

FEATURING FISH AND OYSTERS

# CANADIAN GROCER

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No. 41

## WHITTALL CANS

Meats      Vegetables      Milk  
Syrup      Fish      Paint      Etc.

**PACKERS' CANS**  
Open Top Sanitary Cans  
and  
Standard Packer Cans  
with Solder-Hemmed Caps

### A. R. Whittall Can Company Ltd.

SALES OFFICE:  
202 Royal Bank Bldg.,  
TORONTO

G. A. WILLIS, Sales Mgr.

MONTREAL

Established 1888

SALES OFFICE:  
806 Lindsay Bldg.,  
WINNIPEG

A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation  
Copy of Report will be sent on request to any one interested





## *What Makes People Buy* ?

Did you ever wonder what influences people to buy certain articles of everyday use?

O-Cedar Polish, for instance.

Some buy it because they have used it with satisfaction for years. Others, because they see it advertised extensively.

Many purchase it on the recommendation of its satisfied users. And some, because they see it attractively and invitingly displayed in your window or on your counter.

With so many influences at work selling O-Cedar Polish, it is obvious that quick turnover, with its consequent profit, must naturally follow.

**Channell Chemical Co., Limited**  
**T O R O N T O**





“Convenient”

“Economical”

# Borden's Reindeer Coffee

—a popular Fall and Winter seller—

The *convenience, economy and deliciousness* of this splendid *Borden* product has won great favor with housewives everywhere.

A cupful of boiling water, a teaspoonful of *Borden's Reindeer Coffee* assures a wholesome, delightfully flavored cup of coffee instantly made—no sugar or milk needed—they're both in it.

Grocers have found it a remarkably popular seller, especially during fall and winter.

Keep several tins on your counter and write us for special Reindeer Coffee recipe folders to put alongside them. You're sure to give satisfaction and pleasure with every sale. Your jobber sells it—a profitable line for you to sell, too.

**The Borden Co., Limited**  
Montreal

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



**Borden's**

St. Charles Brand

Canada's  
National Milk

Reindeer Coffee  
Reindeer Cocoa  
Malted Milk



# Clark's Spaghetti With Tomato Sauce and Cheese

MADE  
IN  
CANADA



BY  
CANADIANS

is one of the most popular sellers you can handle, for the simple reason that it stands *first in quality*, is absolutely unrivalled for deliciousness, and is above all, *economical*.

This season's pack is now  
ready for shipment.

DON'T LOSE SALES — ORDER NOW.

**W. CLARK, LIMITED**  
MONTREAL





# NOW

Is the time to stock  
a quality line that  
is seasonable.

## Armours Coffee Essence

Popularly Priced.

NOT subject to Sales Tax.

*Canada's Premier Coffee Essence*

Sole Distributors for Canada:

### Maclure & Langley Limited

Montreal

Toronto

Winnipeg



# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.



1770

The NEW Shoe Polish  
with the fine OLD name

# DAY & MARTIN

(DAY & MARTIN, LTD., LONDON.)

"The House with a History."



1920

Write for sample and prices of Day & Martin's Wax Shoe Polish in the tin with the tab to—

**HARGREAVES (BROS.) CANADA, LTD.,**

24, Wellington Street West,  
TORONTO

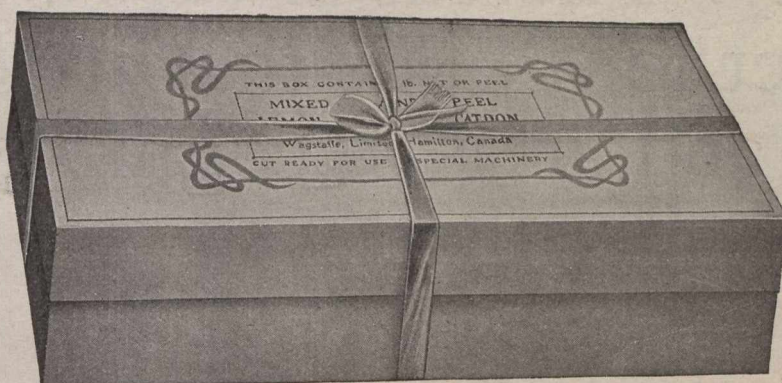


# WAGSTAFFE'S

## Candied Peels

(Lemon, Orange, and Citron)

*Now Ready for Delivery*



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

*Order From Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS  
HAMILTON - CANADA



*By Appointment*



*to H.M. the King*

# Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

## Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

*Price lists are obtainable from*

**Stewart Menzies & Co.**

32 Front Street West

T O R O N T O





Attractive Store Cards, similar to the above, will help you sell more of these high-grade, pure goods. Ask us to send you a supply.

Stock up Now for the coming Demand this winter.

**DOMINION CANNERS, LIMITED**  
**HAMILTON, CANADA**



---

# Cannon's



WE can offer for prompt shipment from either Toronto or Montreal stock, Cannon's Silver Leaf Gelatine in pound packages.

The quality of this Gelatine is exceptionally good.

Let us quote you.

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**The Cannon Canadian Co., Limited**

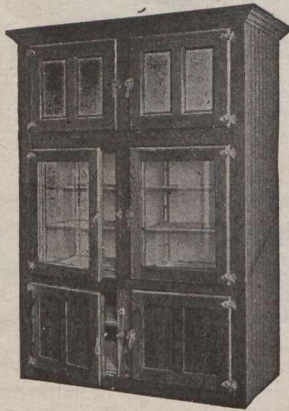
361 Sorauren Ave.  
TORONTO

81 Grey Nun St.  
MONTREAL

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## What's in a Name?



The Eureka was named purposely. It was called "Eureka" because it was the first refrigerator made in which were embodied all the necessary points by which perfect refrigeration could be assured. That was in the early history of our company.

To-day, the name Eureka means far more than it ever has done before. Coupled with the original interpretation can now go the words—Service, Durability, Dependability and **Honesty**.

We carry a complete line. Write for free illustrated literature.

**Eureka Refrigerator Co., Limited**

Head Offices and Factories:  
OWEN SOUND, ONT.

## Raisins that Pay

**Sun-Maid Brand is Nationally Advertised**

Sun-Maid Raisins mean quick turnover because they are nationally advertised. Millions know Sun-Maid—and want it. Quick turnover—wide demand—the result is sure profit.

**Order from your jobber at once—if he isn't sold out**

Three Varieties:

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



**California Associated Raisin Co.**

Membership 10,000 Growers  
Fresno, California

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

HEAD OFFICE:  
7 MOORGATE ST.,  
LONDON, ENGLAND

CABLE ADDRESS  
DOBREE  
HALIFAX

ESTABLISHED 17TH CENTURY

## SAMUEL DOBREE & SONS

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

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

### BROKERS—Import Department

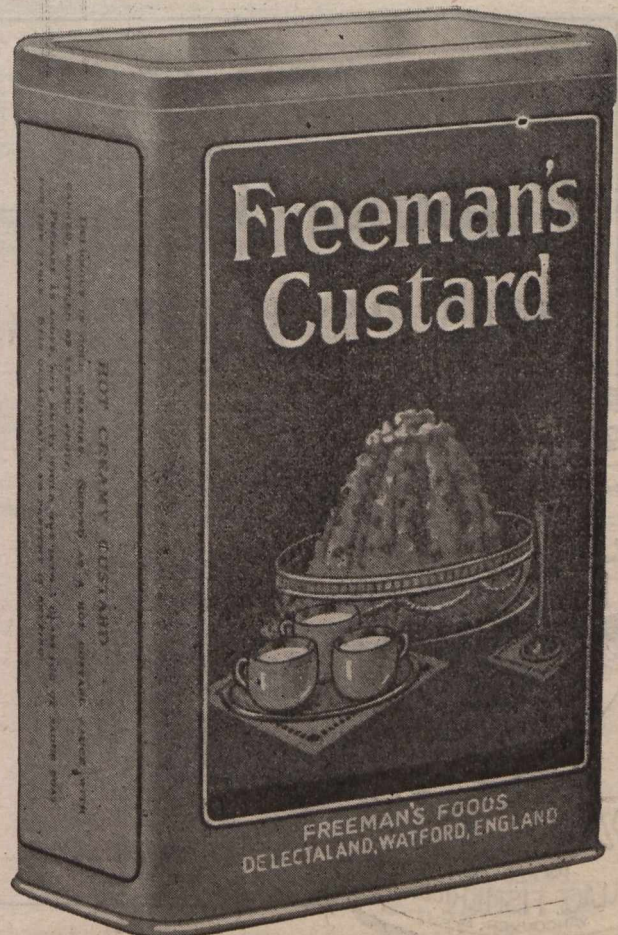
Maritime Provinces, Newfoundland and Ontario  
H. M. WYLIE, 6 Union Bank Chambers, HALIFAX, N. S.

### PROVINCE OF QUEBEC

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

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

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







## Beco Brand Pencils

(hexagon or round; rubber tipped or plain)

## Crepe Paper Napkins

(full count)

### JOBBER:

If you have not seen samples of these lines we will be pleased to mail same to you.

Drop us a line; it will pay you.

Both **QUALITY** and **PRICE** are the **MOST ATTRACTIVE** on to-day's market.

## R. G. BEDLINGTON & CO., LIMITED

IMPORTERS

VANCOUVER, B.C.

EXPORTERS

Estab. 1905

**A Virile, Robust  
Fighting Salmon**  
Caught in deep salt water

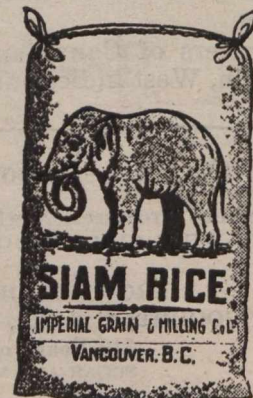
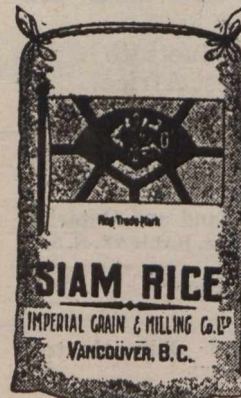


Wallace's

**KILTIE**  
Brand  
**PINK  
SALMON**

CAUGHT AND PACKED by  
WALLACE FISHERIES Ltd.

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



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



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

## Squirrel Brand PEANUT BUTTER

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

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

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

**JOHN PRITTY, LIMITED**  
Merchandise Broker and Manfrs.' Agent  
HEAD OFFICE, REGINA, SASK.  
If you consider marketing your goods in Saskatchewan, appoint "PRITTY" as your representative.  
"PRITTY" has got results for others and can do the same for you.  
100 per cent. efficiency.

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

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



Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED*, nor ever labelled other than

### ALBATROSS PILCHARDS



EVERY MORSEL EDIBLE AND DELICIOUS

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

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



### OAKEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

Manufacturers of  
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, S.E.1, Eng.

Agents:  
F. Manley, 147 Bannatyne Ave. East.  
Winnipeg  
Sankey & Mason, 839 Beatty Street  
Vancouver.

### TOMATO PASTE

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

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



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

**FRANK H. WILEY**  
Mfrs. Agent and Importer  
Groceries and Chemicals  
  
Special all grades Sugar for immediate shipment  
**533-537 Henry Ave., Winnipeg**

**THE McLAY BROKERAGE CO.**  
WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS  
  
*Take advantage of our Service*  
WINNIPEG MANITOBA

**W. L. Mackenzie & Co., Ltd.**  
Head Office: Winnipeg  
  
Branches  
Regina, Saskatoon, Calgary, Edmonton

**A. M. Maclure & Co.**  
MALTESE CROSS BUILDING  
WINNIPEG  
  
IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

**Geo. W. Griffiths & Co., Ltd.**  
246 Princess Street  
Winnipeg, Manitoba  
*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

**C. H. GRANT CO.**  
Wholesale Commission Brokers and  
Manufacturers' Agents  
**810 Confederation Life Bldg., Winnipeg**  
  
We have the facilities for giving manufacturers  
first-class service.

Why Not Build Up Your Trade in the  
West by Appointing Us Your Agents?  
**MOWAT & McGEACHY**  
(MANITOBA) LIMITED  
Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

**Richardson Green, Limited**  
**MANUFACTURERS' AGENTS**  
  
Calling Upon the Grocery, Hardware and  
Drug Trade.  
  
Winnipeg Regina  
Edmonton  
Calgary Saskatoon  
  
We work The Retail Trade

SAY YOU SAW IT IN CANADIAN GROCER,  
IT WILL HELP TO IDENTIFY YOU.

IN WRITING ADVERTISERS, PLEASE  
MENTION THIS PAPER.

# Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

## On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

**Head Office: WINNIPEG, MAN.**

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

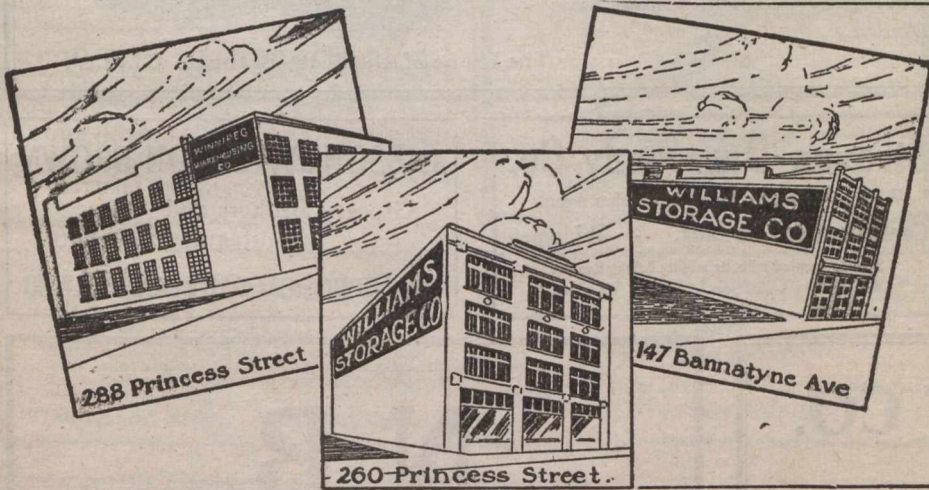
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

**H.P. PENNOCK & CO., LTD.**  
 WHOLESALE COMMISSION BROKERS  
 MANITOBA SASKATCHEWAN **HEAD** **WINNIPEG** **OFFICE** ALBERTA WESTERN ONT.  
 CORRESPONDENCE SOLICITED



## The Largest in Western Canada

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

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

## 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

# H.P. SAUCE

## Makes Good Every Time

It is such capital value, sells freely, and shows you a good profit. There is a "want more" fascination about H.P.—that's the reason why the demand is constantly increasing.

Isn't it worth your while to stock H.P.?

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





# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

## DETAIL WORK

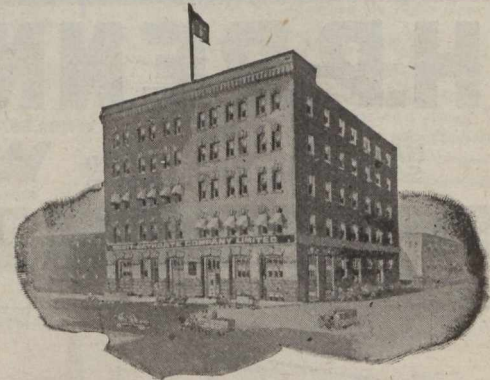
To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

### Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

**We can put your line on the market.**

**Scott-Bathgate Co., Ltd.**  
149 Notre Dame Ave. E.  
Winnipeg



The Home of the Scott-Bathgate Co., Ltd.

## C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

## Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results  
We want your business. Write us.

## GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and  
Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

## W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants

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

### SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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

# N. B.

# Egg

# Carriers

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

*Prompt Shipment.*

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



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

**CHADWICK AND COMPANY**  
COMMISSION BROKERS  
34 DUKE ST. TORONTO  
"We cover Ontario with Grocers'  
Specialties and Confections."

SAY YOU SAW IT IN  
CANADIAN GROCER, IT WILL  
IDENTIFY YOU.

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

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

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

**SERVICE**  
LOGGIE, SONS & CO.  
**SATISFACTION**  
32 Front TORONTO St. West CANADA

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

**John J. O'Donnell & Co.**  
Commission Brokers  
Manufacturers' Agents  
Representing J. H. Wethey, Limited; Imperial  
Grain and Milling Co., Limited, Vancouver;  
Harry Hall & Co., Vancouver, and others. Cor-  
respondence solicited.  
Heintzman Bldg., Windsor, Ont.

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

**H. C. BRENNAN**  
Manufacturers Agent and Grocery Broker  
Representing J. H. Wethey Ltd.  
Galanopulos & Macris, Patras,  
Greece.  
Kearney Bros. Ltd.  
Open to represent other Manufacturers of high  
class foodstuffs.  
Booth Bldg. OTTAWA, CANADA

## Waste Paper—



A Boy can  
operate it.

VERY HIGH PRICES NOW.  
"CLIMAX" Steel BALERS  
TURNS WASTE INTO PROFIT.  
3,000 satisfied users.  
Made in 12 sizes—a size  
to suit every business.

Write for catalog and prices :  
Climax Baler Co., Hamilton, Ont.

We now Book orders for Xmas Clear Toys.  
Packed in wooden boxes 10 lbs. each.

## S. & M.

The Cream of all Chocolates.  
Write us for Prices and Discounts.

Sole Canadian Distributors:

**Dominion Confectioners Limited**  
229 Notre Dame West, Montreal

Our Agents:  
Samuels, Carney & Dickie Ltd. Halifax, N.S. Chadwick & Co. Toronto, Ont.  
L. Edward Whittaker St. John, N.B. H. H. Beer Summerside, P.E.I.

## ACID PHOSPHATE for SELF-RAISING FLOUR MANUFACTURERS

BUY FROM THE MANUFACTURERS

**PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND**  
CABLES: "CORNCRAKE"



# MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

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

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

Potatoes, Oats, Peas, Beans, Hay, Etc.  
in Car Lots  
**A. H. M. HAY**  
*General Produce & Lumbermen's  
Supplies*  
Phone 5311 80 ST. PETER ST.  
Residence 6383 QUEBEC

If you have anything in food line to sell  
or want to buy, ask us for prices. We buy  
and sell outright, also act as buying and  
selling agents and commission merchants.  
**Canada Produce Co., Limited**  
171 St. Paul Street E.  
Montreal, Que.

TELEPHONE MAIN 7143  
**ST. ARNAUD FILS CIE.**  
GROCERY BROKERS  
Importateurs & Exportateurs | Importers & Exporters  
Pois et Feves | Peas and Beans  
Produits Alimentaires | Food Products  
ST. NICHOLAS BUILDING, MONTREAL

**Belgo-Canadian Trading Co. Regd.**  
Import and Export  
General Distributors  
Importers of BELL RICE, Dutch Cocoa and  
West Indian Products  
103 St. Francois Xavier St MONTREAL

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

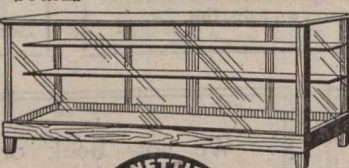
**SHEPHERD - MOTT  
COMPANY**  
*Manufacturers' Agents*  
Grocers' and Confectioners' Specialties  
3 St. Nicholas St. - Montreal

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

**A SILENT :  
SALESMAN**

A Silent Salesman  
illustrated in the  
Arnett catalog which  
shows a range of  
styles to suit every  
purpose.  
Make your whole  
store do saleswork  
by installing Arnett  
Silent Salesman.  
Write for this  
Catalog

THOMAS LEWIS ARNETT  
SOURIS MAN.



**ARNETTIZE  
YOUR  
STORE**

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

**The Smith Brokerage Co., Ltd.**  
*Wholesale Commission Brokers*  
ST. JOHN, N.B.  
If you require distribution in the Maritime Provinces  
we are open to consider your proposition.  
*Best References*  
**SMITH BROKERAGE CO., LTD.**  
St. John, N.B. 1-4 South Wharf

**Dominion Spring  
Clothes Pins**



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

**There's greater Satisfaction**

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

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

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





Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Fall with its chilly breezes ushers in the big Oatmeal porridge season, and if you would get the most in profit and satisfaction out of this autumn and winter selling you will feature an attractive display of **Quality Rolled Oats** steadily in your windows and on your counter.

There are many reasons why women prefer **Quality Oats** once they've tried them. Here are a few of them — **Quality Oats** make delicious porridge in remarkably fast time be-

cause they're already **semi-cooked** and **finely rolled**. Being uniform and dustless they make smooth porridge without lumps and our special pan-dried process gives each meaty flake the nut-like flavor that is the characteristic of porridge made with **Quality Oats**. How is your stock? Why not look it over now and place your order to-day.

*Selling Agents for Ontario*

Cruickshank & Guild, 32 Front St. West, Toronto

## Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.





DIRECT

SHIPPERS



# Field & Co

(F.M.) LTD.

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

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

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

## OBAYO REAL SARDINES

*The Elite of the Sea*

(Packed in Pure Olive Oil)

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

### Obayo Real Sardines

will bring

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

When next you order Sardines,  
ORDER

### Obayo Real Sardines

Direct Importers:

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

Canadian Agents:

SAINSBURY BROS., Board of Trade Bldg., TORONTO, ONT.

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

Canadian Agents:  
C. B. Hart Reg. Montreal A. S. May & Co. Toronto Donald H. Bain Co. Winnipeg

## Good Judgment

—on your part often helps your sales to a great extent. In this case judge rightly and stock

## King Oscar Brand Sardines

and then suggest them to your customers. They have an Excellent Flavor and are the particular housewife's choice when making quickly-prepared luncheons.

Your wholesaler can supply you

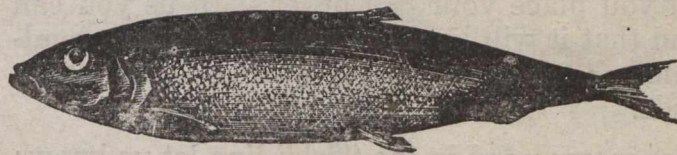
Canadian Agents:

**John W. Bickle & Greening**  
Hamilton - - - Ontario



# Beacon Brand

“Service”—“Quality”—“Prices”



The Right Service—Right Quality — Right Market Prices are what The F. T. James Co., Limited, give in their business dealings.

We deal in Fresh and Cured Fish and Oysters.

Every Grocer, Butcher and Fish Dealer naturally wants to purchase at the lowest market prices. Consequently, it will pay you, Mr. Mer-

chant, to have your name put on our mailing list, which will keep you constantly in touch with the market. For twenty-one years it has set the standard of values.

