John Brown

Date	Total	Date	Total
Oct 1	5.50		
7	75		
10	6.25		
	3.00		
	1.25		
Nov 10	7.50		
	2.50		
	1.25		

Make trade increase easy — especially cost trade.  
 Save time.  
 Protect you against error.  
 Give your customers entire satisfaction.  
 Keep track of credit trade.  
 How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

**A. E. Taylor & Son**  
 29 Ontario Street STRATFORD, ONT.

# GROCCERS

ORDER YOUR STOCK OF

## Champagne de Pomme

**NOW**



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

Order from your wholesaler or

**Cie Canadien Importation**  
 140 ST. CATHERINE ST. E.  
**Montreal**

We want Agents in Every City and Town.

The "Pink of Perfection"

# CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD  
 EVERY TIN GUARANTEED

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

**BRITISH COLUMBIA PACKERS' ASSOCIATION**  
 VANCOUVER, B.C.



## THE PUBLIC LIKES QUAKER

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



We will need the Grocers' friendly co-operation.

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



**Manufacturers' Agents**  
 For Foreign and Domestic Markets  
 Head Office: Standard Bank Bldg.  
 Vancouver, British Columbia



## CALIFORNIA TOKAY GRAPES

Are now coming freely  
and quality fine.

Be sure and order some.

ALSO FULL STOCK

**Sweet Potatoes - Oranges**  
**Pears - Boxed Peaches**  
**Grape Fruit - Etc.**

Add to your order

**Haddies, Kippers, Bloaters, Fillets**

All of which are fresh and good.  
Just the thing for snappy days.

**WHITE & CO., Limited**  
TORONTO

## GRAPES

Now at their best. Let us quote  
you on carloads or smaller quan-  
tities. Prompt execution of all  
orders guaranteed.

Fresh cars just arrived of

**CRANBERRIES**  
**GRAPE FRUIT**  
**SWEET POTATOES**  
**SPANISH ONIONS**

*The House of Quality*

**HUGH WALKER & SON**

Established 1861

GUELPH, ONTARIO

# Brooms

We are pleased to advise the  
trade that we can now sup-  
ply our

**Standard Brooms**

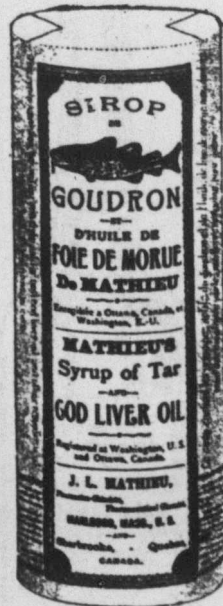
*Prompt Shipment*

and will be glad to book  
your order.

Prices *right*. Quality as usual.

**Walter Woods & Co.**  
Hamilton and Winnipeg

## STOP THAT COUGHING



and build up your  
system with a de-  
pendable tonic and  
body-builder like

**MATHIEU'S  
SYRUP OF TAR  
and  
COD LIVER OIL**

For Neuralgia, Head-  
ache, Sleeplessness,  
etc. Mathieu's Ner-  
vine Powders are  
absolutely reliable  
and effective.

Handle these two well-  
known remedies. Al-  
ways a big demand for  
them. Excellent profits.

**J. L. Mathieu Co.**

SHERBROOKE

Proprietors

QUEBEC

# GAMBLING

Unless you are offering the housewife a Baking Soda guaranteed by the package which contains it to be a quality product, you are gambling with her custom.



Housewives have perfect confidence in their baking operations when they use Cow Brand—that is why Cow Brand sells easily.

**Church & Dwight, Ltd.**  
MONTREAL

*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.



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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE



Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

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, 53 Silver Birch Ave.,  
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

### DECREASE IN SAN JUAN SUGAR CROP

The Government of Porto Rico has announced that the last sugar crop aggregated 406,000 short tons, or 37,000 tons less than the 1918 crop. It added that shipments to date had been 341,000 tons.