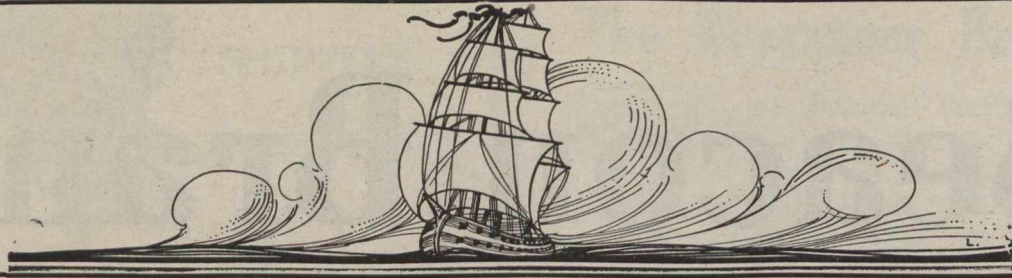
Anything packed under the BEACON BRAND can be depended upon. Write for our weekly price list. You cannot afford to be without it.

## The F. T. JAMES CO., Limited

*Fish Food Specialists*

TORONTO, ONTARIO





# FISH OF QUALITY

*All varieties of the season*

**FRESH  
FROZEN  
SMOKED  
DRIED  
SALTED  
PICKLED**

When you place your fish order with us you can depend that it will be filled with the **highest quality, selected fish** caught in the world's finest fishing grounds.

Whatever you need in the "fish" line let us know; if it swims we have it. We will gladly mail you our Weekly Fish Bulletin on request.

**"WHITCO" BRAND**

## Solid Meat Oysters

It will pay you to arrange your season's supply with us, and use our **Quality Oysters**. You will always receive **NORTHERN GROWN OYSTERS** and they will be from **CERTIFIED GROUNDS**. These oysters are always **RIGHT**. They will **STAND UP**, if kept chilled, much longer than ordinary oysters. You can order them freely and with reasonable care, go through a season making **BIG SALES** and **NO LOSSES**.

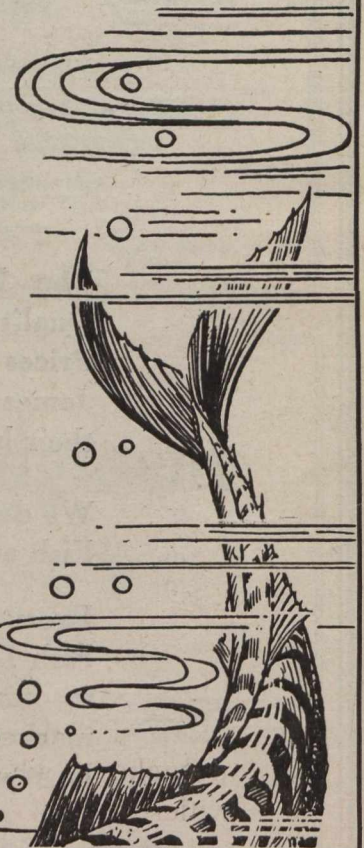
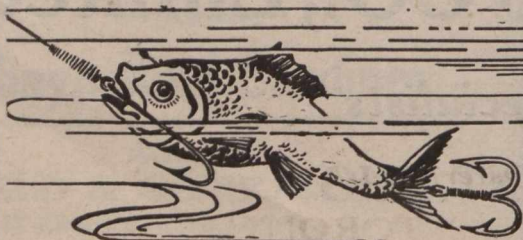
May we have your oyster business?

## White & Co., Limited

*Wholesale Fish and Fruit Distributors*

**Church and Front Streets**

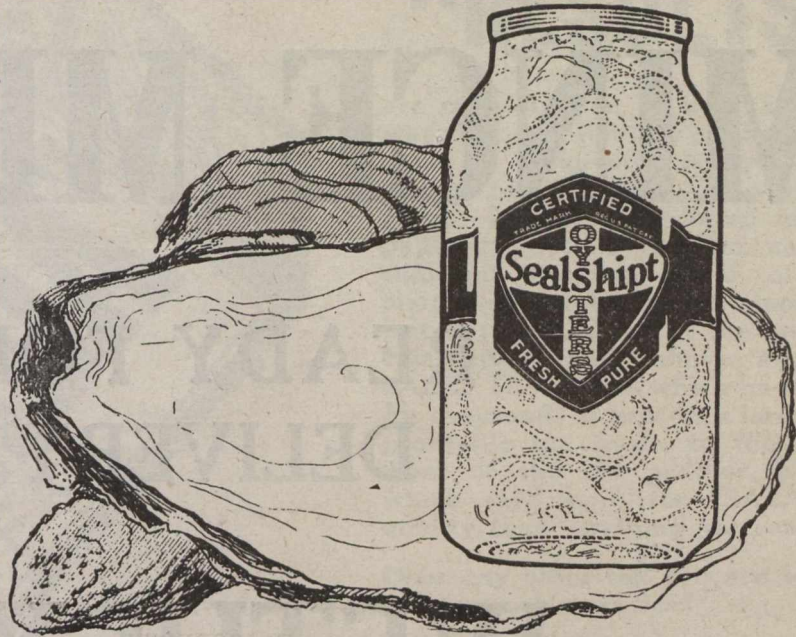
**TORONTO, ONT.**







**“Sealshipt  
Oysters”**  
In Glass Jars



**Fresh from the Sea  
to the Consumer**

## ***For the Better Class Trade***

Oysters are not a necessity and how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. A lower price will not compensate for inferiority in oysters.

“Sealshipt Oysters” in glass jars are packed to a standard and not to a price. They are put up the best we know how. Back of these goods is the strongest oyster organization in America. There is no worthy substitute for “Sealshipt Oysters” in glass jars. Refrigeration is absolutely necessary as these oysters are packed without any preservative. The price is \$6.50 for the 1 dozen case and \$12.50 for the 2 dozen case. On the matter of bulk stock it is the same stock as we pack in the glass jar. The Three wine gallon package, which is 2½ Imperial gallons, is \$12.30; the Five wine gallon package, which is 4 1/6 Imperial gallons, is \$20.00.

Do not overlook the advantages of obtaining your supply from an exclusive oyster house. We devote our entire time and ability to the one thing we know best.

# **CONNECTICUT OYSTER CO., LTD.**

*“Canada’s Exclusive Oyster House”*

**50 JARVIS STREET - TORONTO**



# MINCE MEATS

READY FOR  
DELIVERY

## WETHEY'S

Standard	Mince Meat
Extra Standard	do.
Ready-to-Use	do.
Home Made	do.

Our CONDENSED MINCE MEAT is  
procurable at all times.

*Order from your jobber.*

**J. H. WETHEY, LIMITED**  
**ST. CATHARINES, ONT.**



**QUALITY  
TALKS**



**QUALITY  
TELLS**

**“RESULTS”**

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of “SALADA,” the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. “SALADA” has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for “SALADA” quality than anything we can say.

Does any other tea you are selling possess such qualities?

Will they stand the test?

THE TIME TO SELL “SALADA”  
IS WHEN YOU WANT MORE  
BUSINESS. TRY IT. NOW.

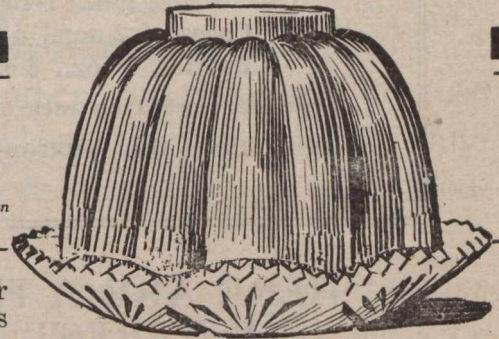
“SALADA,” Toronto and Montreal

**Opportunity**

“A wise man will make more opportunities than he finds.”—Bacon

**S**UGGESTION increases sales. By pointing out to your customers that the most delightful, tempting desserts can be made at small cost from Shirriff’s Jelly Powders—you can soon increase your profits by substantial amounts.

Shirriff’s jellies can be served in perfect taste—at luncheons, afternoon teas, suppers—whenever the occasion calls for a dainty, delicious, appetizing treat. They are the ideal dessert. Beneficial and especially appealing to invalids, those on special diets or ill. In all popular flavors. By National Advertising we create the demand for Shirriff’s Jelly. Stock Shirriff’s and you will have no trouble turning it over.



**IMPERIAL EXTRACT COMPANY**

Toronto, Canada

HAROLD F. RITCHIE & CO., LIMITED, TORONTO and MONTREAL

**Shirriff’s JELLY POWDER**



# SEASONABLE LINES FOR Fall Requirements

should be ordered early to insure  
**PROMPT SHIPMENT**

*All our goods are guaranteed of the highest quality.*

## FRENCH OLIVE OIL

Purest, Best and Finest.  
CAISSON & BROCARD  
NICE, FRANCE

### Shipment now in store

Barrels, about 40 gallons.  
Cans, about 5 gallons.  
Cans, 1 gal.  $\frac{1}{2}$  gal.  $\frac{1}{4}$  gal.  
 $\frac{1}{8}$  gal. 1-16 gal.  
Cases of 2 doz., 4 doz., 8 doz.  
Bottles, 16 oz., 8 oz., 4 oz.

Contents marked on each bottle and tin.  
Virgin Olive Oil, guaranteed to keep.

We have the  
finest assortment  
of Groceries,  
teas, coffees and  
spices.

We specialize in  
in teas and coffees  
and our experts have  
many years of experi-  
ence in these lines.

Let us help you in-  
crease your clientele.

## HERE ARE A FEW ARTICLES THAT MIGHT INTEREST YOU WHILE THEY LAST

### Genuine Tarragona Soft Shell Almonds

(Tare) about 110 lbs. .20 lb.

### Pink Salmon, $\frac{1}{2}$ lb. tins

The Very Finest. 8 doz. per case, \$1.00 doz.

Terms net. - - F.O.B. Montreal.

We have the service for you.

Our Motto: Satisfaction Every Time.

# L. CHAPUT, FILS & CIE, LIMITEE

WHOLESALE IMPORTERS

MONTREAL

*Established in 1842.*



**T**HOMAS OVER MELLOR tells how he has made such a remarkable success of his grocery business.

“We change the windows every week.”

“We specialize on **Red Rose Tea and Coffee.**”

Back from service overseas, Thomas Over Mellor bought a grocery business at Minnedosa, Manitoba, and at once started sales-increasing ideas working for him. After three months from taking over the business, Mellor had doubled his takings. These last three months he has almost doubled sales a second time. How has he managed to do it?

“We do our best to always have our store attractive,” T. O. Mellor stated. “We bring goods to the front, changing all interior displays frequently. We change the windows every week, specialize on Red Rose Tea and Coffee, Gold Standard goods, a breakfast food, fruit or soap, for instance. I think you might say that display, strict attention to customers, buying close and selling at a reasonable profit have contributed most to our success.”

Walk into this Minnedosa store as a customer. You may be served by a clerk, but you will not go out without the proprietor having spoken to you pleasantly. Mellor makes the most of a pleasing personality. Perhaps that is the chief factor in his success.

Drop into his store again, half a dozen times in the course of a month. Each time you perceive a change. Each change is planned to make a pleasing impression, to act as a gentle stimulus to the brain. You sit up and take notice, as it were. You see things and you are conscious of the things you see displayed temptingly. You want them. You buy more than you came to purchase. A new window display catches your eye a few days later. “I’ll get some of that on my way home,” you say to yourself. And you do. Moreover, you also get one of several other things simply because you could not help but see them while in the store—and they looked so good.

In other words, T. O. Mellor thinks for his customers. Probably this is the second factor in his success.—Winnipeg and Western Grocer, September 15, 1920.

*With Our Compliments to Mr. Mellor*

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

St. John

Montreal

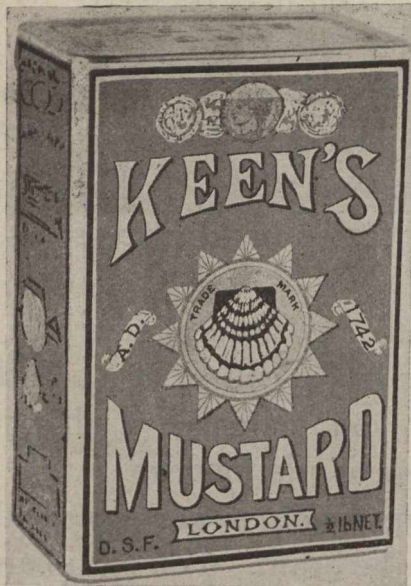
Toronto

Winnipeg

Calgary

Edmonton





When you suggested "Keen's"  
You Said Something

—because you "tipped"  
your customers to a most  
reliable mustard. Also  
your suggestion will have  
brought its own reward in  
satisfied customers.

*Canadian Agents:*

**MAGOR, SON & CO., LIMITED**  
MONTREAL      TORONTO

# ALBERTA POTATOES

NOW READY FOR SHIPMENT

NO. 1 WHITES, PACKED, GRADED IN 100-  
POUND BAGS. GOVERNMENT INSPECTED.

We are exclusive agents for Craig & Pilling, Edmonton---  
Selling Office of Alberta Potato Growers' Association

*WIRE OR WRITE US FOR QUOTATIONS*

**NICHOLSON-RANKIN LIMITED**

*Wholesale Grocery and Fruit Brokers*

WINNIPEG, MAN.

Branches at REGINA, SASKATOON, SASKATCHEWAN

CALGARY, EDMONTON, ALBERTA



# CANADIAN GROCER

VOL. XXXIV

TORONTO, OCTOBER 8, 1920

No. 41

## Should a Manufacturer be Held Responsible for Baking Powder After Leaving the Factory?

The Government Analysis Shows That Many Brands of Baking Powder Are Misbranded—Recommends That Manufacturers Be Required to State Contents on Labels—Some Brands Found to Be Adulterated.

A RECENT bulletin issued by the Department of Health, Ottawa, contains some important information in regard to the different brands of baking powders. The inspection and analysis have brought out the point that there are baking powders on the market that are labeled in such a manner that the contents are misleading. Brands, upon which the words "egg" and "cream" appear, when analyzed, were found to contain nothing whatever of that nature. Others were found to contain alum, whereas the label stated that the contents contained no alum. Others again stated on the labels that they were "stronger than other brands." "No food will be as light, sweet and digestible, entirely free from tartaric acid, alum, rochelle salts, lime, or ammonia, as when made with ——— baking powder." "Specially designed for a particular brand of flour." "In purity and healthfulness has no superior, and in excellent results no equal." These statements, according to A. McGill, chief analyst, "are so glaringly absurd that no intelligent buyer should be deceived by them. It can only be among the most credulous and ignorant that any extended sale results from such ridiculous claims."

Of the 353 samples of baking powder collected throughout the Dominion, 46 were found to fail to meet the requirements and were classed as adulterated. As the standard had already been in force fifteen months when the samples were collected, ample time had been allowed to the trade to adjust its goods to meet the requirements of the law; legal proceedings have been taken in every case.

Seven samples made claims upon the labels which were not borne out by the analysis. Nine samples had names that were more or less misleading and gave the purchaser to understand that he was buying a superior article. The

manufacture of a baking powder is by no means a difficult matter, nor does it involve the use of expensive plant. Hence many undertake this work who have limited acquaintance with the principle upon which it is based. It is therefore quite possible that some of the exaggerated claims made for their products by manufacturers are due rather to ignorance than to fraudulent intent.

### Merchants Should Watch Stocks

The worth of a baking powder to the consumer is directly dependent upon its gas producing power, under the conditions of baking. Deterioration in this respect is inevitable if the article is kept too long on the shelves of the merchant.

A. Papineau Couture, public analyst, in his report on the inspection of baking powders, says: "Baking powder has been examined on six previous occasions in these laboratories, but this is the first systematic inspection which has been carried out since our standard was established in 1918. This was first issued under authority of an order in council dated March 8, 1918; it defined baking powder, required that the name of the acid constituent be marked on the label, defined alum, and established a minimum yield of 10 per cent. of available carbon dioxide. These standards were cancelled by an order in council dated August 17, 1918, which merely defined baking powder and established a minimum of 10 per cent. available carbon dioxide. It is worthy of note that though not compelled to do so by law several manufacturers print the composition of their powders on the label.

Of the samples reported 18 yielded slightly less than 10 per cent. gas and have been allowed to pass, while 47 of them fall considerably below the standard and have been declared adulterated.

A very interesting point has been

brought out by these cases, viz., How long after the baking powder leaves the factory should a manufacturer be held responsible for its quality? In other words, how long will the baking powder keep without undue deterioration?

As far as can be judged from the correspondence which has come to this laboratory with the legal proceedings taken against the vendors of adulterated samples, Canadian manufacturers do not seem to wish to shirk the responsibility which should rightfully fall on them, but on the other hand they do not wish to stand the loss which a retailer may have brought upon himself by overstocking, and they feel they are not bound to make good to the retailer a fine which may have been imposed for the sale of baking powder which had been kept on the shop shelves for several years and had considerably deteriorated through no fault in manufacture. It seems to me that this stand is well taken, but the question remains: "How long is the manufacturer responsible?" Experience proves, however, that a well packed baking powder may be kept for several months, or even for a year, without any material change. The maximum time which a baking powder can be kept would doubtless depend on the nature of the packing, and it is quite possible that in certain cases it might be considerably over a year. It would be of utmost importance to Canadian manufacturers and also to the retailer that the date of manufacture be stated on each tin or package of baking powder."

### Contents of Packages Misbranded

Seven samples were found to contain alum when the label stated that they contained no alum. There is nothing in the laws prohibiting the use of alum as an ingredient in baking powders, nor is it required of the manufacturers that

Continued on page 42



# Display and Service Secret of Profitable Fish Business

Montreal Grocer Sell Two Tons of Fish Weekly—Window and Counter Displays the Reason.

By Staff Correspondent Canadian Grocer

**M**ONTREAL.—(Special.) — That fish can be a profitable side line to a grocery store seems to many a grocer to be doubtful, and perhaps impossible. Many grocers express the opinion that it cannot be carried profitably along with other grocery lines, and that fish is hard to sell and dirty to handle. The management of the Montreal Public Markets have disproved this theory, at least, to their own satisfaction. Further, it seems impossible that the window of a grocery store in the busiest section of St. Catherine Street, Montreal, dressed with fish, could be the centre of attraction between five and six o'clock at night, when the streets are crowded with business people wending their way homeward. Yet this too is the case in the aforementioned store. This attractive window has been the means of building up a large fish business despite the fact that it is purely a cash and carry store. "It is surprising," said Romeo Stanford to Canadian Grocer, "how much fish our customers themselves carry out of here every day."

There is truly an art in dressing a window with fish so that it will be as attractive as the window of Montreal Public Market. This window has a foundation of ice, which is covered over with a number of white enamel trays. In each tray are just a few slices of fish or a few cleaned fish. Romeo Stanford, who is manager of this department, informs Canadian Grocer that the fish in the window is changed two or three times a day so that it never loses its fresh and inviting appearance. Along the front of the window are trays of kipper herrings, bloaters, finnan haddie, and other cured fish. Behind these are trays of fresh cut slices of halibut, fillet haddie, mackerel and fresh lake fish. In the centre of the window a very attractive tray of thin slices of fresh red salmon stands out among the white fish in the window. The border of the window is trimmed with green vegetables, making a very picturesque frame to the whole display.

Mr. Stanford won for his store last year the silver cup for the best fish display on the National Fish Day. As Mr. Stanford says, "if the people do not see the fish they certainly will not buy. It is the power of suggestion that sells fish. To many people the idea of fish is obnoxious, since they imagine it entails considerable work and undesirable odors. We have endeavored to prepare our fish for display in such a way that the public will understand that it is no harder to cook a fish dinner than it is to cook beef steak. All our fish are cleaned and ready for use. Our hall-

but, salmon and the larger fish, are all cut in slices ready for the pan. When the display is made like this people are persuaded to take home enough fish for dinner. In this way we have built up large sales, especially at the evening hour. The best selling fish at this time of the year we find to be the fillet haddie. We sell from 25 to 28 hundred pounds of this fish every week. Our total sales for the week during the spring and fall are very close to two tons. In one shipment this week we have received 1,500 boxes of kippers."

The counters displaying the fish in this store are all the open refrigerated style. The front is glass, and brine is circulated through radiators at the rear of the counter. Here, too, white enameled trays are used for display. On each tray are kept fresh supplies of fish. The management informs Canadian Grocer that these displays are changed from three to five times every day. This store does not believe in displaying whole fish to any extent. Mr. Stanford says that a fish in its natural state suggests to the buyer any amount of trouble in preparing it for the table, and the inclination to buy is overcome with the thought of cleaning the fish. "A display of fish ready for the frying pan will make big sales," said Mr. Stanford. "The price of fish has not nearly kept pace with the inflated cost of living. It is always a dainty, wholesome and inexpensive dish. We place little cards on each dish of fish displayed, naming the fish and quoting the price. People do not seem to realize how economical fish is, and when they see an attractive display with a comparatively low price the sale is made. Above all things the

display is the most important thing in developing the sale of fish."

When asked by Canadian Grocer what advice he would give to a man entering into this branch of the business, Mr. Stanford said, "I have been specializing in this business for 15 years, and in all of that time I have endeavored to study carefully all the factors that go to make a success of the fish business. The word SERVICE in my opinion is the key to success. I would advise a man entering this business to start with a very small stock but one of quality. Then I would suggest that he watch it very carefully, sparing no trouble or effort to turn it over quickly. We have found that when careful service is given the buyer becomes a customer, and we can very nearly count on their business. It never pays to take any chances on selling poor fish. People are far more critical of fish than of any other article of their food. If this care is taken it will not be very long before the present stock is turning over freely. It is then time to order a larger supply and with this, too, to extend every effort to sell it all quickly. The merchant will be surprised how quickly the sales will mount up. It pays far better to throw out five or ten pounds of fish than to try to sell it when it is even doubtful. If at first special care and attention is given the number of good customers that will result will later provide such a quick turnover that there will be no more worry as to the condition of the fish. To a merchant beginning in the fish business my advice is to make a feature of display and service. I have found that when this principle is followed, fish is an excellent seller."

## Flour Declines 50 Cents Barrel

The Manitoba Wheat Market Depressed—  
Quotations on Both Futures and Cash Grains  
Lower—Manitoba Oats Also Weak.

**P**RICES of flour again declined since last issue of Canadian Grocer, a reduction of 50 cents per barrel is announced on all grades. This makes the second decline within the week. First Patents are now quoted at \$13 in jute bags on track. Second Patents are quoted at \$12.50 per barrel in jute bags on track.

Manitoba wheat has been steadily receding, futures are around 13 to 17 cents lower, with cash grain moving down in sympathy. October option is around \$2.19, November at \$2.15, and December at \$2.04, while No. 1 Northern on spot is quoted at \$2.24. The re-

duction in flour prices was the consequence of the sustained decline in wheat.

An interesting feature in the grain market is the fact that large quantities of Canadian wheat have been sold in the United States, where Canadian dealers can undersell the American product, taking their profit out of the premium on American funds.

Manitoba oats also continue to decline, futures being down one cent to 2½ cents, while cash prices are down one cent. Ontario grains show little change except that they continue to tend easier under the lead of the Western markets.



## Manufacturers State That Pickles Will Not Be Lower

Bottles Are Costing Double Last Year's Price—Higher Prices Are Paid for Cauliflowers, Onions and Cucumbers Which Are Only a Fifty Per Cent. Crop—Statements of Manufacturers in Various Parts of Canada.

**M**ANUFACTURERS of pickles, when interviewed by Canadian Grocer upon the possibility of a decline in pickles, are all of one mind that there can be no lower prices for this season's pack at least. They point out that, although in many districts the acreage of cauliflower, onions and cucumbers is greater than last year, the crop is only about 50 per cent. and they are compelled to pay fully 50 per cent. higher prices than last year. Containers and increased freight rates have also to be considered. Recently bottles advanced three dollars per thousand, which means double the cost of a year ago, ten gallon oak kegs are costing \$3.90 more than one year ago, about the first of the year freight rates advanced 25 per cent. and on top of this comes the 40 per cent. advance which took effect September 1st, which makes a total increase on freights since last year of 65 per cent. Another feature in the situation is the inflated cost of cases. A few years ago pickle manufacturers universally adopted the corrugated cardboard case because wooden cases were costing such a high figure. At the present moment this condition has been reversed, cardboard boxes are now costing fully ten per cent. more than the wooden case, so that many manufacturers are again using the wooden case.

"We are paying 50 per cent. more this year than last for cucumbers, onions and cauliflowers," stated H. S. Fisher, of Libby, McNeil & Libby, Limited, Chatham, Ont., "the crop in our district is only about 40 per cent. of normal. Cauliflowers are extremely scarce, present indications are that we will not have sufficient to meet our requirements and we will probably have to buy cauliflower in brine from the United States. The higher cost of bottles, kegs, vinegar and freights, all make pickles cost more to manufacture. There can be no lower prices for this season's pack. There is even a possibility that prices will be higher."

R. W. Bishop, of Bishop & Pringle, Owen Sound, Ont., stated: "We have a 50 per cent. decrease in crop of vegetables, especially cauliflower, onions and cucumbers, and we are paying fully double the price paid last year. Up to the present we have not received sufficient to meet our requirements." When asked if the receding sugar prices would not tend to bring down the price of sweet pickles, Mr. Bishop replied, "No! That is not possible, the increased cost of containers will more than offset the lower prices on sugar. Then take freight

rates, this last increase of 40 per cent. means five to 15 cents per dozen increase on pickles in the first handling only, from our factory to the wholesaler. Then there is the increased freight rate again to be added when the wholesaler distributes to the retailer."

F. H. Lytle, of T. A. Lytle Co., Ltd., Toronto, Ont., said that "We are finding it difficult to get vegetables even at the advanced prices over last year. The crop this year is only half of other years. I am afraid that if merchants continue to hold off buying, that when they do buy, we will not be able to fill their orders. Prices cannot come down for the reason that everything we are using in the manufacture of pickles is costing more. Bottles have recently advanced \$3 per thousand, which makes them double the price of last year. Then

it is a difficult proposition getting bottles. The glass works just take our order and make delivery when they please."

D. A. Nelles, of Lea Bros., Ltd., Simcoe, Ont., stated: "We have a small crop of onions, cauliflowers and cucumbers, and will not estimate more than 60 per cent. This shortage coupled with the higher price we are paying for vegetables and the increased cost of containers, will not have a tendency to bring down the price of pickles. In fact we are looking for higher prices before next summer."

"With bottles, cases, kegs and freight all on the increase, it is impossible to have lower prices on pickles," so stated A. W. Smith, of the Wm. Davies Ltd., Toronto, Ont. "Cauliflowers, cucumbers and onions for pickling purposes are a very light crop, probably only 50 per cent., for these we are paying considerably more than last year. Why, bottles alone are double the price of last year. We anticipate that next summer will see the highest prices on record for pickles. We manufacturers do not want to see higher prices, we would sooner see them come down. When pickles are cheap people eat more of them, which, of course, is good for business."

## New Food Building Again Discussed

Committee of C.N.E. Exhibitors to Have Plans Drawn Up Showing How Building May Be Laid Out to Advantage.

**T**ORONTO, October 6 (Special)—A meeting of the executive committee of the Food Products Association was held on Tuesday of this week in the rooms of the Canadian Manufacturers' Association. Chairman H. N. Cowan of The Cowan Company presided, and every member of the executive was present, including H. C. Scully, James Wagstaffe, of Hamilton, W. G. Patrick, Joseph Ruddy, George Hortop, R. E. Lennox, and the secretary.

The secretary reported an interview with H. W. Watters, assistant manager of the Canadian National Exhibition in connection with the proposed new Food Building.

It will be remembered that W. G. Irving, vice-president of the Exhibition, told the food manufacturers that the directors considered the Transportation Building the best laid out on the grounds and that they favored the erection of a similar Food Building. A ground plan of this building was secured from Mr. Watters with dimensions and a suggested plan for the ground floor of the new Food Building drawn up by the secretary was discussed. A general idea was secured from the members present as to what was desired and on the suggestion of the chairman, Mr. Cowan, an architect

will be asked to submit rough plans to be considered at the next meeting.

The secretary was instructed to have letter-heads printed and to remind those desiring to join the association of the annual fee. The committee will endeavor to see as many exhibitors as possible to determine how many of them are willing to contract for exhibit space. Spaces suggested for the new buildings were, some 20 ft. by 18 ft. in dimensions, some 17 feet by 12 feet, and others 15 feet by 12 feet. The first mentioned would be in the centre of the building and the others around the sides.

Another meeting of the executive will likely be held within the next week or ten days.

### SMYRNA SULTANA RAISIN CROP SHORT

The 1920 harvest of sultana raisins in Smyrna will probably not exceed 23,000 tons, as compared with 30,000 tons last season. About 400 tons of sultana raisins were forwarded to London and Liverpool during the first week of August. Prices realized ranged from \$24 to \$25 per 112 pounds, c.i.f. in boxes of 30 to 36 pounds.



## Labor Conditions Affect Harvesting of Oysters

Boat Crews Are Demanding an Eight-Hour Day and Higher Prices Are Ruling—Twenty Per Cent. in Advance of a Year Ago.

**L**ABOR conditions are interfering to a very considerable extent with the harvesting of the oyster supplies, according to the opinion of T. J. McKey, of the Connecticut Oyster Company, Toronto. The boat crews are demanding an eight hour day, and just at present their demand is causing more or less anxiety to the producing companies. Employers are facing a difficulty that means much to the oyster market. Not only will this request of the crews mean curtailed supplies, but also higher prices. In many instances it takes fully two hours for the boats to reach the oyster grounds, and two hours to return. With the time off for lunch there would not be much time left for gathering the oysters. Only 200 bushels of oysters are now being gathered in the time it used to take to harvest 300 bushels.

### Supplies May Be Limited

It is stated that the supplies will be somewhat limited, not only due to the unsatisfactory labor conditions, but to the fact that the fish spawn has not been fertile for a period of seven years. It has been growing less each year, and the quantities available have been gradually diminishing. Whereas a few years ago, in Connecticut and Rhode Island there were easily 125 producers, there are only four companies that now have grounds. With the demands of the workers met, it will easily mean as much as \$15 per day to these oyster gatherers.

### Prices Will Be High

Prices of oysters to the trade this year are going to be high, more than 20 per cent. in advance of last season. In the event of the wage increases being granted, it will mean still further advances. Importers at the present time are quoting oysters at from \$4 to \$4.20 per wine gallon. In spite of the marked gain in quotations to the trade in 1919-1920, as compared with 1918-1919, the volume of business done was fully 25 per cent. greater. A great many new accounts were opened up, and the stronger prices notwithstanding, business this year promises to be on a larger scale than ever. Any curtailment in consumption at the present time is not anticipated. The season for oysters has just opened, and buying of the same is active.

### Merchandising Oysters

Regarding proper merchandising of oysters, a good many merchants were now handling them to the consumers in the glass containers. Selling them in this way has proved both satisfactory and profitable to the retailer. In order

to handle the sealed containers proper refrigeration is essential. They must be kept in a temperature not above 45 degrees. A great deal of loss has been encountered by grocers and other dealers in not keeping the oysters in a place sufficiently cold to preserve them.

## Coal Shortage Reflected in Evaporated Apple Pack

Little Export Business Expected—The United States a Competitor for Overseas Trade—Prices to be Lower.

**T**HE shortage of coal is an important factor in the evaporated apple situation at the present moment. Many factories are having difficulty in procuring sufficient coal to put them over the evaporating season and the amount packed will depend a great deal on the coal question. Another feature is the fact that the outlook for export business is very uncertain, as yet little enquiry has been made for overseas trade. The United States have become large packers of evaporated apples, and as these are offered to the trade overseas at lower prices than Can-

adian evaporators, it is altogether likely that the major portion of the export business will find the way to United States markets. The quality of the Canadian apple crop this year is the best in several years, which will be reflected in the quality of the new pack evaporated. Evaporators are looking forward to an exceptionally fine quality of evaporated apples this season. It is yet too early in the season to estimate what quotations will open at, but it has been said that prices will be lower than last year.

## Increasing Sales on Fish and Meat Sauce

"Know Something About the Line You Are Selling and Put Selling Effort Behind One Brand," Says W. C. Coates, Brampton, Ontario

**"W**HEN a customer asks for fish or meat sauce I always take off the shelf the three lines I am selling, lay them side by side on the counter and tell the customer all I know about each kind," stated W. C. Coates, retail grocer, Brampton, Ont., to Canadian Grocer representative, and in so stating he took from the shelves the three lines to demonstrate his method of salesmanship. "The more I can learn about the article I am selling, the better I can speak with authority; the customer is always willing to hear something about the article she is buying and she is more satisfied with her purchase; not only that, but it tastes a lot better when something is known about it. Now, here are two bottles of sauce, both made in England from practically the same ingredients, sweet spices, fruits and vegetables, cleverly compounded. They are both equally as nice on either fish or meat, hot or cold, and give a tantalizing flavor to soups, and even the flavor of cheese is improved with a few drops. This ——— brand

is the one I am selling the most of."

"Why do you push the sales of that brand when you state that the brands are identically the same?" was asked.

"Just because I make it my policy to get behind one special line; not only sauces but on every line carried in stock," continued Mr. Coates. "This is not a very good town for sauces because nearly every one has a garden, grow their own vegetables, and make their own sauces. However, I have no complaint to make on my sales of sauce, and I do think that my method of selling has something to do with it. I am selling two cases of ——— sauce to one of the other. Just to illustrate, yesterday a lady came in who was not a customer of mine, said she was over to Mrs. ——— for dinner the night before, and they had ——— sauce. It gave such a different flavor to the chops that she enquired of Mrs. ——— where she got it, and found out that it came from this store. The result was a sale to that lady. Now that's what I call good advertising."



## Imported Chicken Soup Not Arriving

The Law Requires a Post-Mortem and Ante-Mortem Certificate of Inspection on Canned Chicken Soup and Poultry Entering Canada—  
No Shipments Coming Through

**M**ONTREAL (Special). — For some months there has been a severe shortage of canned chicken, chicken soups, and in fact any canned goods in which poultry is used. This very noticeable shortage among the retail stocks has been perhaps most acute in the city of Montreal and in the immediate district. There is perhaps a good reason for this shortage. There is a certain demand for imported canned chicken soups, particularly some brands packed in the United States, and our Government has made a law that all canned meats, including chicken, entering Canada, shall have with them a certificate of post-mortem inspection, and in some cases ante-mortem inspection.

As neither the U. S. Government nor the British Government has a law that requires these inspections, importers here are unable to get the required certificate, and the goods are not allowed to enter Canada.

This law prohibits the importation of many French and English delicacies such as pate de foie gras. It is impossible for local agents to obtain certificates of inspection of the fowl used in the particular shipments received by them. Other governments do not require this inspection. In fact, Canadian Grocer is informed that Canada is the only country in which ante-mortem and post-mortem inspection of meats is enforced.

Mr. Paul, of Walter Paul grocery, Montreal, in conversation with the Canadian Grocer representative, remarked: "It is nearly a year since we have been able to obtain supplies of either imported chicken soup or canned chicken. Our stocks of these have run very low. We can offer the Canadian packed chicken soups, which are daily gaining favor with the public, but some of our customers demand some of the imported lines. It is hard to tell just what is the Government point of view in connection with this law. If it is to protect the Canadian manufacturers they are certainly succeeding in doing so, since we cannot import any of the U. S. brands at the present time. If, on the other hand, it is their intention to protect the Canadian public against disease or poorly packed meats, they are also prohibiting a trade with the United States which creates a healthy competition beneficial to all. It is not fair to Canadians or to our neighbors to prohibit competition. We must admit that there is a big demand for these imported canned soups. Besides this, in the city we find requirements for delicacies which can only be obtained in England and France. The rigid inspection and requirements in connection with these

packs make it almost impossible for us to obtain these supplies for our customers."

Mr. Smyth, of Rose & Laflamme, Montreal, agents for Campbell's soups, said to Canadian Grocer: "We have been doing our utmost to make some arrangement with the Government either in Canada or the United States to allow us to import these soups other than the vegetable soups, which we are able to bring in. The law at the present time makes it absolutely impossible for us to obtain supplies of chicken soup, especially in Montreal. It has been rumored that at other ports supplies have been passed by customs. However, if the law prohibits the importation we certainly do not want to infringe on such legislation. On the other hand, the U. S. Government does not see fit to make compulsory such inspection as the Canadian Government has enforced. As a result we are unable to import our stocks."

J. H. Magor, of Magor, Son & Co., Montreal, who represents the Franco-American Co. in the United States, finds the same difficulty as do the other importers in obtaining supplies of chicken soups for distribution in Canada.

Toronto (Special).—The same condition as stated in the above despatch exists in Toronto. Chicken soups and canned poultry packed in countries other than Canada have not been arriving for many months for the reasons stated

above. A small shipment did get through some time ago, but this was only a few cases that were shipped along with a large consignment of other goods. Any supplies of imported canned chicken soup or poultry that are on this market have been in stock previous to the Act coming into effect.

### British Meats Barred

"Under amendment of April, 1919, to the Meat and Canned Foods Act of Canada, revised regulations were drafted which prevent the importation from the United Kingdom of all meat products, including potted meats, pastes, poultry, calves foot jelly, ox tongues, etc., unless accompanied by a certificate signed by a Government inspector," stated J. T. Menzies, of Stewart Menzies & Co., to Canadian Grocer. "In view of the fact that the United Kingdom has no Government form of inspection it is not possible for the British manufacturers to comply with these regulations, and therefore their goods are barred from Canada. Whilst we appreciate that the endeavors of the Canadian Government are to protect the public from impure products, we feel that the clause should provide some means whereby reputable houses could still be permitted to ship their products accompanied by a chemist's certificate, and we consider it would be more just for the Canadian Government to specify the standard of quality desired, when we are confident that all our goods would surpass this measure with ease."

The United Commercial Travellers' Association, Winnipeg, opened their social season last week with a dance in the Fort Garry Hotel. About 250 people were in attendance. Dances will be held throughout the winter every fourth Friday in the month at the Fort Garry Hotel.

## Customs Duty on European Imports Levied on Gold Value of Goods

An Important Ruling Affecting Imports—Some Grocery Lines Affected—Jams, Sardines and Vinegar not Affected as These Carry a Straight Duty.

**T**HE new customs' ruling announced by the Commissioner of Customs at Ottawa will have the effect of making reductions in the duties on goods from Great Britain and all other countries in Europe where the exchange rates in Europe are favorable to this country. With the adverse exchange relations existing between Canada and the United States which will place the gold, or real value of goods bought in the United States, above par in terms of Canadian funds, while at the same time similar goods are quoted at below par in Britain and other European countries, there will be a natural diversion of orders to European markets, especially to that of Great Britain, with which

country Canada will have the additional benefit of preferential tariffs.

### Some Lines Not Affected

J. T. Menzies, of Stewart Menzies & Co., Toronto, in discussing the order, stated to Canadian Grocer that there are many grocery lines that will not be affected. For instance, sardines have a straight duty of 2½ cents a can, vinegar 10 cents per gallon, and jams 2¾ cents per pound. On the other hand such lines as custard powder, soups, pickles, confectionery, curry and gravy powders, nuts, currants and raisins will all be affected. The amount of the reduction will depend upon the rate of exchange existing at the time the goods were shipped and invoiced.



# CURRENT NEWS OF THE WEEK

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

## MARITIMES

The Bridgeburg Co-operative Association opened their store a few days ago. The Bridgeburg Co-operative Association will have a capital of between \$20,000 and \$30,000.

## QUEBEC

V. Vincent, grocer, 73 Ethel Street, Verdun, Que., has sold his business to A. Filiatrault.

W. O'Shaughnessy has sold out his grocery business at 601 9th Avenue, Rosemount, Que., to Elias Moussin.

R. Ducharme has bought the grocery business of H. Paquin at 3645 St. Hubert Street, Montreal.

Mrs. J. Brunet has bought the grocery business of T. Mercier, 370 Richmond St., Montreal.

Joyce & Co., Limited, Montreal, have moved their offices from 307 St. James St., to 207 St. James St., where they have secured larger offices.

Z. Hebert, president of the wholesale grocery firm of Hudon, Hebert & Cie, Montreal, who has been in Europe since last April, arrived in New York October 5 on the SS. Olympic. He is expected back in his office by the end of the week.

## ONTARIO

Arthur Truzzell, Toronto, has sold to G. H. Baker.

Clifford E. Hough, Toronto, is discontinuing business.

E. C. Davies, London, Ont., has sold to W. S. Beam.

D. Brown, Westboro, Ont., has sold to W. J. Carruthers.

Walter Greenbalgh, Southwood, is commencing business.

W. J. Carruthers, Westboro, Ont., is commencing business.

Wm. Hore, retail grocer, Orillia, has sold to John Dailey.

C. T. Messick, Toronto, is disposing of his grocery business.

J. F. Blondin is opening a grocery business at Iroquois Falls, Ont.

E. W. Jeffress, of E. W. Jeffress & Co., Walkerville, Ont., is on a business trip to South America.

Charles Miller, Toronto manager, Red Rose tea, was in Windsor, Ont., this week on a business trip.

J. T. Menzies, of Stewart Menzies & Co., Toronto, has returned from a business trip through the Western Provinces. Mr. Menzies states that the merchants throughout the West are in a cheerful frame of mind in regard to business and are looking forward to this coming season as one of the best.

The grocery store of Martin and Pointier, Kenora, Ont., was destroyed by

fire recently. The loss is estimated at \$10,000.

J. J. Blackburn, Smith's Falls, Ont., having decided to retire from business, is disposing of his stock at cost.

The Laing Produce and Storage Co., Ltd., Brockville, Ont., is installing machinery whereby it will make its own cans for its products.

A reward of \$200 is being offered for information leading to the arrest of the person or persons who broke into the store of J. D. Wisdom in Allendale, Ont., recently.

W. J. Snelgrove, James Street, Parry Sound, Ont., purchased the flour and feed and grocery business of John Purvis & Son, James Street, and will continue same at present location.

T. H. Kinnear, president of the wholesale grocery firm of Thos. Kinnear & Co., Toronto, on a recent visit to the company's branch in Galt, Ont., announced that the company contemplated erecting a warehouse in Galt in the near future.

Abner S. Willard passed away very suddenly last Friday at his residence, 65 Spencer Avenue, Toronto, from heart failure. Mr. Willard was a resident of Toronto for over 30 years, and, along with his brother established the wholesale provision business of Willard & Co. He was born in Sheffield, in Wentworth County, and is survived by a widow and three daughters.

## WESTERN

E. J. Bull, retail grocer, Winnipeg, Man., has sold to Geo. W. Oliver.

Albert Dennis, Winnipeg, Man., has opened grocery business.

Holmgren Bros., hardware and grocery, Estevan, Sask., is discontinuing grocery department.

The Dominion Chocolate Co., Ltd., successors to Hooton Chocolate Co., Ltd., of Toronto, have appointed Donald H. Bain & Co., as their Western representatives.

McBride's, Ltd., Moose Jaw, Alta., is inaugurating the cash and carry system in their stores. A small fee is being charged where delivery is demanded.

## TO SELL VICTORY TOFFEE

Oliver-Lee, Ltd., Selling Service Corporation, Toronto, handling confectionery exclusively, have been appointed exclusive sales managers in Canada for the Victory Toffee Company, Ltd., Toronto. This makes the third plant of which Oliver-Lee, Ltd., controls the output, the other two being the Repetti factory and the Aromint Manufacturing Co., Ltd. Oliver-Lee, Ltd., report business excellent in all lines.

## FIFTY-SEVEN YEARS IN THE GROCERY BUSINESS IN THE SAME STORE

On Saturday last, Henry Swan, grocer, King Street East, Toronto, opposite the St. Lawrence market, celebrated his 57th anniversary in business, and continuously, in the one store. Mr. Swan celebrated by taking stock for the fifty-seventh time.

Mr. Swan was born in Edinburgh on November 20, 1841. When still a boy his family came to Toronto. In 1854, then 12 years of age, Mr. Swan started his career as a messenger boy in a grocery store at the corner of Yonge and Albert Streets. The same year his family moved to Agincourt, and he gave up his job and went with them.

Mr. Swan lived at Agincourt only five years.

In 1859 Mr. Swan went back to the grocery business, this time with the firm of Dodgson, Shields & Morton, then doing business on the present site of Ryrie's jewellery store. Four years later, with his brother Albert, ten years his senior, he started up business for himself on King Street, nearly opposite the market, then the busiest spot in the city.

Since his brother died, 19 years ago, Mr. Swan has continued the business with the help of his sons.

In the old days the store's customers came from all over York County, from Peel and from Ontario. One customer used to come from as far away as Southampton. Some of the customers that started to patronize the store 57 years ago are still buying their groceries there.