### SUED FOR EXCESS PROFITS

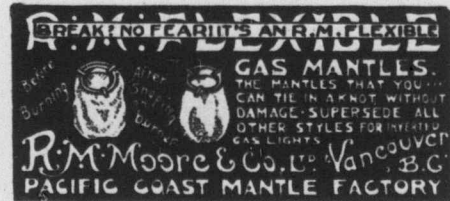
A test suit was filed in the District Court of Chicago recently by District Attorney Clyne in which he seeks to compel Charles Pope, head of a sugar refinery at Riverdale, a suburb, to pay to Herbert Hoover, as head of the food administration, \$15,000 of alleged excess profits taken in violation of the Food Control Act.

### COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.  
Top market prices. Cash payment.  
Write or phone.

**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, Ridgetown, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¾-INCH CUSHION FILLERS  
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.  
TRENTON - - ONTARIO

These one-inch spaces  
only \$1.60 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.

### WANTED

**WANTED—THREE OR FOUR SILENT SALESMAN** cases, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

**WANTED—TO RENT WITH THE OPTION OF** buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 148 University Ave., Toronto, Ont.

### SAUSAGE MAKER WANTED

**WE HAVE AN OPENING FOR A GOOD MAN** in our sausage factory, able to cure hams and bacon, and to put up all kinds of sausage; must be sober. Apply, stating salary and references, Box 568, Fredericton, N.B.

### TRANSLATIONS

**ENGLISH INTO FRENCH — COMMERCIAL,** Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

### AGENTS WANTED

**JOBBERS WANTED TO HANDLE NEW STOVE** polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

### ENGLISHMAN

Specialty salesman been resident in Toronto for seven years is going to the Old Country for three months. Will execute commissions for a nominal fee, or would consider representing Canadian house in England. Box 742, Canadian Grocer, 148 University Ave., Toronto, Ont.

When writing to advertisers kindly mention this paper.

## Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

### MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF 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.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

**Thomas C. Irving** General Manager  
Western Canada  
TORONTO

### FOR SALE

**FIRST-CLASS STOCK OF GENERAL MER-**chandise, also buildings, store, warehouses and dwelling; stock invoices about \$12,000; will reduce to suit purchaser. Box 782, Canadian Grocer, 148 University Ave., Toronto, Ont.

**FOR SALE—NEW 200-ACCOUNT BARR RE-**gister, \$100; cost \$120. Has not been used. Box 730, Canadian Grocer, 148 University Ave., Toronto, Ont.

**FOR SALE AT A BARGAIN—COMPUTING** scale in pretty good shape. Cost \$100, will sell for \$20. The Business Corner, Preston, Ont.

### WANTED

IN ANY SIZE QUANTITY  
JUTE - SUGAR

## BAGS

AND COTTON LINERS.

**E. PULLAN**  
TORONTO

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

## COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you. Those bad accounts are a sore spot — but we can help you. Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

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

EVERYWHERE  
NO COLLECTION  
NO CHARGE  
EFFICIENT  
RELIABLE



CANADIAN GROCER



## *More Business This Fall!*

**L**ET your Provision Counter be the principal point of interest in your store. Make it so bright—so enticing—so good to look at—that everybody who comes in will feel constrained to buy something!

Davies' Quality Products are just the lines to help you make a good, tempting display and build up more and bigger sales.

Show a good assortment of Davies' Fresh Cured and Smoked Meats, Sausage, Pure Lard, "Peerless" Shortening, Pork Pies, Pork and Beans, "Peerless" Pickles, "Glengrove" Butter, Eggs and Cheese—all genuine quality products that make pleased customers and keep your salesmen busy.

We shall be pleased to quote you prices on any of these products—or if you would like one of our travellers to call, drop us a post-card saying where you are located and we'll be glad to make your acquaintance.