## CEREBOS LTD. OPEN CANADIAN FACTORY

Cerebos, Ltd., London, Eng., and Paris, France, have opened a Canadian factory in Toronto, Ont., and will manufacture Cerebos salt, Bisto Gravy Maker, Kelto Gravy Salt, baking powder, custard powder, Cerebos pepper and Nevo Health Salts.

The chief chemist of the English works has been sent over to supervise the manufacturing and for testing all raw materials that go into the making of their products. The factory superintendent is also from England.

G. W. Walrond, formerly assistant solicitor for the C. P. R., has been appointed general manager of the Canadian factory.

W. G. Patrick & Co., Toronto, who have been sales agents for Cerebos Ltd. for a number of years, will continue to be the exclusive selling agents for Canada.



# Manitoba Retailers Hold Annual Session

Present System of Collecting Business Tax Should Be Changed—Commercial Education Endorsed—Officers Elected.

**W**INNIPEG (Special).—The annual convention of the Manitoba board of the Retail Merchants' Association, was held in the Board of Trade Bldg., Pres. A. G. Cox, Carman, presiding. Following the address of the president and the reading of the secretary's report, a number of resolutions dealing with various subjects in connection with the association were passed. Among the more important were the following:

### Business Taxation

"Whereas the tax commissions appointed by the city of Winnipeg and the Province of Manitoba, both recommend that the present system of collecting the business tax should be changed in view of the irregularities which exist, be it resolved that the executive take this matter up with the Provincial Government with a view to having the recommendations of the commissions put into effect."

### School Books Sales Tax

"That we endorse the action of the association in requesting that the sales tax on school books be removed."

### Commercial Education

"That whereas the University of Manitoba has offered commercial education in the form of evening lectures and courses, both of which have proven of great value to those engaged in business, therefore be it resolved that this meeting request the executive to co-operate with the advisory committee on commercial education of the University

of Manitoba in the development of a department of business organization and research."

### Freight Rates

"Resolved, that this meeting endorse the action of the Winnipeg Board of Trade in deciding to appeal the question of freight rates."

### Fire Prevention

"Whereas by a proclamation, His Excellency, the Governor-General-in-Council, has set apart October 8 as Fire Prevention Day, therefore be it resolved that this association co-operate with the Fire Commission of Manitoba in fire prevention.

### Community Clubs

"Whereas it is desirable that the work of community development be continued in the Province of Manitoba, therefore be it resolved that your executive take such steps to have a department of community organization and development established under the direction of the Department of Education, so that the clubs so formed will be able to take advantage of the service of the various departments of the Provincial Government."

Officers elected as follows: Hon. president, A. G. Cox, Carman; president, A. F. Higgins, Winnipeg; 1st vice-president, T. A. Canell; 2nd vice-president, W. E. Crawford; hon. secretary, H. M. Dunham; treasurer, J. W. Kelly. Members elected to represent the province on the Dominion board were: A. F. Banfield, H. M. Dunham, T. A. Connell, W. E. Humphries, and C. F. Rannard.

## Enforce Winnipeg Closing By-law

Large Number of Stores Were Remaining Open—No Hardship on Returned Soldier Store Owners—Petition of 9,000 Citizens for Stores to Remain Open Had Little Influence.

**W**INNIPEG.—The Early Closing of Shops by-law is to be immediately enforced in Winnipeg. This matter, which has occupied so much attention of the council during the past few months was finally disposed of when the market, license and relief committee's recommendation that no action be taken to amend the present by-law was endorsed by the council. The acceptance of this recommendation means that the by-law will immediately come into force.

The committee submitted that it had fully considered the question of referring the question to a referendum of the people and asked that no such action be taken, but that the former finding of the committee that the city has no jurisdiction to restrict or prohibit the sale of goods so long as a shop is allowed to remain open and that no action be taken to change the present by-law be concurred in.

R. Stark, who claimed that he represented 100 per cent. of the owners of "one man stores and the retail clerks," urged the council to immediately enforce the by-law as it now existed. He stated that representatives of the interests which he represented had made a canvass of the city to ascertain the number of stores which were being kept open after hours. They found open after 6 o'clock in the evening, 23 stores in Ward 1; 24 in Ward 2, 52 in Ward 3; 32 in Ward 4; 24 in Ward 5; 16 in Ward 6, and 31 in Ward 7. Mr. Stark added that a number of small dealers stated that while they were complying with the law it was proving a great hardship on account of the fact that others were keeping open after 6 o'clock.

It had been claimed that the enforcement of the by-law would create a hardship upon returned soldiers, who, since returning from overseas have opened

small stores in the city. Mr. Stark submitted figures compiled by the canvassers, which, he claimed, showed the class of citizens who were keeping their stores open after 6 o'clock.

	Foreign	British	Returned
Ward 1 . . . . .	4	11	1
Ward 2 . . . . .	20	4	2
Ward 3 . . . . .	43	9	1
Ward 4 . . . . .	27	5	0
Ward 5 . . . . .	21	3	0
Ward 6 . . . . .	16	0	0
Ward 7 . . . . .	17	14	3

R. A. Bonnar appearing for the Small Stores' Association, urged that a referendum be taken on the question. He reminded the council of the petition signed by 9,000 citizens urging the council to amend the by-law to allow certain stores to remain open, and submitted that this petition was surely worthy of consideration.

Upon the matter being further discussed by the council the recommendation of the committee that the by-law be enforced without amendment was concurred in with but one dissenting voice.

### RETAIL CLERKS OF WINNIPEG FORM ASSOCIATION

Winnipeg. — (Special.) — A meeting is to be held this week for the purpose of organizing an association of the retail clerks of Winnipeg. Temporary officers announce that the association hopes to include in its membership the majority of the 5,000 retail salesmen and clerks in the city.

The association is the outcome of a temporary organization of clerks and salesmen, which was formed for the purpose of urging on the city council the necessity of passing the early closing by-law. According to A. H. Galle, temporary secretary, one of the originators of the association plan, there is need for an organization embracing in its membership all salesmen and clerk employees in the retail business. The organization will not be in the form of a union but will be independent and will have as its purpose the bettering of working conditions in city stores and shops, he said. Strict enforcement of the early closing by-law will be one of the aims of the association.

### CLAIM AGAINST WHOLESALERS

TORONTO, Oct. 6 (Special)—A statement of claim has been filed by A. W. Roebuck, acting for the Ontario Attorney-General's Department, against the Canadian Wholesale Grocers' Association, officers of the Wholesale Grocers of Ontario and certain individuals, alleging the existence of a combine in restraint of trade. This is an outcome of the case that came up before the Board of Commerce in the Spring in Hamilton and Toronto. A number of points arise in the statement on which the Attorney-General's Department wants rulings, and if the contentions of the department are upheld, to restrain defendants from continuing their methods. This means that the old question as to the right of the manufacturer to fix his selling price will come in again for much attention.

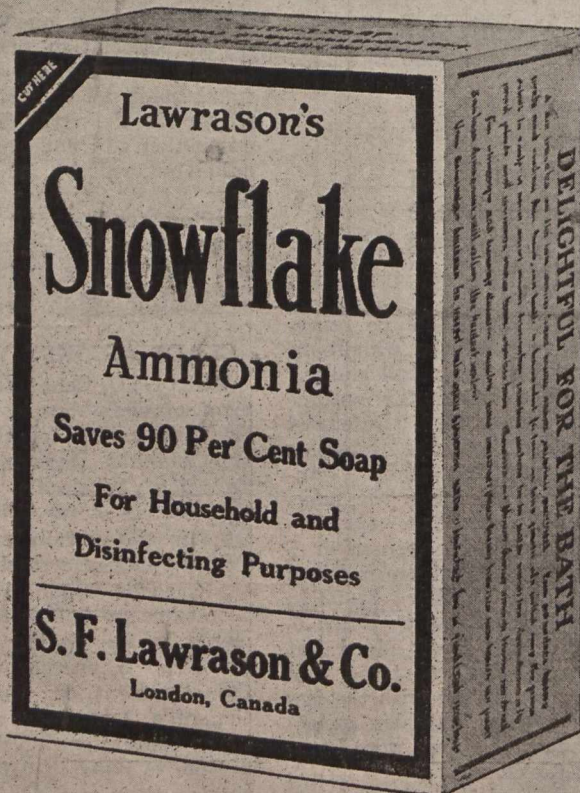


# Cuts Grease

WHEN dish water is run in sinks, the grease congeals and sticks to the drain pipes. Use Snowflake as directed below; it will saponify and make the grease soluble in water.



To clean sink or drain pipes



Dissolve  $\frac{1}{2}$  to 1 package Snowflake in pail of boiling water and pour slowly down sink. Will remove all Grime and Grease.

100% Soluble



Creating 294,697 Prospective Purchasers  
of  
**Snowflake Ammonia**  
for the Grocers of Canada

THE advertisement reproduced on the opposite page is appearing in four colors in the following publications:—

	Circulation
Everywoman's World .....	104,336
MacLean's Magazine .....	62,113
Canadian Courier .....	47,385
Canadian Home Journal .....	40,434
Western Home Monthly .....	40,429
	<hr/>
	294,697
	<hr/> <hr/>

With an average of four people in every home into which these magazines enter, this advertisement will be observed by over a million people.

Two things remain for you to do:

Give Snowflake a prominent position on your shelves and in your windows,

and

clinch the sales talk begun in this advertisement by boosting Snowflake at every opportunity.

There's a substantial profit in every package.

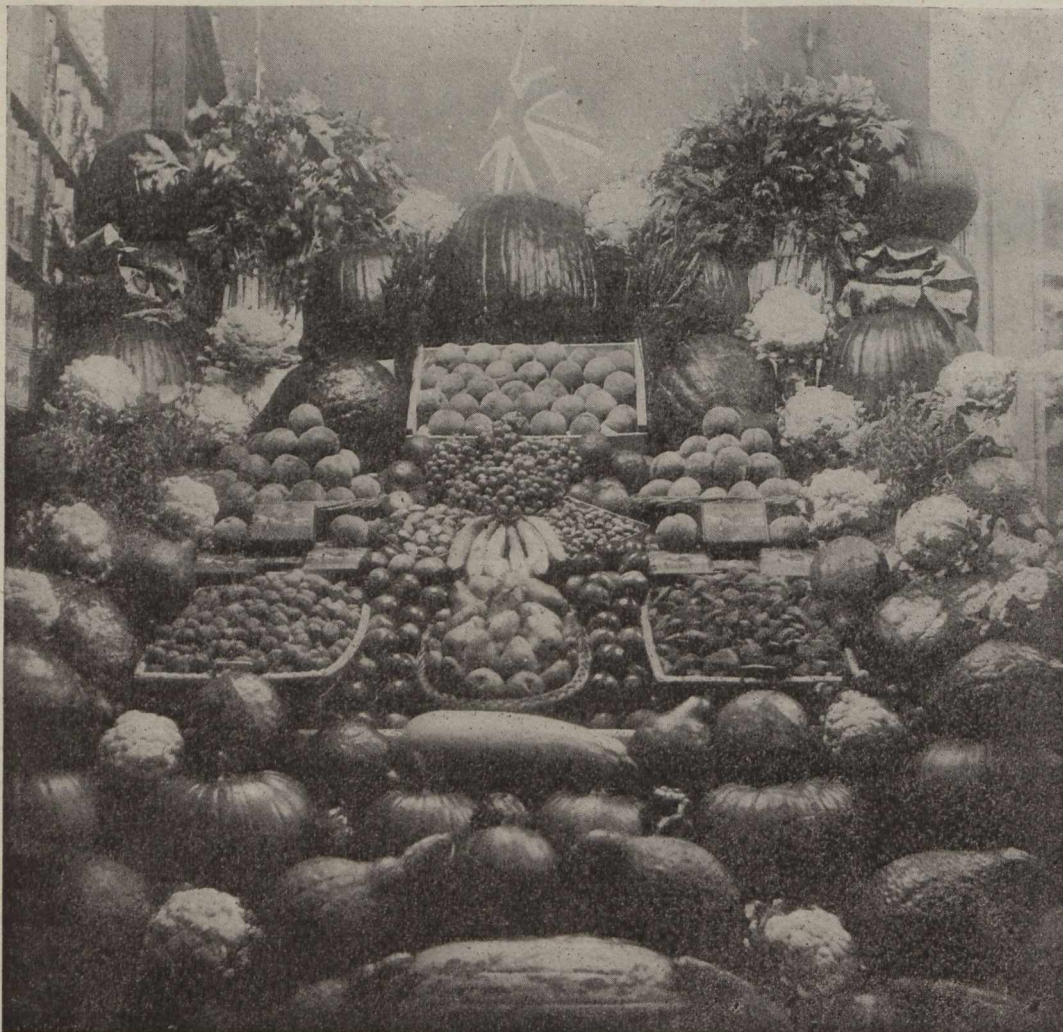
In drop shipments 5 case lots or over freight prepaid.

**S. F. Lawrason & Company**  
London, Canada



# Thanksgiving Window Display

Attractive Arrangement of Fruits and Vegetables—Nuts Are Also Suggested—The Season to Start Featuring Good Things for Entertaining.



Handsome display of fruits, vegetables and nuts.

**T**HANKSGIVING DAY festivities are the beginning of the entertaining season and with the exception of Christmas is the one holiday in the year that is universally observed. It is the time when brothers and sisters trek from the four corners of the earth, to once again meet at the old home. Around the festive board, laden with all the good things of this fair Canada, reminiscences of childhood are joyfully recalled.

Thanksgiving time is the merchant's opportunity to start the fall business rolling merrily along. The commodities available at this season are simply immense for attractive displays both in the store and the windows, vegetables, fruits and nuts being the most adaptable at this season.

Then the color combination of a window display of fall fruits and vegetables is most charming, yellow pumpkins, green cabbage, red egg plant, snow white cauliflowers, red and green grapes, interspersed with fancy baskets of walnuts, brazils, pears, rosy red snow apples and other products of the farm with a background of sprays of autumn tinted leaves and vines.

Such a window display could not fail to be attractive and appetizing and the time and work spent on it will come back two fold in increased sales.



# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**M**ARKETS generally have a weak undertone and reductions have been made on several lines of commodities, particularly grain products. The trade continues to confine their buying to immediate requirements.

**MONTREAL**—The supply of beef cattle reaching the market is still very poor. The packers hope for a better supply later. The cheap feed and lower prices on leather may be responsible. The pork market has been steady up till late this week when there occurred a slump which may affect prices during the week. Lard remains firm with a good demand. Butter and cheese is steady with a firm market. The egg market is unchanged with prices remaining firm, cold storage supplies are being called on. The New York sugar market is so low that a change in Canadian prices is expected. Corn syrups and starch are cheaper. There is a further decline in the price of flour. Oranges are lower. Large supplies of peaches have rotted in Montreal warehouses and in transit. Kraft wrapping paper advances once again in price. Twine is lower. Nuts are shaded in price. The trade thinks that opening prices on dried apples are too high and are not buying.

**TORONTO**—The most interesting features in the general markets for grocery commodities are sugar and flour. Following the steadily receding wheat markets, flour declined 50 cents per barrel, further declines are anticipated. The Dominion Sugar Refinery have reduced prices \$1.00 per hundred. The market is very unsettled in view of the easy condition of the raw sugar market and the fact that second hand sugars are still available. Some wholesalers and manufacturers have brought in American refined sugar at lower prices than quoted by the Canadian refiners. Coinciding with the decrease in corn prices, corn syrups and starches have been reduced. Reductions have also been made on package corn meal, hominy, barley and dried peas. All cereals are ruling easy under the declines of last week; the trade both wholesale and retail are buying very carefully, confining their orders entirely to immediate requirements. There is little of interest in canned goods at the present moment. New canned California asparagus is being quoted at prices higher than last year. Spot stocks of dried fruits are unchanged and prices are ruling steady. New pack evaporated apples are not expected to be large in view of the fact

that many factories are experiencing difficulty in procuring sufficient coal to meet their requirements, however evaporators state that prices will be lower than last year. Information regarding the Oregon prune situation is to the effect that the crop has been rain damaged to the extent of 50 per cent., packers are therefore showing more firmness because of the reduced yield. A recent despatch from Colombo states that all grades of tea have advanced two to five cents per pound. In view of the approaching Thanksgiving and Hallowe'en trade, jobbers are anticipating a stimulated business on nuts in the shell. Brazils are very scarce and quoted at high figures. Shelled almonds on spot have been reduced to the new crop basis. Coconut in primary markets is firm but spot stocks are unchanged. The local coffee market is moving without any change in price, although prices are expected to be revised downward just as soon as coffees that have been purchased in the lower market reach here. One brand of coffee in cans is reduced in price. Vegetables and fruits are holding at fairly steady prices. The first shipment of shell brand castile soap since the war is expected to arrive in the next week.

The produce and provision markets generally are holding steady. Some cuts of fresh pork have advanced. Special trimmed breakfast bacon is also higher. Eggs, butter and cheese are ruling unchanged. Shortening is in a strong market with a tendency for higher prices. The receipts of poultry are moderate, with a considerable improvement shown in the quality. Quotations on fowl and spring chickens are reduced.

**WINNIPEG**—The Dominion Sugar Co. reduced their price on granulated sugar \$1.00 per hundredweight this week. The trade expects other refiners to follow. Rolled oats declined this week. Several packers of pink salmon have reduced their opening prices. Several western tea packers have announced that lower prices in both package and bulk teas will be effected in the very near future. California Jap rice prices are reported lower, the new crop will be on the local market during the month of February. Several shipments of Ontario Concord and Niagara grapes have arrived as well as some shipments of B.C. McIntosh red apples. The produce and provision markets show few changes. Pork loins advanced two cents a pound. Creamery butter and eggs are firm.



## QUEBEC MARKETS

**M**ONTREAL, Oct. 8.—Lower prices on sugar are looked for. There is a decline in the price of corn syrups and corn starch. Flour and self-rising flour are lower. Dried apples are quoted but the figure is thought to be too high to induce trade. Oranges are cheaper and Canadian fruit is in splendid supply. Prices vary according to supply and demand. The vegetable market continues at low prices. Nut prices are quoted lower on spot stocks. Kraft wrapping paper is again advanced in price. Cotton twine is reduced thirteen cents per pound. Coffee is lower and the tea market is a little stronger on better lines but the medium teas are still low.

### Sugar May Be Lower

Montreal.

**SUGAR.**—If the New York sugar market continues as low as it is at the present time, being quoted at 13 cents per pound for granulated sugar, a change in price will be almost forced upon the Canadian refiners. Present quotations are 19½ cents per pound, but there is a difference of 6½ cents a pound between Canadian and American prices. If this difference continues it would pay dealers to import American sugar, but it is not expected that Canadian refiners will allow this difference to last. The opinion is expressed that a change in price will come very shortly if the New York market continues as low as at the present time.

### Corn Syrups Decline

Montreal.

**MOLASSES.**—There is no change in the molasses market this week. Quotations are steady. Some firms are cutting the price slightly in order to secure business. Corn syrup has been dropped 1 cent per pound in barrel and half barrel lots. The prices on the tins of both corn syrup and white syrup have been dropped to the extent of 45 cents per case on the 2-lb. tins, and 50 cents per case on the 5-lb. tins. This drop in price is due to the cheaper cost of production on account of the corn market. This change is over and above the higher cost of freight and shows a big reduction in the cost of production.

Corn Syrup—	
Barrels, about 700 lbs. ....	0 09
Half barrels, about 350 lbs. ....	0 09¼
Quarter barrels, about 175 lbs. ....	0 09¾
2 gal., 25-lb. pails, each.....	2 85
3 gal., 38½-lb. pails, each.....	4 25
5 gal., 65-lb. pails, each.....	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case ....	6 60
5-lb. tins, 1 doz. in case, case ....	7 45
10-lb. tins, ½ doz. in case, case ....	7 15

### Figs Quoted Lower

Montreal.

**DRIED FRUITS.**—Turkish three-crown dried figs are quoted a little cheaper this week at 25 cents per pound. The five-crown are quoted at 26 cents. The initial prices are announced on dried apples at 14 cents for Ontario as against 18 cents last year. Dealers are not buying, however, and feel that the price is unwarrantably high for this season. It is believed that lower prices will be quoted. The SS. Juliana has arrived with a good supply of Valencia raisins.

The larger part of her cargo, however, is not consigned to Canada. The Canadian Merchant Marine steamer Rancher is expected early in November and will have Canada's supply on board, which it is assured will be distributed in plenty of time for the Christmas trade.

### Spot Stocks of Nuts Lower

Montreal.

**NUTS.**—Prices are quoted on this year's pecan nuts, which are slightly lower than previous prices. The new price is from 29 to 30 cents per pound. Tarragona almonds are a little cheaper, being quoted at from 25 to 30 cents per pound. Brazil nuts are slightly dearer, quoted at 40 cents. The prices quoted here on walnuts have been slightly altered to meet the new quotations made by dealers. This is a slight decline on previous quotations, but it is expected that the new crop will be marketed at a higher figure.

### Spices in Good Demand

Montreal.

**SPICES.**—The spice market continues steady with a very good demand. Dealers report business to be very good and prices are firm at quotations given below.

### Cereal Prices Unchanged

Montreal.

**CEREALS.**—There are no price changes of note this week on cereals. The rolled oats market is weak since there have been many reductions in prices and quotations vary considerably. Some firms are underbidding others for business. The cornmeal market has also weakened and lower prices have been placed.

### Starch and Cornmeal Lower

Montreal.

**PACKAGE GOODS.**—There are a number of changes this week in package goods prices. Corn starches, both laundry and culinary, are reduced as much as 45 cents a case in some instances. Self-raising flour is quoted 10 cents lower on the 6-lb. packages and 5 cents lower on the 3-lb. packages. Quaker yellow cornmeal is reduced 45 cents a case and is now quoted at \$3.80 per case. Some brands of chewing gum have advanced 5 cents per box owing to the higher cost of packages.

### Rice Market Still Weak

Montreal.

**RICE.**—The rice market continues in the unsettled condition that it has been in for some time. Prices vary considerably and dealers are bidding on any business that there is. Rice prices at the present time are very unstable.

### Canned Goods Steady

Montreal.

**CANNED GOODS.**—There is no change this week in the canned goods market. Prices appear to be holding very firm at first quotations. The retail trade seem, however, to be holding off waiting for a change. Whether this change will come or not is only a matter of conjecture. Although the cost of fruit and vegetables has been lower this year and a good crop has been harvested, the canners claim that the high cost of tin and labor coupled with the increased freight rates is forcing them to quote prices at least equally as high as last year's prices.

### High Grade Teas Firm

Montreal.

**TEA.**—The market for the better class of Indian and Ceylon teas is holding firm with very good business. While the stocks of inferior grades on the market has to some extent upset the tea market the prices on black tea of the best quality are holding firm and demanding business. The Japan teas are very firm at the original quotations on the new crop. There has been an adjustment of prices on some of the medium black teas which are now quoted approximately 5 cents a pound cheaper.

### Coffee Prices Decline

Montreal.

**COFFEE AND COCOA.**—The coffee market is announcing a reduction of 1 cent per pound. This reduction has been expected for a long time. A further reduction is expected in some quarters, but whatever decline there is is announced sufficiently far ahead that the retailers are well prepared to receive it. The market for coffee is stated to be in a very healthy condition and dealers report a very satisfactory season. The cocoa market is holding firm and the demand has been steady and pleasing to the manufacturers.

### Vichy Water Lower

Montreal.

**MISCELLANEOUS.**—There has been a decline of \$1.50 in the price of Vichy water. The quotation now given is \$12.50 per case of 50 bottles. Non-Such liquid stove polish is quoted 15 cents lower at \$1.75 per case. A supply of English malt vinegar has been received locally and is offered at \$1.25 per gallon.

### No Change on Vegetables

Montreal.

**VEGETABLES.**—Vegetable prices are unchanged and low this week. The supply has been very good and is keeping so. Potatoes remain at the low quotations given and the supply is excellent.



### Lower Prices on Oranges

Montreal.

FRUIT.—There is practically nothing new this week in the fruit market. Peaches have been arriving in Montreal in quantities too large to be handled by the trade and on account of the warm weather that has prevailed during the last few weeks large quantities have been dumped, unfit for sale. The prices have been varying considerably, and quotations are rarely steady from day to day. All Canadian fruit is being sold very cheaply this year, and retailers report a good demand. Apples are cheap in the fruit centres, but on account of the freight rates the prices are almost double outside of these districts. California oranges are quoted at a reduction of \$1 a case this week, making the price from \$8 to \$9.

### Further Reduction on Flour

Montreal.

FLOUR.—Another reduction is an-

nounced this week in the price of flour. This makes the price \$13 and \$12.50 f.o.b. cars Montreal. There have for some weeks been steady reductions in the price of flour until it has now reached thirteen dollars for the best grades.

### Kraft Paper Again Dearer

Montreal.

KRAFT PAPER.—There is another advance this week of a ¼ cent per pound on kraft paper. This makes the price 16½ cents per pound. There was an advance in this price last week also.

### Twine 13 Cents Lower

Montreal.

COTTON TWINE.—There has been a sensational decline this week in the price of cotton twine. The decline amounts to 13 cents per pound. The prices quoted now are 72 and 73 cents per pound for 4-ply and 67 and 68 cents per pound for 3-ply.

## ONTARIO MARKETS

TORONTO, Oct. 8.—Markets generally are quiet. Some declines have been registered while some commodities are holding firm. Dominion sugar has declined \$1.00 per hundred but refiners have not made any price change. Corn syrups have been reduced 45 cents to 60 cents per case. Reductions have also been made on starches, package cornmeal, cooked peas and hominy. Tea market is firmer. Coffees are easy. Vegetables and fruits are holding steady. All flours have declined 50 cents per barrel. The flour market is still weak in view of the receding wheat market.

### Sugar Unsettled

Toronto.

SUGAR.—The Dominion Sugar Refinery have reduced prices \$1 per hundred, bringing the price down to \$18.21. The market is very unsettled in view of the second hand sugars that are still available, although these sugars are not being offered quite so freely as in the past. Some wholesalers have brought in American sugar at lower prices than quoted by Canadian refiners. Manufacturers are also bringing in American sugar. The report comes from one manufacturer that they are laying down this sugar in Toronto at 17 cents. The raw sugar market is weak with a lower price basis during the week. Raws were quoted at 9 cents C. & F. New York, a decline of ¼ of a cent; this price, however, is not expected to hold and further reductions are anticipated before the end of the week. American refined has also shown reductions around ¼ of a cent per pound. These conditions all tend to make the Canadian market for refined an uncertain one, and further reductions are not unlikely.

### Corn Syrups Reduced

Toronto.

SYRUPS.—All corn syrups have been reduced during the week. The reductions are as follows: 2 lb. cans, 45 cents per case; 5 and 10 lb. cans, 60 cents per case; barrels, half barrels and kegs, 1 cent per pound; 2 gallon pails 25 cents each; 3 gallon pails 40 cents each; 5 gallon

pails, 65 cents each. The molasses market continues to rule quiet and unchanged.

### Starches Down One Cent

Toronto.

PACKAGE GOODS.—Coinciding with the weak condition of the grain market starches, corn meal, hominy and dried peas have registered declines. All lines of starches are down one cent per pound. Celluloid starch is quoted at \$5 per case, a decline of 30 cents. Casco potato flour has been reduced 1½ cents, now quoted at 14 cents. Cooker package peas is quoted \$3.60 per case, a reduction of 75 cents. Granulated and pearl hominy are now quoted at \$3.80 per case, a reduction of 45 cents. Scotch pearl barley is reduced 60 cents per case, bringing the price down to \$2.90. Corn meal is down 45 cents per case, reducing the price to \$3.80. Quaker puffed rice pancake flour is reduced 20 cents per case, now quoted at \$3.70.

### Cereals Are Easy

Toronto.

CEREALS.—All cereals are ruling easy under the declines noted last week. The trade, both wholesalers and retailers, are buying very carefully, confining their orders entirely to immediate needs. Rolled oats are quoted at \$5 per 98 lb. sack, but the business that should be forthcoming at this season has not materialized.

### Canned Goods Are Quiet

Toronto.

CANNED GOODS.—There is little of interest in the canned goods market at the present moment. Opening prices have not as yet been named on corn and tomatoes. Standard peas are quoted at \$1.85 to \$1.90 per dozen. Early June peas are quoted \$2 per dozen. Campbells pork and beans have advanced to \$1.85 per dozen. Gold Bar asparagus tips are quoted, cases 24 No. 1 tins, \$5.50 per dozen; 24 No. 2½ tins, round, \$6.60 per dozen. Delmonte green asparagus cases, 24 No. 2½ tins, \$6.60 per dozen; medium tips, 48 No. 1 square picnic size, \$4.35 per dozen; green cases, 24 No. 1 square, \$5.40 per dozen.

### Spice Market Steady

Toronto.

SPICES.—The spice market continues to rule fairly steady. The demand has been rather active for the past few weeks, especially on the pickling varieties. Quotations are unchanged.

### Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—Spot stocks of dried fruits are unchanged and prices are ruling steady. New pack evaporated apples are not expected to be very large in view of the fact that many factories are experiencing difficulty in procuring sufficient coal to meet their requirements; however, evaporators state that prices will be lower than last year. Information regarding the Oregon prune situation is to the effect that the crop is rain damaged to the extent of 50 per cent., packers are therefore showing more firmness because of the reduced yield.

### Shelled Almonds Lower

Toronto.

NUTS.—In view of the approaching Thanksgiving and Hallowe'en trade, jobbers are looking forward to a stimulated business on nuts in the shell. Brazils are very scarce and are quoted at 40 cents per pound for the large washed variety. Other nuts are quoted as listed below. Shelled almonds on spot have been reduced to 56 and 60 cents per pound, which are the same as quoted for new crop to arrive. Shelled walnuts and filberts are steady at unchanged quotations. A scarcity of shelled brazils is noted. Cocomanut in primary markets is firm, but spot stocks are unchanged.

### Coffee Market Still Weak

Toronto.

COFFEES.—The primary markets for coffees continue to rule with a weak undertone. The local market is moving along without any change in price although prices are expected to be revised downward just as soon as coffees that were purchased in the lower market reaches here. Chase & Sanborn have reduced quotations on Seal brand in tins. New prices are as follows: ½s, 62 cents per pound; 1s, 60 cents; 2s, 59 cents.



**Rice Market Rules Easy**

**Toronto.**  
**RICE.**—The rice market is easy. Quotations in primary markets for new crops are lower than quotations on spot stocks of some varieties. Spot stocks are not heavy and prices are expected to recede when new crop rices arrive on this market.

**Onions Are Lower**

**Toronto.**  
**VEGETABLES.**—Vegetables generally are holding steady. Onions are lower this week, now quoted at \$2.50 per sack of 100 pounds. Jersey sweet potatoes are down 25 cents per hamper, now selling at \$2.75. White pickling onions are quoted at \$1 to \$2 per basket according to quality. Tomatoes are selling at 40 to 50 cents per basket.

**Cranberries are \$7.50 Box**

**Toronto.**  
**FRUITS.**—There are fairly heavy shipments of peaches this week although the heaviest part of the season is past. Peaches in 11-quart baskets averaged around 50 cents per basket for the best quality. Grapes, blues, greens, and reds are 50 cents per 6-quart basket. Apples are holding steady under moder-

ate demand. Quinces are arriving at \$1 to \$1.25 per basket. Bananas are reported scarce, quoted at 12 cents per pound, including packing. Isle of Pines grapefruit are selling at \$7 per case. Cranberries are arriving, quoted \$7.50 per half barrel box.

**Flour Down 50 Cents Barrel**

**Toronto.**  
**FLOUR.**—Following the steadily downward trend of the wheat market, flour declined 50 cents per barrel. First patents are now quoted \$13 in jute bags on track. Second patents \$12.50 in jute bags on track. The market is still weak in view of the depressed condition of the wheat market.

**Millfeeds Unchanged**

**Toronto.**  
**MILLFEEDS.**—Millfeeds are unchanged. Millers report an improved condition in supplies. The market is easy under recent declines.

**Shell Brand Castile Soap to Arrive**

**Toronto.**  
**SOAP.**—The first shipment of Shell brand castile soap to arrive since the war is expected this coming week. Cases 40 No. 1 bars are quoted at \$7.25. Cases of 100 cakes are quoted at \$8.25.

**Rolled Oats Easier**

**Winnipeg.**  
**CEREALS.**—Rolled oat market is reported easier with a decline in prices. Pot barley also declined, and 98's are being quoted at \$5.50 per bag. The demand for package cereals is reported fairly good.

**PACKAGE CEREALS**

Rolled oats, 20s, round cartons..	6 00	6 50
Do., 36s, case, square pkts.....	4 85	
Do., 18s, case .....	2 40	
Corn Flakes, 36s, case .....	3 65	4 15
Cornmeal, 2 doz. case, per case...	4 00	
Puffed Wheat, 3 doz. case, case...	4 60	
Puffed Rice, 3 doz. case, case .....	5 70	
Cream of Wheat, 3 doz. case, case .....	9 00	
Grape Nuts, 2 doz. case, per case .....	3 83	
Package Peas, 3 doz. case, case .....	3 75	

**BULK CEREALS**

Rolled Oats, 80s, per bag .....	4 45
Do., 40s, per bag .....	2 30
Do., 20s, per bag .....	1 20
Do., 10-8s, per bale .....	5 30
Do., 15-6s, per bale .....	6 10
Oatmeal, 98s, gran. or stand., bag .....	6 35
Wheat Granules, 98s, per bag ..	7 70
Do., 16-6s, per bale .....	8 60
Peas, whole, green, 100-lb. bag, bush .....	6 00
Do., split, yellow, 98s, per bag ..	9 00
Do., split, yellow, 49s, per bag ..	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel .....	5 30
Do., Lima, 100-lb. bag, per lb....	0 15 3/4
Barley Pot 98s, per bag .....	5 50
Do., pearl, 98s, per bag .....	8 60
Cornmeal, 98s, per bag .....	5 60
Do., 24s, per bag .....	1 45
Do., 10-10s, per bale .....	6 75
Buckwheat grits, whole, 98-lb. bags, per bag .....	11 00

**Canned Goods Steady**

**Winnipeg.**  
**CANNED GOODS.**—Several of the largest salmon packers have reduced their opening prices on pink salmon to a lower basis. Small shipments of canned California fruit and vegetables have arrived, and are moving very freely due to the small quantity of Canadian fruits on the market as spot stocks have been pretty well cleaned up.

**CANNED FISH**

Shrimps, 1s, 4 doz. case, doz. ....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case, ..	9 35	12 00
Do., 1/2s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz. ....	3 35	
Do., 1/2s, 4 doz. case, doz.....	6 00	
Oyster, 1s, 4 oz., 4 doz. case, cs. ....	8 60	
Do., 2s, 8 oz., 2 doz. case, case .....	7 60	
Pilchards, 1s, tall, 4 doz. case, case .....	7 50	
Do., 1/2s, flat, 8 doz. case, case .....	10 00	
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case .....	21 75	
Do., 1/2s, flat, 8 doz. in case .....	23 50	
Red Spring, 1s, tall, 4 doz. case .....	15 75	
Do., 1/2s, flat, 8 doz. case.....	17 75	
Cohoe, 1s, tall, 4 doz. case.....	14 50	
Do., 1/2s, flat, 8 doz. case.....	16 50	
Pink, 1s, tall, 4 doz. case.....	10 40	
Do., 1/2s, flat, 8 doz. case.....	12 25	
Humpback, 1s, tall, 4 doz. case .....	8 60	

**CANNED FRUIT (Canadian)**

Apples, 6 tins in case, per case ..	3 40	3 85
Blueberries, 2s, 2 doz. case .....		7 00
Cherries, 1s, 4 doz. case .....		11 00
Gooseberries, 2s, 2 doz. case .....		9 50
Lawtonberries, 2s, 2 doz. case.....		9 50
Peaches, 2s, 2 doz. case .....		8 50
Pears, 2s, 2 doz. case .....	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case .....		6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case .....		5 75
Raspberries, 2s, 2 doz. case .....	9 50	9 60
Strawberries, 2s, 2 doz. case.....		10 50

**CANNED FRUITS (American)**

Apricots, 1s, 4 doz. case .....	13 00
Peaches, 2 1/2s, 2 doz. case.....	13 20
Peaches, sliced, 1s, 4 doz. case..	14 00
Do., halved, 1s, 4 doz. case.....	13 85
Do., 2s, 2 doz. case .....	3 50
Pears, 1s, 4 doz. case .....	16 00
Pineapple, sliced, 2s, 2 doz. case .....	...

**WINNIPEG MARKETS**

**W**INNIPEG, Oct. 8.—The sugar market is weak under a decline of \$1.00 per hundred on Dominion. Other refiners are expected to reduce their prices also within a short time. Rolled oats have declined. Pot barley also shows a decline. Quotations on pink salmon have been reduced. Some small shipments of California fruits and vegetables have arrived. The spice market is firmer. Ontario grapes are on this market. Potatoes and other vegetables are holding firm.

**Sugar Easier**

**Winnipeg.**  
**SUGAR.**—The New York raw sugar market has been steadily declining since our last issue. The Dominion Sugar Co. reduced granulated sugar \$1 a hundredweight this week, and it is now being quoted to the trade at \$19.80, other refiners are expected to follow shortly.

Lantic granulated, 100-lb. bag .....	\$20 80
Acadia granulated, 100-lb. bag.....	20 80
Redpath granulated, 100-lb. bag .....	20 80
St. Lawrence granulated, 100-lb. bag.....	20 80
Dominion granulated, 100-lb. bag .....	19 80
Yellow sugar, 100-lb. bag .....	19 70
Powdered Sugar 50-lb. boxes, per cwt. ....	21 35
Iceing Sugar, 50-lb. boxes, per cwt.....	21 45
Lump sugar, soft, 100-lb. boxes, per cwt. ....	21 75
Do., hard, 100-lb. boxes, per box.....	21 95
Cubes, 100-lb. boxes, per box .....	21 35

**Syrups and Molasses Quiet**

**Winnipeg.**  
**SYRUPS.**—There is nothing of interest to report in the syrup market, both syrup and molasses are quiet and are unchanged.

**CANE SYRUPS—**

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

**CORN SYRUP—**

Cases, 2-lb. tins, white, 2 doz. in case .....	7 35
Cases, 5-lb. tins, white, 1 doz. in case .....	8 40

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

**MAPLE SYRUP—**

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

**TABLE SYRUP—**

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

Above subject to a discount of 10 per cent.

**MOLASSES, BARBADOES—**

2-lb. tins, 2 doz. case .....	8 75
3-lb. tins, 2 doz. case .....	12 35
5-lb. tins, 1 doz. case .....	10 00
10-lb. tins, 1/2 doz. case .....	9 70

**MOLASSES, BLACKSTRAP—**

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

**Starch Market Unchanged**

**Winnipeg.**  
**STARCH.**—There is no change in the starch market this week. Quotations are as listed below.

Cornstarch, 1-lb. pkgs., per lb....	0 12
Do., No. 1 quality, 1-lb. pkgs....	0 13 1/2
Gloss, 1-lb. pkgs., per lb.....	0 14 1/4
Celluloid, 1-lb. pkg., per case....	5 65



CANNED VEGETABLES

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

Tea Market Steady

Winnipeg.

TEA. — The primary tea situation remains unchanged, as there has been some arrival of tea on the market bought on a new low level some of our Western packers have anticipated lower prices on both the package and bulk teas in the very near future.

INDIA AND CEYLON—

Pekoe Souchongs, first quality..	0 43	0 50
Do., second quality .....	0 38	0 42
Pekoes, first quality .....	0 49	0 53
Do., second quality .....	0 43	0 45
Broken Pekoe, first quality ...	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 63
Japan .....	0 52	0 70

JAVAS—

Pekoe Souchongs .....	0 45	0 47
Pekoe .....	0 46	0 48
Broken Pekoe .....	0 47	0 50
Broken Orange Pekoe .....	0 48	0 51

Coffee Firming Up

Winnipeg.

COFFEE. — Reports state that coffee in primary markets is firming up and it is expected that higher prices will be maintained in the near future. Local prices are somewhat easier due to the arrival of several car loads.

COFFEE—

Rio, lb. ....	0 27	0 28
Mexican, lb. ....	0 49	0 51
Jamaica, lb. ....	0 46	0 48
Bogotas, lb. ....	0 49	0 52
Mocha (types) .....	0 49	0 51
Santos, Bourbon, lb. ....	0 43	0 45
Santos, lb. ....	0 42	0 44

COCOA—

In 1-lbs., per doz. ....	6 25
In 1/2-lbs., per doz. ....	3 25
In 1/4-lbs., per doz. ....	1 70
In small size, per doz. ....	1 25

Spices Show Strength

Winnipeg.

SPICES. — All lines of spice show considerable strength, due to the short spot stocks held in the United States. The olive crop will not be up to the average as considerable damage has been done by the heat. Manzanillas and Queen's olives are quoted at 20 to 40 per cent. higher than last year's prices.

WHOLE SPICE

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

GROUND SPICE

Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20

Cassia, No. 1, bulk, per lb.	0 35
Do., No. 2, bulk, per lb.	0 30
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Steady

Winnipeg.

RICE. — Price on California Jap rice is reported a little lower. The new crop for January shipment will be about two cents a pound lower. This crop will not arrive on the local market until February. Carolina Honduras rice is arriving on the market. Fancy head is reported a cent or two lower than last year's, while Excelcis brand B. grade Honduras is being quoted around 10 cents a pound. Very little change in the tapioca and sago market.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 14 3/4
Do., 50-lb. sacks, lb.	0 14 3/8
Siam, Elephant, 100-lb. bags.	0 11 1/2
Do., 50-lb. bags, lb.	0 11 5/8
Sago, sack lots, 130 to 150 lbs., per lb.	0 09 1/2
Do., in less quantities, lb.	0 10
Tapioca, pearl, per lb.	0 09 1/2

Dried Fruits Unchanged

Winnipeg.

DRIED FRUITS. — There is no change to be noted in the dried fruit market this week. Prunes are reported weak, and even with the low prices the trade is not showing very much interest, as they feel the price of prunes must be much lower before they will be tempted to buy. Evaporated apples are easier. The currant market is firm.

DRIED FRUIT

Evaporated Apples, per lb.	0 19
Currants, 90-lb., per lb.	0 22
Do., 8 oz., pkgs., 6doz. case, lb.	0 16 1/2
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 3 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton.	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18 1/4
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/4
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. to	

Shelled Almonds Firmer

Winnipeg.

NUTS. — The shelled almond situation is a little firmer, due to the increasing demand. As Germany is becoming a buying factor in the nut market and the demand is steadily increasing, almond situation has an upward tendency. Shelled walnut market remains very erratic, several cheap offers were made recently but were very quickly withdrawn, as prices for this month are showing an upward tendency. It is possible that after the December prices walnuts will decline somewhat, but until then we may safely say that all walnuts will be quite as high as they were last year. Filberts have shown a considerable advance, heavy buying by Germany has been the main cause. Brazil quotations are the same as reported last week, the new crop of pecans has been practically destroyed, due to the bad season, and high prices will be maintained. There is very little change in the peanut market the exception being perhaps that ungraded Chinese peanuts are being quoted at 5 1/4 cents, San Francisco.

Ontario Grapes Arriving

Winnipeg.

FRUIT. — Ontario Concord and Niagara grapes are arriving in good quantities and being offered at 65 to 70 cents a basket. California Tokay grapes are in good demand and are being offered at \$5.50 per case. A good supply of Ontario peaches are arriving in splendid condition. Eleven-quart baskets being offered at \$1.50 to \$1.75. Hisol crab apples are selling at \$3 per case. The demand for cranberries has been very brisk and they are selling at \$16 per barrel. Later shipments will be expected higher. Bananas remain scarce while oranges are very high. Washington Elberta peaches are now on the market, and are quoted at \$3 per case. Several shipments of B.C. McIntosh red apples have arrived and are being offered at \$4 to \$4.50 per box, according to grade.

Potatoes Hold Steady

Winnipeg.

VEGETABLES. — There has been practically no change in the vegetable market this week. Potatoes remain firm at \$1.75 per bushel. The demand for Virginia sweet potatoes has been exceptionally good, and they are being sold at \$10. Spanish Valencia onions in large cases are quoted at \$7.60.

VEGETABLES

Carrots, new, per lb.	0 02
Beets, new, per lb.	0 02
Turnips, new, per lb.	0 02
Leaf Lettuce, per doz.	0 50
Radish, per doz.	0 50
Green Onions, per doz.	0 35
Cucumbers (hothouse), per doz.	2 50
Cabbage (new), per lb.	0 02
New Potatoes, per bushel	1 75
Onions (Cal. Bermuda sack); per sack	3 50
Cauliflower, per doz.	1 90
Celery (B.C.), per doz.	0 11
Rhubarb, per lb.	0 04
Tomatoes, per basket	1 40
Head Lettuce, per doz.	1 75



# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 7.—Sugar dropped 50 cents, now \$20.27. Matches are up 10 to 25 cents per case. Corn and laundry starches are down one cent per pound. Corn syrups are down 35 to 50 cents per case. Flour is down 30 cents per barrel, and a further drop is probable. New pack tomatoes 2½s are quoted at \$4.50 to \$4.75 per dozen. New pack blueberries 2s are quoted at \$5.15 and \$5.25. One brand tinned coffee is lowered one cent per pound. Siam rice is now quoted at \$12.25 and \$12.50. B.C. Ashcroft beans are \$7.75. Package oats, most brands now \$5.60. All cuts smoked meats stiffening.