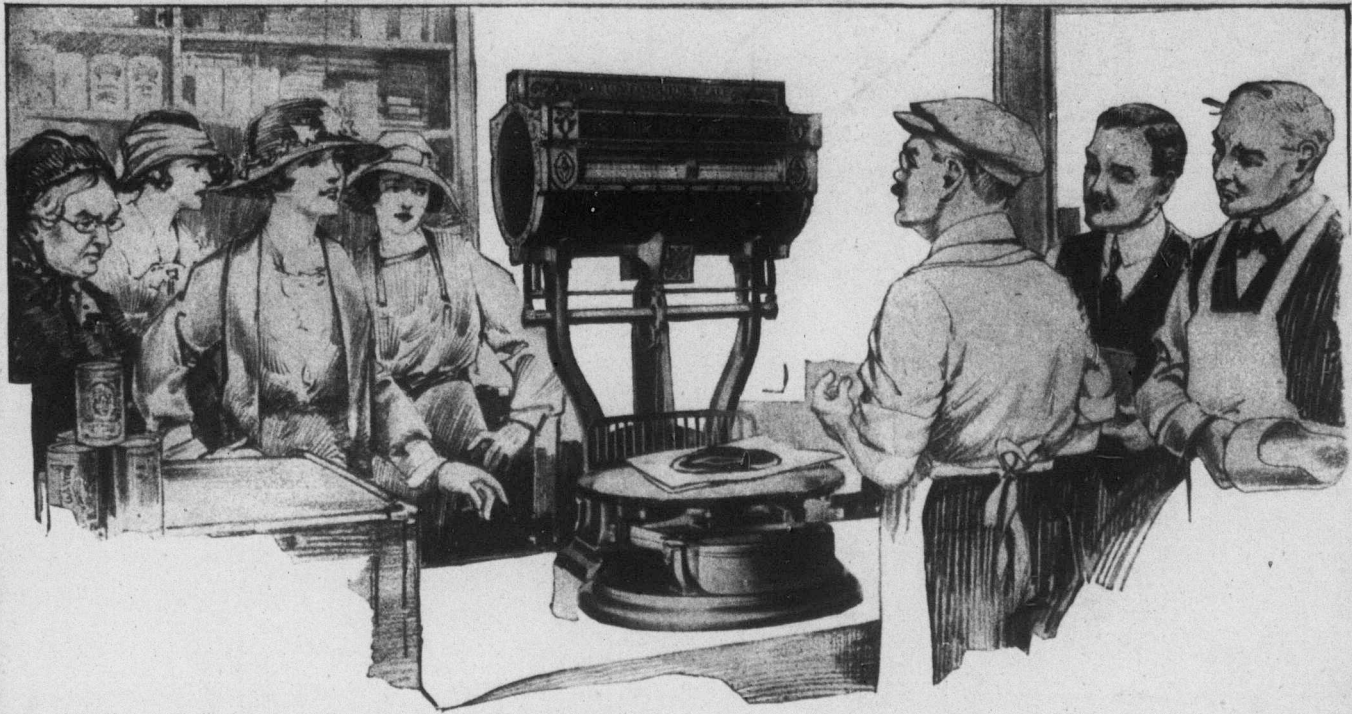
Davies' Quality Products are used in a large number of the best Canadian homes. Dealers who handle these products are building up good reputations in their localities.

*Davies Quality Products are "EASY to SELL but HARD to BEAT"*

**THE DAVIES COMPANY LIMITED**  
**TORONTO**

**Montreal**

**Hamilton**



## Trying to make one Dayton do the work of two—it's wrong!

You might as well stand in the door-way of your store with a shot-gun to prevent customers coming in, as keep them waiting because you haven't sufficient Dayton Automatic Scales to keep all your clerks busy at the one time.

The public won't wait in your store when they can get instant service in your competitor's. And they will advertise both facts far and wide.

The difference between having enough Daytons and too few in a store is the difference between having more trade or less.

By the same token, if your salesmen have to walk the length of the counter every time they want to use the scale because you have neglected to provide sufficient Daytons at convenient points, your business will suffer. And Time is either for or against you.

Don't drive a 60-mile-an-hour business at a 20-mile-pace.  
Get another Dayton now. Send for our new catalog.

## DAYTON COMPUTING SCALES

*Made in Canada*

**FRANK E. MUTTON**  
Vice-Pres. and General Manager

Royce and Campbell Avenues, TORONTO  
Also at MONTREAL, WINNIPEG, VANCOUVER

Division International Business Machines Co., also makers of  
International Time Recorders and Hollerith Electric Tabulators