Flour, first patents, bbl.	13 50
Do., second patents, bbl.	13 30
Beans, B.C.	8 00
Rolled oats, 80s	4 60
Rice, Siam	12 25
Japan, No. 1	13 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt.	20 27
Cheese No. 1, Ont., large	0 32½
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45
Lard, pure, 3s	18 60
Eggs, new laid, local case	19 00
Do., storage, case	18 50
Tomatoes, 2½s, standard, case	4 50
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75
Raspberries, 2s, Ontario, case	10 60
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23½
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17½
Potatoes, local, ton	40 00

## Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Oct. 7.—The sugar market here is weak as are most other lines, especially butter, cheese and eggs. This is accounted for by the fact that lower prices are looked for. Although flour prices have dropped in the West, it is unlikely that there will be any change here till next month. White beans have dropped 50 cents, while yellow-eyed have advanced 50 cents. Potatoes are quoted at \$2 per 90-pound bag.

Flour, No. 1 patents, bbl.	16 50
Cornmeal, bags	5 00

Rolled oats, per bag	6 00
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 55
Sugar, standard, granulated	19 60
Do., No. 1, yellow	18 50
Cheese, Ont., twins	6 29
Eggs, fresh, doz.	0 65
Lard, compound	0 24½
Lard, pure, lb.	0 32½
American clear pork, per bbl.	50 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 43
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 41
Do., aver. 18-25 lbs.	0 45
Roll bacon	0 45
Butter, creamery, per lb.	0 65
Do., creamery solids	0 61
Do., dairy, per lb.	0 55
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	11 00
Do., Pinks	16 00
Do., Cohoes	8 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, 90-lb. bag	2 00
Beans, white	5 00
Do., yellow eye	8 00
Bananas, lb.	0 11½
Lemons, Cal.	5 00
Oranges, 100s	7 75
Do., 200s	9 50
Grapefruit, Cal., case	9 00
Apples—	
Gravenstein No. 1	7 00
Do., No. 2	6 50
Do., Dom.	6 00
Do., No. 3	4 50
Oats, per bushel	1 30

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 7.—The decline predicted in the foodstuff market last week was realized this week in a great many lines. Eggs, butter, pork and lard, however, showed an upward tendency. Manitoba flour dropped another 50 cents, now selling at \$15.25. Ordinary cornmeal declined to \$4.30, and rolled oats fell 50 cents, now quoted at \$11.75. Rice has been reduced to \$12 and \$12.50. Yellow sugar was further reduced to \$18.50. Potatoes are arriving in liberal quantities and are selling at \$3.25, a cut of 75 cents on last week's prices.

Flour, No. 1 patents, bbls., Man.	15 25
Cornmeal, gran., bags	6 75
Do., ordinary	4 30
Rolled oats	11 75
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	16 00
Molasses	1 40
Sugar—	
Standard, granulated	19 60
No. 1, yellow	18 50
Cheese, N.B.	0 30
Eggs, fresh, doz.	0 75
Do., case	0 68
Lard, pure, lb.	0 32½
Do., compound	0 24½
American clear pork	51 00
Tomatoes, 2½s, standard, case	4 35
Beef, corned, 1s	4 00

Breakfast bacon	0 43	0 46
Butter, creamery, per lb.	0 65	0 70
Do., dairy, per lb.	0 62	0 65
Do., tub	0 58	0 60
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	3 95	3 95
Peas, standard, case	4 00	4 00
Apples, gal., N.B., doz.	5 00	5 00
Strawberries, 2s, Ont., case	22 50	22 50
Salmon, Red Spring, flats, cases	15 00	15 50
Do., Pinks	7 50	7 50
Do., Cohoes	0 21	0 21½
Do., Chums	0 27½	0 28
Evaporated Apples, per lb.	3 25	3 25
Do., Peaches, per lb.	6 50	7 00
Potatoes, Natives, per barrel	8 00	8 00
Lemons, Cal., case	0 12	0 13
Grapefruit, Cal., case	9 00	12 00
Bananas, per lb.	0 90	1 00
Oranges, case	1 50	1 75
Plums, Ont.	1 50	1 75
Peaches, Ont.	1 50	1 75
Pears	1 50	1 75

## SHOULD A MANUFACTURER BE HELD

Continued from page 27

they should declare the composition of their powders on the labels. This can, therefore, only be regarded as a deception practised by manufacturers, who know that many people object to using baking powder containing alum. The Canadian public have a right to know what they are buying, and a man who sells a baking powder which contains alum and definitely states on his label that it does not contain alum, or so words his label as to convey that impression, is obtaining money under false pretences. If the manufacturer was required to print upon his label the composition of his baking powder, the purchaser would then know what he was getting for his money, and those who object to the use of alum would be protected.

The following has been recommended for consideration by the Department of Public Health:

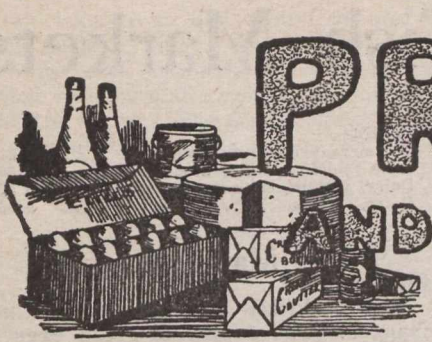
1. Work be undertaken as soon as possible to determine the keeping qualities of the various types of baking powders.

2. Work be undertaken to evolve a simple and reliable method of detecting the presence of tartrates in baking powders.

3. Our standards be amended to:

- (a) Compel the marking of the composition of the powder on each tin or package of baking powder;
- (b) Compel the marking of the date of manufacture on each tin or package;
- (c) Compel marking the net weight of the contents on each tin or package;
- (d) Prohibit the printing of any advertising or descriptive matter, other than directions for use and such other information as is required by law, on the labels of tins or packages.





# PRODUCE AND PROVISIONS

## Builds Fish Business by Selling Quality Goods

W. J. Parks Does Not Make Displays of Fish But Has Built a Reputation on Quality—Customers Kept Advised Over Phone—Blackboard Outside Also Helps.

“BUY only the amount of fish required for a couple of days’ business and no more at one time,” stated W. J. Parks, retail grocer, to a Canadian Grocer representative when the question was asked to what he attributed his success in handling fresh fish the year round. “We pay particular attention to cleanliness, everything we use in handling fish is scrupulously washed with hot water every morning, the tank, tables, knives and scales. That is the only way to keep fish properly and to prevent other things from becoming tainted with a fish flavor. Then there is the waste, such as heads and tails, these must be estimated and considered when the price at which the fish is to be sold is figured. On halibut the cost of cutting and trimming is about three cents per pound. On salmon trout the cost of cutting is five cents per pound, this amount is greater than on halibut because there is the head of the trout that must be accounted for. If the customer buys a whole fish, then it could be sold three to five cents per pound cheaper than when cut.”

W. J. Parks operates a grocery and butcher business on Bloor Street West, Toronto, Ontario. The butcher store is apart from the grocery, in fact from the exterior the appearance is like two separate stores, but the two stores are connected on the interior by a swinging glass door. It is at the rear of the butcher department that the fish room is located. This room is used for no other purpose than for handling fish. It contains the tank for holding fish, counter for wrapping, scales and a sink handy by, with hot and cold water. This room is not used as a selling department, but customers are frequently invited to visit it to inspect the clean sanitary method in which the fish is kept and handled.

Although the fish room is located in the rear of the butcher department, the meat clerks are not permitted to handle

fish. In explaining this point Mr. Parks said: “As the butchers are constantly handling meat, I have found that they cannot handle fish satisfactorily because fresh meat is so susceptible to fish flavor.”

On regular fish days, which are now Wednesdays and Fridays, one clerk is detailed to look after the fish orders, and he, as well as the other clerks in the grocery department, are thoroughly instructed to wash their hands after handling fish before handling other lines of merchandise, that they may not become tainted with fish flavor. Clean

towels, soap and plenty of hot water is provided for that purpose.

### Careful to Buy Only Fresh Goods

“There is nothing that will turn people against buying fish so much as to receive some that is off flavor or that is not fresh,” stated Mr. Parks. “I would sooner lose a complete shipment if it was a trifle ‘off’ than to take a chance and send it to the customers. People are very particular about fish and if they get fish that is not quite right, it will take a long time for them to for-

(Continued on page 46)

## Export Business for Eggs Very Light

Receipts Falling Off But Prices Are Maintained—Increased Freight Rates Tend to Decrease Receipts From the Western Provinces—Labor Trouble in Great Britain Not Favorable for Export.

The Government Report has the following to say of the egg situation: “There has been very little life to the egg market during the past week. Exporters are practically off the market for fresh stock in the absence of export demand. Prices have been fairly well maintained, however, due largely to production falling off rapidly. It is a question if there is any surplus of fresh eggs over present home consumption requirements.

Ontario country track shippers report paying stores and farmers 56 to 58 cents for straight gathered, but very few under 58 cents. Track sales have been made at 60 to 60½ cents f.o.b. for current receipts. A car of seconds was offered Toronto at 55 cents f.o.b. Winnipeg, but the trade do not seem interested at this price. A car of seconds is

reported rolling Montreal costing 53 cents f.o.b. Winnipeg. The increase in freight rates is a very important consideration in bringing eggs from the Prairie Provinces. Some storage eggs are being taken out in the East mostly for the restaurants and bakers’ trade. The weather has been very unfavorable to handling storage eggs. In Western Canada storage stocks are being drawn on to help to meet the local consumption demand.

Some shipments of fresh and storage eggs previously sold for export have been shipped, but no business is reported. Representatives of British importing houses who have been here say the outlook is not promising considering the adverse exchange situation and the unsettled labor conditions existing at the present time in Great Britain.



# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Oct. 8.—The prices on hogs both in Eastern and Western Canada show a stronger tendency which is reflected throughout the pork market. There is no change, however, in quotations. The bacon market is strong with a good demand for export. The supply of beef cattle is still poor and prices strong. It is explained that the big supply of feed and low prices for hides is mainly responsible. The egg market is firm and unchanged. There is no change in butter and cheese and the export market has been hindered by the exchange situation. There is a very good fish market this week with lower prices on lake trout and doree. Coho salmon and flounders are a little dearer. The lard market is very active and prices hold strong with a good demand.

### Meat Prices Higher

**Montreal.**  
**FRESH MEATS.**—The prices on hogs have fluctuated somewhat this week but at the close of the week show more strength with slightly higher prices paid in Montreal. The advance is about one quarter of a cent on selected hogs in Montreal. This shows a stronger tendency at least. The prices on the different cuts show no change but the market is very firm. The beef market is still short. A better supply has been expected but has not arrived and prices remain high. It is explained that with the splendid supply of feed in the country and the low prices being paid for hides, the farmers are not bringing in their cattle, nor do they care to sell to the drovers. In December and January there may be a better supply with prices at least no higher than they are now.

#### FRESH MEATS

Hogs, live (selects) .....	0 20	0 21
Hogs dressed—		
Abattoir killed, 65-90 lbs.....	0 30	0 31
<b>Fresh Pork—</b>		
Legs of pork (foot on) .....	0 36	0 37½
Loins (trimmed) .....	0 42	0 42
Bone trimmings .....	0 33	0 33
Trimmed shoulders .....	0 31	0 34
Untrimmed .....	0 29	0 29
Pork sausage (pure) .....	0 25	0 25
Farmer Sausage .....	0 20	0 20
Spring lamb, carcass .....	0 22	0 26
Fresh sheep, carcass .....	0 16	0 18
<b>Fresh Beef—</b>		
(Cows)		(Steers)
\$0 22 \$0 30 ..Hind quarters..	\$0 30	\$0 35
0 10 0 15 ..Front quarters..	0 14	0 19
0 30 0 42 ..Loins .....	0 36	0 46
0 18 0 30 ..Ribs .....	0 20	0 35
0 10 0 14 ..Chucks .....	0 12	0 18
0 30 0 34 ..Hips .....	0 32	0 36
Calves (as to grade) .....	0 18	0 30

### Strong Market for Bacon

**Montreal.**  
**SMOKED MEATS.**—With the added strength to the hog market this week and a good demand for Canadian bacon in England, the smoked meat market looks very bright. The market shows activity although the exchange situation is affecting exportation to a great extent. The market prices here are very firm and unchanged.

#### BACON—

Breakfast, best .....	0 38	0 47
Smoked Breakfast .....	0 30	0 47
Cottage Rolls .....	0 38	0 38
Picnic Hams .....	0 31	0 31
Wiltshire .....	0 36	0 44

#### MEDIUM SMOKED HAMS—

Weight, 8-14, long cut .....	0 39½
Do., 14-20 .....	0 39½
Do., 20-25 .....	0 34½
Do., 25-35 .....	0 29½
Over 35 lbs. ....	0 29

### Barrelled Meats Sold

**Montreal.**  
**BARRELLED MEATS.**—The market for barrelled meats holds firm but its strength is almost entirely due to the fresh meat situation. The export market has fallen off considerably, due to the exchange conditions and general unsteady condition of the European market.

#### BARRELLED MEATS

<b>Barrel Pork—</b>	
Canadian short cut (bbl.), 30-40 pieces .....	58 00
Clear fat backs (bbl.), 40-50 pieces .....	49 00
Heavy mess pork (bbl.) .....	39 00
Plate Beef .....	25 00
Mess Beef .....	23 00

### Cooked Meats Strong

**Montreal.**  
**COOKED MEATS.**—Although there has been much cooler weather, reports are that the market for cooked meats has continued very good. The quotations given are very firm and an active market exists. With the strong market for fresh meats additional strength is given to cooked meats.

Jellied pork tongues .....	0 47
Jellied pressed beef, lb. ....	0 36
Ham and tongue, lb. ....	0 42
Veal .....	0 35
Hams, cooked .....	0 61
Shoulders, roast .....	0 50
Shoulders, boiled .....	0 43
Pork pies (doz.) .....	0 80
Mince meat, lb. ....	0 17½
Sausage, pure pork .....	0 25
Bologna, lb. ....	0 18
Ox tongue, tins .....	0 65

### Butter Market is Unchanged

**Montreal.**  
**BUTTER.**—Owing to the fact that the export demand for butter fell off slightly last week, the market shows an easier tone as far as export prices are concerned. Local quotations are unchanged. The dealers report a good supply of both dairy and creamery butter on hand but there is very little demand for dairy butter among the grocery trade in the city. Prices remain unchanged.

#### BUTTER—

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

### Egg Market Strong

**Montreal.**  
**EGGS.**—Prices on eggs remain unchanged. The supply of fresh eggs is just about the same and is being sold at 75 cents in Montreal, and in some other parts as high as 77 cents. The cold storage supplies are being called on as might be expected at this season. There is a fair export market. The egg market remains very firm at quotations given. Strictly fresh, 75 cents; selected, 68 cents; No. 1, 60 cents.

### Cheese Market Quiet

**Montreal.**  
**CHEESE.**—There is little or no change this week in the cheese market. As far as export is concerned the trade has undergone a slump. Prices remain unchanged but the trade reports that a good market is expected for the fall and that with Canadian cheese in good demand abroad a firm market will hold here.

New, large, per lb. ....	0 28
Twins, per lb. ....	0 28
Triplets, per lb. ....	0 28
Stilton, per lb. ....	0 37
Fancy old cheese, per lb. ....	0 34 0 35
Quebec .....	0 28 0 29

### Lard Market Active

**Montreal.**  
**LARD.**—The lard market shows still more activity this week and holds firm at the advanced basis. There is a good demand both from local and outside buyers and prices remain firm and unchanged.

#### LARD—

Tierces, 360 lbs. ....	0 27	0 27½
Tubs, 60 lbs. ....	0 27½	0 27½
Pails, 20 lbs. ....	0 28	0 28
Bricks .....	0 29½	0 30

### Shortening Market Firm

**Montreal.**  
**SHORTENING.**—With the very firm and active lard market the prices on shortening are firm with a good demand. There is no change this week in quotations.

#### SHORTENING—

Tierces, 400 lbs., per lb. ....	0 25½
Tubs, 50 lbs., per lb. ....	0 25½
Pails, 20 lbs., per lb. ....	0 26
Bricks, 1 lb., per lb. ....	0 27

### Margarine Demand Limited

**Montreal.**  
**MARGARINE.**—The demand for margarine is not large at the present time and the market is unchanged. Prices vary according to brand and quality.

#### MARGARINE—

Prints, according to quality, lb.	0 35	0 40
Tubs, according to quality, lb.	0 31	0 34

### Better Fresh Fish Market

**Montreal.**  
**FISH.**—The fish market is very well supplied this week and prices on doree,



fresh lake trout and whitefish are a little easier. Fresh coho salmon, halibut and perch are a little dearer. Frozen coho salmon and smoked haddies are slightly dearer. The fish business is in a very healthy condition, and with the cooler weather better supplies of fresh fish are reported on the market.

**FRESH FISH**

Haddock	0 08
Steak cod	0 10
Market cod	0 07
Mackerel	0 16
Flounders	0 10
Live Lobsters	0 60
Salmon Cohoes	0 25
Shad	0 18
Gaspé salmon	0 40
Halibut	0 26
Gaspereaux, each	0 05
Whitefish	0 20
Lake Trout	0 21
Brook trout	0 50
Pike (dressed)	0 15
Perch	0 15
Fresh eels, per lb.	0 13
Fresh herrings, each	0 03
Doree	0 20
Fresh Herrings	0 06

**FROZEN FISH**

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 23	
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 13	
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon Dr., Spring	0 33	
Salmon, Cohoes, round	0 25	
Salmon, Qualla, hd. and dd.	0 13	
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 07
B.C. Red Salmon	0 23	

**SALTED FISH**

Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20

**SMOKED**

Finnan Haddie, 15-lb. box	0 14
Fillets, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per box	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 85

Pickled rolls, bbl. 200 lbs.:-  
 Lightweight ..... 66 00  
 Heavy ..... 60 00  
 Above prices subject to daily fluctuations of the market.

**Cooked Meats Quiet**

**Toronto.**  
**COOKED MEATS.** — A notable falling off in the demand for cooked meats is reported by the packers, in view of the cooler weather. Boiled hams are steady at 65 to 68 cents per pound, according to the trim. Jellied ox tongue is quoted at 66 cents. Other quotations are unchanged.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 66	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	

Above prices subject to daily fluctuations of the market.

**Egg Market Steady**

**Toronto.**  
**EGGS.** — The egg market remains steady, with selects quoted at 67 cents. Case run 65 cents, and No. 1 candled 61 cents. A few eggs have been taken from the coolers and with cooler weather the movement will be freer. A few sales have been made for export, but it is considered that this business is practically over for this season.

**EGGS—**

Fresh, selects	0 67
Fresh	0 65
No. 1 candled	0 61
Fresh selects in cartons	0 72

Prices shown are subject to daily fluctuations of the market.

**Butter Holding Steady**

**Toronto.**  
**BUTTER.** — There is a good demand for the best grade creamery butter, with a shortage reported in some quarters. A considerable quantity of lower grades is offered. Quotations are practically unchanged.

**BUTTER—**

Creamery, prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 58

**Cheese Market Quiet**

**Toronto.**  
**CHEESE.** — The cheese market is quiet in view of the slow demand for export. Quotations to the trade are unchanged.

**CHEESE—**

Large, per pound	0 29½	
Stilton	0 35	0 36
Twins, 1c higher than large cheese.	Tripletts	1½c higher than large cheese.

**Lard Unchanged**

**Toronto.**  
**LARD.** — The market for lard is holding fairly steady. Quotations on the tierce basis, 29½ cents per pound, with one half cent higher for tubs. One pound prints are quoted 31 cents.

**LARD—**

1-lb. prints	0 31
Tierces, 400 lbs.	0 29½
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c	

**Shortening to be Higher**

**Toronto.**  
**SHORTENING.** — The shortening market has developed a strong under-

**ONTARIO MARKETS**

**TORONTO, Oct. 8—**In view of the comparatively light receipts of cattle at the stockyards during the week, it is not thought probable that the decline in Winnipeg will seriously affect this market. Quotations have been holding fairly steady. Some pork cuts have shown slight advances. Fancy and special trimmed breakfast bacon has advanced two and four cents per pound. Eggs and butter are holding fairly steady. The cheese market is quiet in view of the slow demand for export. The shortening market has developed a strong undertone, with a tendency for an immediate advance. Fowl and spring chickens are quoted at reduced prices under moderate receipts.

**Some Pork Cuts Higher**

**Toronto.**  
**FRESH MEATS.** — The live stock market is holding fairly steady. The Winnipeg cattle market, which showed a decided slump during the week, is not expected to affect this market. Packers point out that Western cattle is not a favorite here and the receipts have also been comparatively light. Loins of pork are up half a cent per pound. Spare ribs, New York shoulders and Boston butts are marked one cent per pound higher. Fresh beef cuts, calves and lambs are holding steady and unchanged.

**FRESH MEATS**

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.	21 50	
Live, fed and watered, per cwt.	21 25	
Live, f.o.b., per cwt.	20 25	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 39	
Loins of pork lb.	0 46½	
Fresh hams, lb.	0 41	
Tenderloins, lb.	0 64	
Spare ribs, lb.	0 20	
Picnics, lb.	0 28	
New York shoulders, lb.	0 34½	
Boston butts, lb.	0 40	
Montreal shoulders, lb.	0 34	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 24	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 27	0 33
Chucks, lb.	0 13	0 15
Loins, whole, lb.	0 29	0 35
Hips, lb.	0 21	0 24
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26	0 30
Spring lamb, lb.	0 24	0 26

Yearling, lamb, lb.	0 19	0 23
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

**Fancy Bacon Higher**

**Toronto.**  
**PROVISIONS.** — Smoked hams and bacon are ruling steady, with a shortage of breakfast bacon noted in some quarters. Fancy and special trimmed breakfast bacon has advanced two and four cents per pound, making the prices 57 and 62 cents per pound respectively. Dry salt meats and barrel pork are unchanged.

**Hams—**

Small, 6 to 12 lbs.	0 48½	0 50
Medium, 12 to 20 lbs.	0 47½	0 48½
Large, 20 to 35 lbs., each lb.	0 48½	
Heavy, 25 to 35 lbs.	0 38½	
Heavy, 35 lbs. and upwards	0 35½	
<b>Bacon—</b>		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 67	
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 57
Breakfast, special trim	0 62	
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 42	
Wiltshire, three-quarter cut.	0 44	0 46
Wiltshire, middle	0 48	

**Dry Salt Meats—**

Long clear bacon, av., 50-70 lbs.	0 29	
Do., av. 80-90 lbs.	0 28	
Clear bellies, 15-30 lbs.	0 31½	
Fat backs, 10 to 12 lbs.	0 25	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	39 00	
Short cut backs, bbl., 200 lbs.	56 50	



tone. The tendency of the market is for higher prices immediately probably around 1½ cents per pound increase in quotations.

**SHORTENING—**

1-lb. prints .....	0 26
Tierces, 400 lbs. ....	0 21½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¼ cent higher than tierces.	

**Margarine Prices Hold**

Toronto.

**MARGARINE.** — This market is holding steady and unchanged under a fair demand.

**MARGARINE—**

1-lb. prints, No. 1 .....	0 37
Do., No. 2 .....	0 35
Do., No. 3 .....	0 30
Nut Margarine, lb. ....	0 33 0 35

**Fish Market Firm**

Toronto.

**FISH.** — The fish market is holding firm under a quiet demand. Oysters are not moving freely as yet. Frozen sea herrings are quoted at 7½ to 8 cents per pound. Smoked fish are showing a better movement, and quotations are well maintained.

**FRESH SEA FISH.**

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

**Oysters—**

No. 1 tins .....	4 20
No. 3 tins .....	12 30
No. 5 tins .....	20 00
Glass jars, doz. ....	6 50

**FROZEN FISH**

Halibut, medium .....	0 23 0 24
Do., Qualla .....	0 11 0 11½
Flounders .....	0 10 0 11
Pike, round .....	0 08
Do., headless and dressed .....	0 06
Salmon, Coho .....	0 23
Do., Red Spring .....	0 28
Sea Herring .....	0 07½ 0 08

**SMOKED FISH**

Haddies, lb. ....	0 13
Fillets, lb. ....	0 18
Kippers, box .....	2 25 2 75
Bloaters .....	3 00
Salt Cod, Quail-on-Toast, lb. ....	0 16

**Spring Chickens 40 Cents**

Toronto.

**POULTRY.** — The receipts for poultry are moderate, with a considerable improvement shown in the quality. Storage operations have not as yet commenced, but it is expected to do so in another week, when a big run is expected. Quotations on fowl are somewhat reduced. Spring chickens are quoted to the trade at 40 cents per pound, a reduction of five cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys .....	\$0 35	\$0 40
Roosters .....	0 25	0 25
Fowl, over 5 lbs. ....	0 30	0 30
Fowl, 4 to 5 lbs. ....	0 26	0 26
Fowl, under 4 lbs. ....	0 23	0 23
Ducklings .....	0 23	0 30
Guinea hens, pair .....	1 25	1 50
Spring chickens, live .....	0 25	0 33

Prices quoted to retail trade—

		Dressed
Heans, heavy .....	0 32	0 38
Do., light .....	0 30	0 35
Chickens, spring .....	0 40	
Ducklings .....	0 40	0 40

**WINNIPEG MARKETS**

**W**INNIPEG, Oct. 8.—There have been few price changes in the produce and provisions markets during the week.

Pork loins are quoted two cents per pound higher. Smoked ham, bacon and cooked meats are steady and unchanged. Creamery butter is ruling firm. Egg receipts have decreased, the quality also is only fair. Lard and shortening remain steady and unchanged. There is a good demand for fish and quotations are holding steady.

**Hog Market Unchanged**

Winnipeg.

**FRESH MEAT.** — Hog receipts have been very light during the week and selected hogs are quoted at \$22.50 per hundredweight. Pork loins advanced two cents a pound this week, and are now quoted at 45 to 47 cents a pound.

**Ham and Bacon Steady**

Winnipeg.

**PROVISIONS.**—The demand for ham and bacon is reported very good and prices remain unchanged.

**Cooked Meats Unchanged**

Winnipeg.

**COOKED MEATS.** — Due, no doubt, to cold weather, the sale of cooked meats has fallen off to a slight extent. Consumers, however, are buying more fresh beef and mutton. Quotations remain unchanged.

**Creamery Butter Firm**

Winnipeg.

**BUTTER.** — Creamery butter is reported very steady with every indication for higher prices. Supplies of dairy butter are reported improving, and prices remain unchanged.

Creamery, best table grade ..	0 64
Dairy Butter, best table grade. ....	0 57
Margarine .....	0 37 0 39

**Egg Receipts Light**

Winnipeg.

**EGGS.** — Egg receipts have dropped off, and while a good supply of eggs are arriving the quality is considered only fair. Fresh farm eggs are quoted at 65 cents a dozen, fresh candled are being offered at 60 cents.

**Lard and Shortening Steady**

Winnipeg.

**LARD.** — The lard and shortening market remains practically unchanged, with no change in price on the local market.

Pure lard, No. 1 quality, per lb. ....	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails .....	6 50
Shortening, wooden pails, 20-lb. pails, per pail .....	5 10
lb. ....	0 23
Shortening, tierces of 400 lbs., per	

**Cheese May Be Scarce**

Winnipeg.

**CHEESE.** — It has been reported that owing to the scarcity of milk some Manitoba cheese factories have had to close down. Under these conditions it looks as though there would be a scarcity of September made cheese this fall.

Ontario, large, per lb. ....	0 32
Do., twins, per lb. ....	0 32½
Manitoba, large, per lb. ....	0 30
Do., twins, per lb. ....	0 31

**Fish in Demand**

Winnipeg.

**FISH.** — It has been reported that the demand for white fish, lake trout, halibut, salmon and pickerel has been exceptionally good. Bulk oysters are on the market and are being offered at \$5 a gallon. Oysters in the shell are expected very shortly.

**BUILDS FISH BUSINESS**

Continued from page 43

get it, and generally they will not take another chance for some time. If for no other reason, we are very particular about the quality of the fish we buy, it must be the best and strictly fresh. When a shipment of fish arrives, it is thoroughly washed and then packed away in the tanks with plenty of clean chopped ice. Most of the fish we receive is cleaned before it reaches here, but occasionally we get a lot that is not, these are then cleaned, washed and packed in ice so that the customers get only the best quality cleaned fish."

Although a large business for fish has been built up in the Parks store, no displays are made, with probably the exception of smoked fish, such as haddie, bloaters and ciscoes; these are often shown in the window when the weather is cool. The volume of business that is enjoyed by the firm is on fresh fish sales running into half a ton a week, with the sales on the day preceding Good Friday—which is considered to be the best fish day of the entire year—around 500 pounds. Customers are kept advised over the phone as to the kind of fish in stock and when orders for other goods are being taken fish is also suggested. White fish, trout and salmon are the best sellers during the summer months, halibut, salmon and cod are the big sellers in the winter months. Herring is also in demand, especially when the herring run is on in the fall of the year. Other varieties are also stocked as the season demands, but the varieties mentioned are the favorites.

On the regular fish days, a blackboard, upon which is written the names of the varieties of fish in stock for that day is placed outside the door. This is the only method of advertising used, no window displays or otherwise announcing to the public that fish is a regular business with this store. "People buy fish that I have never seen before, I do not know where they come from or how they become aware that we sold fish, they just come," was Mr. Parks' parting remark.





## Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

### “MAYFLOWER” Brand Oleomargarine AND “CLOVER BLOSSOM” Brand Oleomargarine

There are brands which give satisfaction, and for which a large and steady demand has all ready been created.

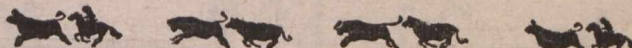
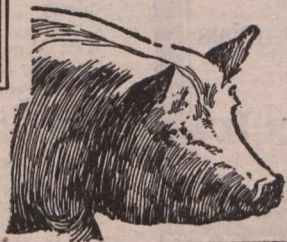
If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands.  
You can either order direct, or purchase through our traveller.

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

**Montreal**

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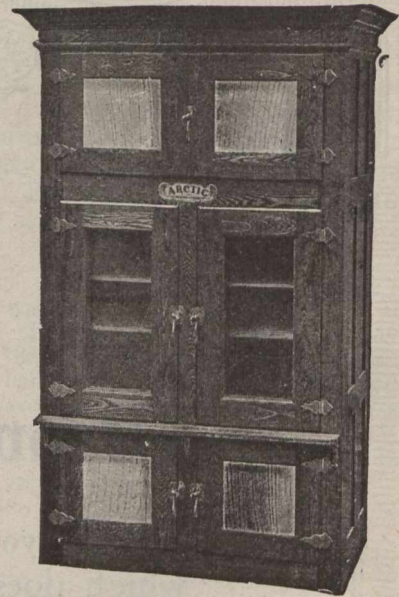
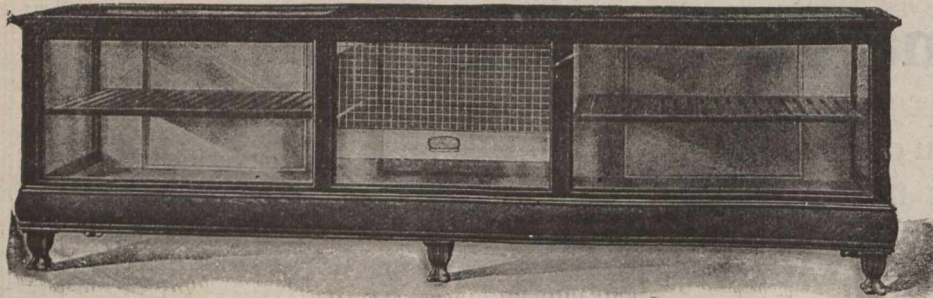




# ARCTIC

## Refrigeration Equipment

Counter refrigerators—upright refrigerators—cold storage doors, windows, and special refrigeration equipment to suit the requirements of any store, large or small.



Write for  
free catalog

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Agencies:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers' Supply Co., Regina, Sask.



### The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

#### H. J. HEINZ COMPANY

Pittsburgh      Toronto      Montreal

### Little Selling Effort



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

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

Sold and Manufactured by  
**E. W. Jeffress Limited**

Walkerville, Canada  
W. G. Patrick & Co., Limited

Toronto and Winnipeg  
Selling Agents for our Blue Seal Lines



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# Why Stocked-up Dealers are Ordering "Windmill"—

The finest product of the British West Indies—the whole-sugar molasses produced by Plantations, Limited—is cut below the market in price to enable every dealer to meet the popular demand for a reduction in the H. C. of L., and at the same time to net a reasonable profit!

Our advertising is letting the public know the truth about the molasses substitutes situation, and is showing them that they cannot be sure of getting the genuine article unless they insist on

## Windmill Barbados Super-Fancy

f.o.b. Montreal

f.o.b. Quebec

f.o.b. St. John, N.B.

**\$1.33** per Imperial Gallon

You will get far more business on Windmill Brand than you ever got on nameless bulk goods or the canned stuff. Windmill Brand comes in puncheons and you sell it in customers' containers as usual. It is so good, your customers will use more than ever!

Telegraph rush orders to

**Pure Cane Molasses Co. of Canada, Limited**

St. John, N.B.

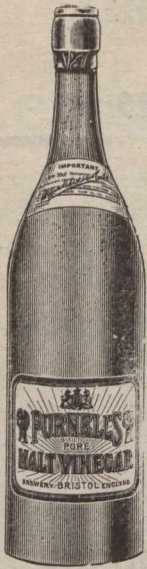
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England's Best PURE MALT  
VINEGAR,  
PICKLES  
& SAUCES

SPECIALITY B V FRUIT SAUCE

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

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range of samples

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

## Use the Albion Silky Cotton Cords

A wide range of sizes  
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stock.

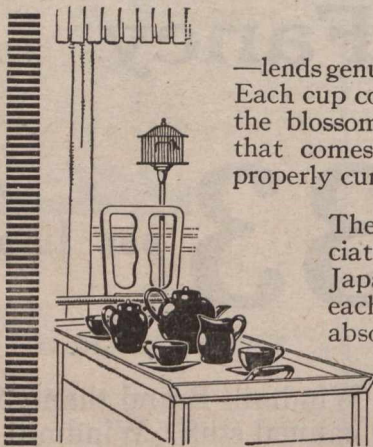
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**The Albion Sewing Cotton Co.**

Limited

Fawley Mills, Tottenham Hale  
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# JAPAN TEA



—lends genuine distinction to hospitality.  
Each cup contains the delicate aroma of  
the blossoms of Japan and the flavor  
that comes only from tender leaves,  
properly cured.

The Japan Tea Growers' Association and the Government of  
Japan place their guarantee on  
each pound — a guarantee of  
absolute purity.

*"Tea is a medium of no in-  
considerable amount of nutriment."*

18

—Enc. Britannica.

The amount of profit to be secured through handling any  
particular product is regulated by the strength of the  
consumer demand.

Systematic consumer advertising, backed up by its own  
incomparable goodness, has created a demand for Japan  
Tea, that you will find it profitable to cater to. Other  
dealers are reaping better profits from this trade. So  
can you.



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**“The Greatest Seller of Its Kind in the World”**  
**MORRIS & COMPANY, Chicago, U. S. A.**

THE BOWES COMPANY, LTD.  
 Toronto and Ontario  
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CANADIAN DISTRIBUTORS:

JAS. DALRYMPLE & SON  
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... a popular repeater

# Brodie's XXX Self-Raising Flour



Persuade your customers to try *Brodie's XXX Flour* next time they order—the baking results it produces will more than please them and steady repeats will be the rule.

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## Plenty of Eno's Now!

Have **you** stocked your supply of the best-selling proprietary in Canada? All live wholesalers and 90% of the retailers have large stocks to-day. This was not true during war-days when some dealers, in an honest attempt to meet their customers' demands, tried to sell substitutes, which of course hurt their trade and reputation for quality. Happily, a few wise wholesalers always appreciated the fact that



# ENO'S FRUIT SALT

was *the* great seller, and when they could get it they pushed its sale.

In conclusion—a word to the wise is sufficient—Keep a large stock of the Salt that outsells all other Salts, Salines and so-called Health Salts in the world—**ENO'S FRUIT SALT.**

*Prepared only by*

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

*Sole Agents*

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New York      TORONTO      Sydney



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In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

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# Y & S STICK LICORICE

in 10c Cartons



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

*Made in Canada by*

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FINALITY IN  
FRUIT SAUCE

as palate pleasure  
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**GEORGE MASON & CO. LTD., LONDON, ENGLAND.**

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



# Vin Tonic Sanator

a genuine Tonic for

# Invalids

Known the World over

*Send your orders  
direct to*

**Nap. Morrissette**  
18 Cartier Square  
MONTREAL



Before gauging your stock requirements of butter, lard and other shortenings for the coming baking season, you will be vitally interested in the significance of the big publicity campaign being launched by The Canada Starch Company, Limited, for Mazola, the wonderful oil for Frying, Shortening, and Salads.

## How will the Big Mazola Campaign Affect Your Grocery Sales?

**T**HE baking season, so full of profit possibilities to the alert dealer, is again in full swing. Your own experience shows that with butter at its present price, and going higher as winter advances, people cannot use it freely in cooking. Favorite dishes have disappeared from the table.

Mazola, a wonderful cooking oil from the heart of golden corn, is already a success, without advertising. It needs only to be known to become staple. It has come to stay. All the resources of The Canada Starch Company, Limited, with its 63 years of merchandising experience, are pledged to the work of spreading MAZOLA news to every Canadian Kitchen.

Every sale and advertising plan is being used without regard to cost.

Decide now to plan an adequate stock to take care of the business you believe will follow.



In 1, 2 and 8 lb.  
TINS

**The Canada Starch Company**  
Limited  
MONTREAL

*Makers of Lily White Syrup  
Crown Brand Syrup  
Benson's Corn Starch  
and Mazola*



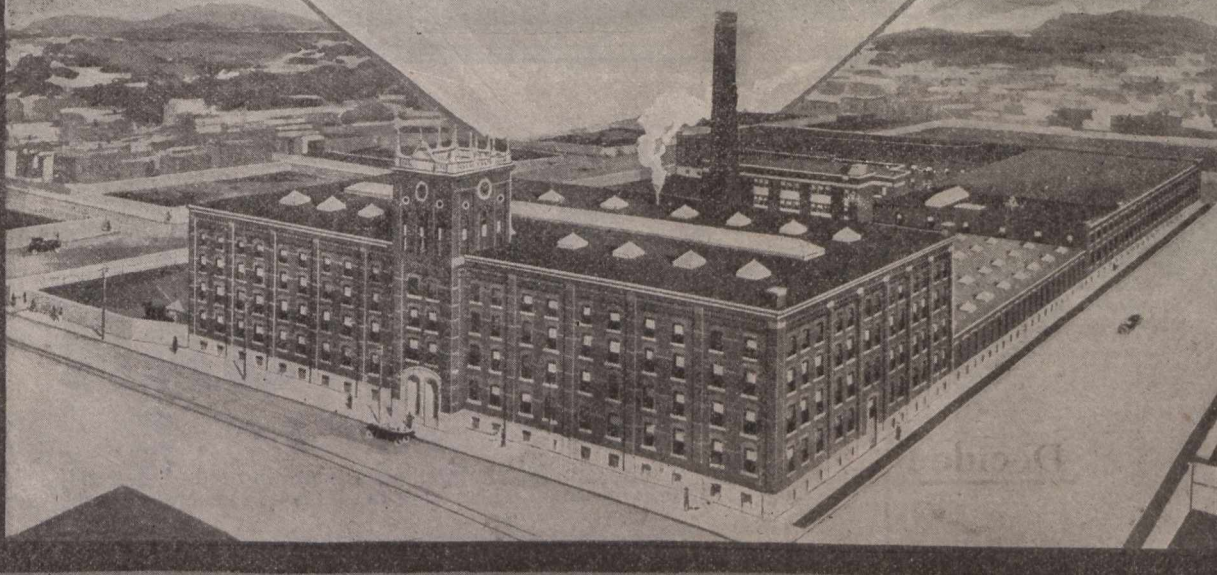
*The Tobacco  
with a heart*



Quality was the foundation of Macdonald's in 1858.

And that same old quality is still to be found in Cut "Brier" and "British Consols."

Manufactured by  
**W. C. MACDONALD, REGD.,**  
INCORPORATED  
MONTREAL



**W. C. MACDONALD REGD.**  
INCORPORATED  
MONTREAL





(HIGH

PATENT)

## The Flour of Peace

AFTER several years of Government regulation, the restrictions upon the manufacture of patent flour have been removed. We are now supplying

### PURITY FLOUR

in the manufacture of which we take so much pride—the high quality pre-war patent, which earned a national reputation for better bread, cakes and pastry.

No announcement of this Company was ever made with more pleasure and we are sure that the public will share our satisfaction in returning to the old flour.

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



**Furnivall's**  
FINE  
FRUIT  
**PURE JAM**

MR. GROCER,

The slogan: "Made-in-Canada" was never more in need of your full support than at the present time. This refers to all lines in general, but particularly to

CANADIAN-MADE JAMS AND MARMALADE

The word "pure" on a package is your safeguard against adulteration. Look for the word "pure." Furnivall's jams and marmalade are guaranteed absolutely pure and are made under Government supervision. The quality goes in the jar before the label goes on.

**FURNIVALL-NEW**

Limited

Hamilton - Canada

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





# 15 *Big Sellers*

## *For the Fall and Winter Trade*

Pickled Onions  
 Chow Chow  
 Corn Chowder  
 Confectionery  
 Supplies  
 Liquid Soaps

Pickled Beets  
 French Mustard  
 Esces  
 Fruit Juices  
 Glycerine Soaps

Pickled Red Cabbage  
 Worcester Sauce  
 Marmalades  
 Florida Waters  
 Bay Rum, Etc.

*All Lines Guaranteed and Show Big Profits*

*WAIT FOR OUR TRAVELLERS OR WRITE DIRECT*

**TRADE SUNDRIES MFG. LTD.**  
 232 Clarke St., MONTREAL



## It's Astonishing the Good Profits You Can Make

—if you are selling the right products such as Malcolm Milk Products. First show them in displays and then advise your customers constantly.

The Effort is little but the Profits will be large.

*Made in Canada*

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



*Black  
Tan  
Toney Red  
Dark Brown*

*That  
NUGGET  
Smile*



# "NUGGET" Shoe Polish

The polish that does not cake or freeze. The all-year and always satisfactory polish.

Nugget gives a better shine in less time and with less effort than any other polish. This is why there is such an insistent demand for Nugget at all times. Every dealer who caters to please his customers always keeps a good stock on hand.

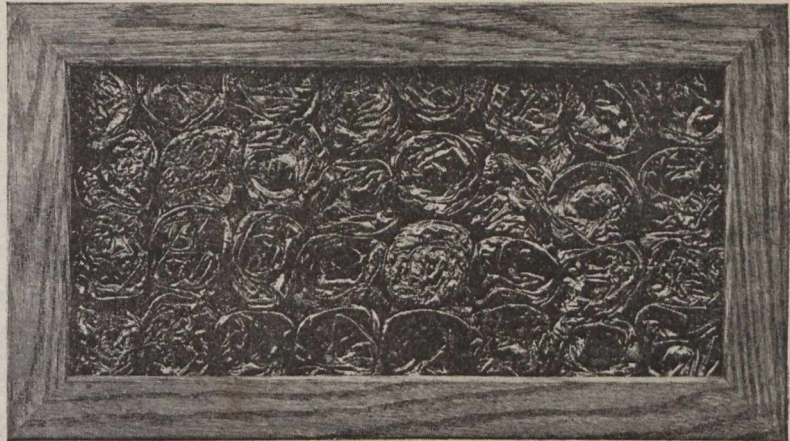
The generous amount of publicity carried on throughout the Dominion is creating a steady volume of business for all Nugget dealers. Look over your stock and, if you are low, order now.

**The Nugget Polish Co., Limited**  
TORONTO - CANADA



Actual size of display in each "pocket" is 5½ x 11½

In the counter shown below there are 15 small, and 8 larger displays.



Why not own this counter ?

It pays you a big return while you are paying for it.

### Show the Goods that Pay You the Greatest Profits

**N**OW is the time to plan your winter selling—and to improve your store.

Let your "specials" be timely. Your demand for dried fruits and similar winter favorites will be large. Make their display an appetizing, profitable feature by showing them attractively in the Sherer Sanitary Grocery Counter. There are nearly 80,000 such counters earning daily dividends for their owners by display, cleanliness and economy of time and space.

## Sherer-Gillett Co., Ltd.

Dept. 57

GUELPH

ONTARIO

*Cut out Coupon and get full information!*

SHERER-GILLETT CO. Dept. 57

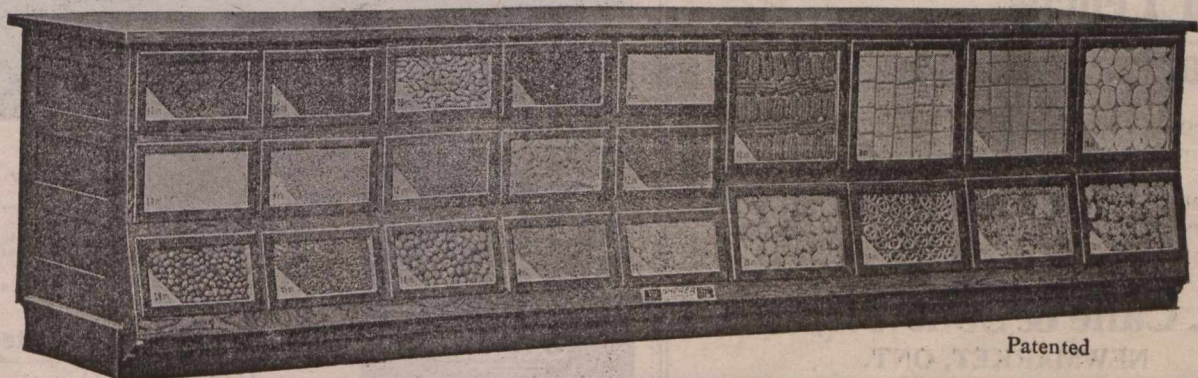
Guelph, Ontario

Send us your late 1920 catalogue and terms.

Name.....

Town.....

Province.....

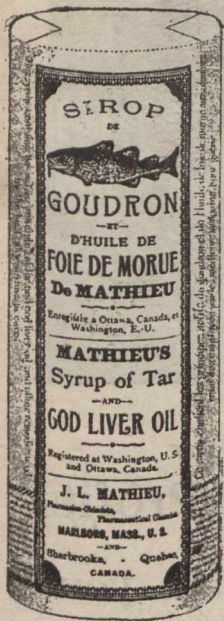


Patented

This is one of several favored styles



# Its Efficiency Will Boost Sales



Through the excellent curative properties it possesses your customers will be entirely satisfied with Mathieu's Syrup of Tar and Cod Liver Oil. It affords relief for those suffering from Influenza, La Grippe, etc.—at the same time its excellent tonic properties build up the system.

Where there is a demand, steady sales are sure to be made.

*Order a supply to-day.*

## J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC



## Good Pencils Attractively Displayed

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

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

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

A Hat to Match



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

**JOIN US!**  
We Are Making Money

Right along you will be asked for Jas-per-lac next Spring. It is a money-saver. It will enable your customers to bring out this year's hat again next Spring, fresh and new.

Write to-day and join with us on a good fast selling proposition.

**Ottawa Paint Works, Limited**  
OTTAWA, ONT.





## Whittemore's Shoe Polishes

Are Superior

Preserve the Leather  
Give a More Lasting Shine  
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



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



## Master Mason

The Plug Smoking Tobacco which  
**MAKES AND HOLDS**  
**CUSTOMERS**

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

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

**Rock City Tobacco Co.**

Limited

**QUEBEC and WINNIPEG**





**Is It Running Low?**  
On crisp Fall days favorite dishes flavored with Mapleine touch the spot.

**Mapleine**  
"The Golden Flavor"

Housewives use Mapleine in syrup for daily hot cakes, in sauce for puddings and apple dumplings. It goes into the heart of baked apples—flavors cakes and icings—pumpkin and mince pies. This frequent use soon empties the Mapleine bottle, and do not disappoint customers by telling them "You are just out."

Order to-day of your jobber.

F. E. Robson & Co., 7 Wellington St. West, Toronto  
Mason & Hickey, Box 2949 - Winnipeg

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

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



**A Good Idea**

— would be the purchasing of a small stock of Marsh's Grape Juice — but the profits will repay you doubly.

This delicious Grape Juice is of a high standard quality — pressed from sound Concord grapes.

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

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**  
Toronto and Montreal

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

<b>BORDEN MILK CO., LTD.,</b> 180 St. Paul St. West. Montreal, Can.		40 lbs. Argo Corn Starch, 1 lb. packages ..... 0 11
<b>CONDENSED MILK</b> Terms—Net 30 days.		40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. .... 0 14 (20-lb. boxes ¼c higher, except Potato Flour)
Eagle Brand, each 48 cans. \$12 50	Reindeer Brand, each 48 cans 12 00	<b>LILY WHITE CORN SYRUP</b>
Silver Cow, each 48 cans... 11 50	Gold Seal, Purity, ea. 48 cans 11 85	2-lb. tins, 2 doz. in case... 6 00
Mayflower Brand, each 48 cans 11 85	Challenge Clover Brand, each 48 cans ..... 10 60	5-lb. tins, 1 doz. in case... 6 85
<b>EVAPORATED MILK</b>		10-lb. tins, ½ doz. in case... 6 55
St. Charles Brand, Hotel, each 24 cans ..... \$7 90	Jersey Brand, Hotel, each 48 cans ..... 7 90	20-lb. tins, ¼ doz. in case 6 00
St. Charles Brand, tall, each 48 cans ..... 8 00	Jersey Brand, tall, each 48 cans ..... 8 00	Celebrated Prepared ... 0 13 ¼
Peerless Brand, tall, each 48 cans ..... 8 00	St. Charles Brand, Family, 48 cans ..... 7 00	40-lbs. Canada Pure or Barrels, about 700 lbs. ... 0 09
St. Charles Brand, small, each 48 cans ..... 3 70	Jersey Brand, Family, each 48 cans ..... 7 00	Half barrels, about 350 lbs. 0 09 ¼
Jersey Brand, small, each 48 cans ..... 3 70	Peerless Brand, Family, each 48 cans ..... 7 00	<b>CROWN BRAND CORN SYRUP</b>
Peerless Brand, small, each 48 cans ..... 3 70	St. Charles Brand, small, each 48 cans ..... 3 70	2-lb. tins, 1 doz. in case... \$6 00
<b>CONDENSED COFFEE</b>		5-lb. tins, 1 doz. in case... 6 85
Reindeer Brand, large, each 24 cans ..... \$8 00	Reindeer Brand, small, each 48 cans ..... 9 00	10-lb. tins, ½ doz. in case 6 55 (5, 10 and 20-lb. tins have wire handles.)
Cocoa, Reindeer Brand, large, each 24 cans ..... 6 25	Reindeer Brand, small, 48 cans 6 50	<b>GELATIN</b>
<b>W. B. BROWNE &amp; CO.</b> Toronto, Ontario		Cox's Instant Powdered Gela- tine (2-qt. size), per doz... \$1 80
Wheatgold Breakfast Cereal	Packages, 28-oz., 2 doz. to case, per case ..... \$6 00	<b>MAGOR, SON &amp; CO., LTD.</b>
98-lb. jute bags, per bag ... 8 00	98-lb. jute bags, with 25 3 ½-lb. printed paper bags enclosed, per bag ... 8 50	<b>INFANTS' FOOD</b>
5-lb. tins, 1 doz. in case... 7 15	<b>CANADIAN MILK PRODUCTS, LIMITED</b> Toronto and Montreal	
<b>HARRY HORNE &amp; CO.</b> Toronto, Ont.		<b>KLIM</b>
Per case		8 oz. tins, 4 dozen per case.. \$12.50
Cooker Brand Peas (3 doz. in case) ..... 4 20	Cooker Brand Popping Corn (3 doz. in case) ..... 4 20	16 oz. tins, 2 doz. per case.. 11.50
<b>THE CANADA STARCH CO., LTD.</b> Manufacturers of the Edwardsburg Brands Starches		10 lb. tins, 6 tins per case .. 25.00
<b>Laundry Starches—</b>		<b>COLMAN'S OR KEEN'S MUSTARD</b>
Boxes	40-lb. Canada Laundry... \$0 10 ¾	Per doz. tins
100-lb. kegs, No. 1 white.. 0 11 ¼	200-lb. bbis., No. 1 white.. 0 11 ¼	D.S.K., ¼-lb. ....
40-lb. Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 12 ¾	40 lbs., Benson's Enamel (cold water), per case.. 4 10	D.S.F., ½-lb. ....
Celluloid, 45 cartons, case.. 5 00	Culinary Starch	D.C.F., 1-lb. ....
4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)	Challenge Corn ..... 0 11	F.D., ¼-lb. ....
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ... 0 14	(20-lb. boxes ¼c higher, except potato flour.)	Per jar
<b>CULINARY STARCHES</b>		Durham, 1-lb. jar, each ..
40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. .... 0 12 ½	40 lbs. Canada Corn Starch, 1 lb. packages, per lb... 0 11	Durham, 4-lb. jar, each ..
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb. .... 0-11		<b>BLUE</b>
		Keen's Oxford, per lb. .... 0 27
		In cases, 12 12-lb. bxs. to case 0 27
		<b>NUGGET POLISHES</b>
		Polish, Black, Tan, Toney Red, Dark Brown, White Dress- ing, each ..... \$1 25
		<b>Doz.</b>
		White Cleaner (liquid) ..... \$2 00
		Card Outfits — Black, Tan, Toney Red, Dark Brown ... 4 80
		Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60
		<b>IMPERIAL TOBACCO CO. OF CANADA, LIMITED</b>
		Black Watch, 10s, lb..... \$1 24
		Bobs, 12s ..... 1 13
		Currency, 12s ..... 1 13
		Stag Bar, 9s, boxes, 6 lb... 1 08
		Pay Roll, thick bars ..... 1 30
		Pay Roll, plugs, 10s, 6-lb. ¼ caddies ..... 1 25
		Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. .... 1 25
		Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ..... 1 34
		Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44
		Forest and Stream, ¼s, ½s, and 1-lb. tins ..... 1 50
		Master Workman, 2 lbs. .... 1 25
		Master Workman, 4 lbs. .... 1 25
		Derby, 9s, 4-lb. boxes ..... 1 30
		Old Virginia, 12s ..... 1 70
		Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35



# OVERTAKING THE RISING COST OF SELLING

**E**VERY month sees travelling expenses mounting higher. Passenger fares and increased hotel bills have doubled and trebled salesmen's expenses during the past two years. Every company faces increased selling cost far beyond provision made at the first of the year.

There's one solution to this perplexing problem: You can increase the productiveness of your selling force by telling your merchants what you have,—reminding them of the sales possibilities of your lines, and building goodwill between your sales calls. You will save your salesman's time—and increase his efficiency by keeping your merchants in touch with your products through regular announcements in his business newspaper.

Many salesmen report merchants have orders saved up for them as a direct result of advertising in MacLean Trade Newspapers. Their time is saved and their business has been increased.

Advertising in trade newspapers builds business for the salesmen and cooperates with him in the very valuable work of preparing the ground for his call. In every village and town in Canada—in places where salesmen go regularly and in many where they seldom reach, there you'll find the MacLean trade newspaper building business and goodwill for your products—if you use it.

MacLean business newspapers go direct to the man who buys the very goods you sell. He relies on them for markets and prices of all the goods he buys.

The advertising pages are his newspaper, the editorial pages are his business advisers, for they deal directly with the very things he wants to know about—

As one enthusiastic subscriber told us in to-day's mail: "We find your price list one of the most convenient things in our office."

Let us show you how you can use trade newspapers to lower your yearly cost of selling.

## The MacLean Publishing Company, Limited

Publishers of the Following Specialized Trade Newspapers:

*Hardware & Metal*

*Bookseller & Stationer*

*Druggists' Weekly*

*Dry Goods Review*

*Canadian Grocer*

*Men's Wear Review*

*Sanitary Engineer*



## "Ask Any Wholesale Grocer's Salesman"

### About PALMOLIVE

He will tell you that Palmolive is a staple which sells regularly with noticeable increase day by day and month by month, due to Palmolive quality and the hosts of new users constantly created by the forceful Palmolive advertising.

He will tell you that he likes to sell Palmolive because of the enormous demand which he knows exists for it and because it makes repeat sales every time.

Palmolive is the most profitable soap a grocer can handle because of the rapid turnover. It long ago proved itself the best known name and the most popular soap on the market.

Ask the next wholesale grocer's salesman that calls on you to tell you the story of the wonderful sales that grocers are making on Palmolive

THE PALMOLIVE COMPANY  
OF CANADA, Limited  
Toronto, Ontario



# SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

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

F. W. KENDRICK & CO.  
313 Carter Cotton Buildings, Vancouver  
or  
HUGHES & CO.  
109 Place d'Youville, Montreal

## DOG — MEAT — FIBRINE — CAKES

Spratt's Patent Limited

24-5 Fenchurch Street, London, E. C. 3, England

## FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

### *Domestic Fruits and Vegetables*

*Best Varieties of*

**FREESTONE PEACHES**

NOW COMING

**ORANGES, BANANAS, LEMONS  
CALIFORNIA BARTLETT PEARS  
AND MALAGA GRAPES**

THE HOUSE OF QUALITY

**Hugh Walker & Son,**

LIMITED

GUELPH Established 1861 ONTARIO



# APPLES APPLES

Best Varieties Ontario Winter Apples

Get in touch with us before buying your winter supply. We will be pleased to quote prices on carloads or smaller quantities.

# DOMESTIC VEGETABLES

POTATOES ONIONS CARROTS BEETS TURNIPS  
CABBAGE PARSNIPS

Well-matured stock for winter storage. We have interesting prices.

## PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

# UPTON'S Pure MARMALADES and JAMS

Have you tried  
our  
1920 Pack?



Healthful 'tween meal snacks for the Kiddies—  
Dainty, Delicious Deserts that grace any table—  
pure, wholesome food for any member of the  
family.

These qualities, plus attractive containers, plus  
national advertising, make Upton's Pure Mar-  
malades and Jams the choice of wide-awake  
grocers everywhere.

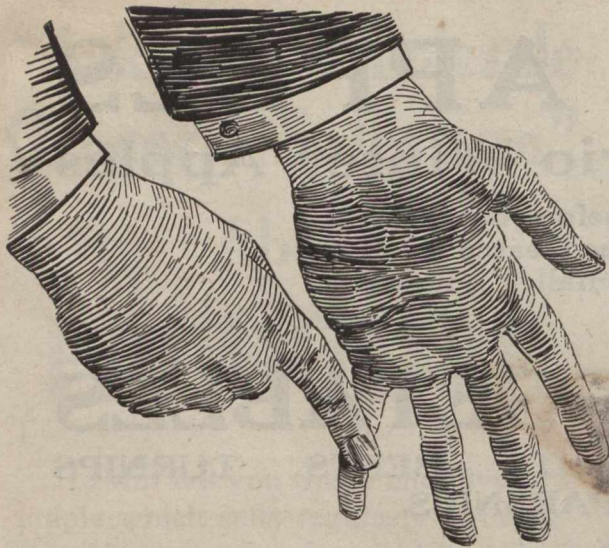
Order your supply to-day.

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

SELLING AGENTS:

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





Consider these five selling points on

**White Swan  
Pancake Flour**

before you stock up

- 1st—It is sold on a money-back guarantee.
- 2nd—Like every other one of the **White Swan Family** it has won the confidence and approval of the thousands of Canadian housewives who have used it.
- 3rd—It never fails to produce perfect results.
- 4th—Its profit margin is exceptionally good.
- 5th—It seldom fails to win repeat orders.

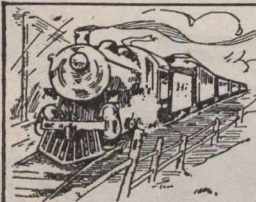
The big pancake season is now on and a good big display of White Swan Pancake Flour in your window and on your counter will bring you results that will handsomely reward any extra selling efforts.

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

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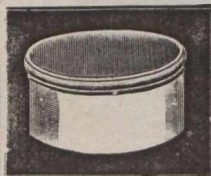
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE JARS

as Food Protectors are needed in every home. Place your order early.  
 The Toronto Pottery Co. Limited  
 608 and 609 Temple Bldg.  
 Bay and Richmond Sts.  
 Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET  
 TORONTO SALT WORKS

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road  
 Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
 Montreal

OPPENHEIMER BROS., LTD.  
 Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound.

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY Limited

Barrels and Kegs  
 Oak, Ash and Gum  
 From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

### Olivier's Cream Toffee

5 cent bars

O. K.—Almond—Cocoanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale  
 Calgary - Clarke Brokerage  
 B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)  
 MEDICINE HAT

### A. F. VINCENTELLI & CO. ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE  
 CHERRIES - ANGELICA  
 ASSORTED FRUITS, Etc.

**TEA MAY BE HIGHER**  
 A recent despatch from Colombo states that all grades of teas have advanced two to five cents per pound. Importers are of the opinion that teas are good buying at the present moment.

### SHORTENING TO BE HIGHER

The shortening market is in a strong position and has a tendency to reach higher levels. It has been intimated that an advance of one and one half cents per pound will be registered the first part of this next week.

TRY OUR

### BRICK and LIMBURGER CHEESE

Always Choice and Fresh

Sebringville Cheese Factory  
 R. R. No. 5 - STRATFORD, ONT.

## GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

**C. A. MANN & CO.**  
 LONDON, ONT.

Phone 1577

**PACIFIC COAST MANTLE FACTORY**  
 THE STANDARD BY WHICH MANTLES ARE JUDGED  
**GAS and GASOLINE MANTLES**  
 FOR ALL STYLES OF LIGHTS  
 ASK FOR SAMPLES and QUOTATIONS.  
 R. M. Moore & Co. Ltd. Vancouver B.C.  
**PACIFIC COAST MANTLE FACTORY.**

The SARNIA PAPER BOX CO., Ltd.  
 SARNIA, ONT.

Manufacturers of:  
 Ice Cream Cartons, Parafined.  
 Butter Cartons, Parafined.  
 Egg Cartons: Special Egg Fillers.  
 Folding Candy Boxes; also handy  
 Parafine boxes for bulk pickles,  
 Mince-meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS  
 ONE DOZ. CARTON FILLERS  
 3/4-INCH CUSHION FILLERS  
 CORRUGATED FLATS

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

Say You Saw It In  
 Canadian Grocer,  
 It Will Help To  
 Identify You.



# Wanted

## Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

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.

## SITUATIONS VACANT

YOUNG MAN (27), SINGLE, WITH THREE years' banking and eight years' general store experience, good education and appearance, very highly recommended, open for position after November 1st. Full information at Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

## WANTED AT ONCE

GROCERY CLERK "MAN." STATE EXPERIENCE and salary wanted. Apply to Box 1309, Welland, Ont.

## For Sale

1 Junior Enrober, Chocolate Dipping Machine, made by National Equipment Co., Springfield, Mass. Complete with trays and melting kettle. First-class condition. Replaced with larger machine reason for selling. Price \$2,500.00 for complete outfit, f.o.b. Edmonton. NORTH-WEST BISCUIT COMPANY LIMITED, Edmonton, Canada.

COUNTRY GENERAL STORE AND BUSINESS for sale. Only store in village. Turnover \$30,000, and can be considerably increased. Eight thousand will finance. This is a money-maker as books will show. Box 284, Canadian Grocer, 153 University Ave., Toronto, Ont.

## COLLECTIONS

MANUFACTURERS, WHOLESALE AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent, Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER.

## BAKER'S COCOA and CHOCOLATE



Registered  
Trade-Mark

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

Made in Canada

On the Market for 140 Years

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

## POSITION WANTED

EXPERIENCED GROCER, LATELY IN BUSINESS, desires traveller's position for district North Bay to Kapuskasing, including Porcupine area. Can start at once. Milton, Box 1, Swastika, Ont.

## FIXTURES FOR SALE

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

## FOR SALE AND WANTED

FOR SALE—ONE ELECTRIC COFFEE MILL, Hobart, granulator and pulverizer. One Van Berkel meat slicer. One Sherer counter, 16 ft. All in first-class condition. Merrick & Litster, Barrie, Ont.

FOR SALE—GOOD OLD RELIABLE GROCERY and butcher business, in a small town of about 600 population, good paying, but have to sell on account of ill health. Address or call. Wm. Lavoie, Belle River, Ont.

WANTED—LINES ON COMMISSION FOR the Maritime Provinces by two young men of ability and good connections. Write full particulars to Box 282, Canadian Grocer, 153 University Ave., Toronto.

WANTED AT ONCE—EXPERIENCED WHOLESALE grocery salesman for City of Sault Ste. Marie. Apply Post Office Box 974, Sault Ste. Marie, Ont.

EXPERIENCED GROCERY CLERK WANTED for city store. Must be a hustler, a good window dresser and stockkeeper. Apply stating wages to William Anderson, Chatham, Ont.

SITUATION WANTED—BY SMART YOUNG man having seven years' experience in retail selling. Apply stating salary expected to Box 286, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—IMMEDIATELY, GENERAL STORE business. Solid brick store and residence combined. Excellent village location. Apply at once for full information. Mrs. Edith McConnell, Wooler, Ont.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU.

## COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1908.

Nagle Mercantile Agency  
La Prairie (Montreal) Que

EVERYWHERE  
NO  
COLLECTION  
NO  
CHARGE  
EFFICIENT  
RELIABLE





# Sales - Making Advertising on Oleomargarine

**A**BOUT the time you read this, thousands of housewives will also be reading the strong and extensive advertising which we are running in all leading Eastern newspapers, featuring

## Swift's "Premium" and "Gem Nut" Oleomargarine

Then, in the November issue of all leading magazines in Canada, a page advertisement in full colors will further promote the popularity of Swift's Oleomargarine.

### *Profit By This Advertising*

You will benefit in exact proportion to the co-operation you give. Let your customers **know** that **you** handle these appetizing and economical "spreads" for bread. Get a copy of this advertisement. Show it to your customers and it will link up your store with this campaign.

**Swift Canadian Co.**  
Limited

Toronto

Winnipeg

Edmonton





## When a Woman buys Canned Fish

The Canadian housewife of to-day is a most keen and exacting buyer and a rare judge of quality. In choosing canned fish foods she demands established high standard quality and purity combined with reasonable prices.

### BRUNSWICK BRAND SEA FOODS

are recognized by Canadian women as the "highest quality, best value" Sea Food products and their incomparable reputation is netting Brunswick Brand dealers exceptionally good profits and rapid turn-overs.

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

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

