

**PAGES
MISSING**

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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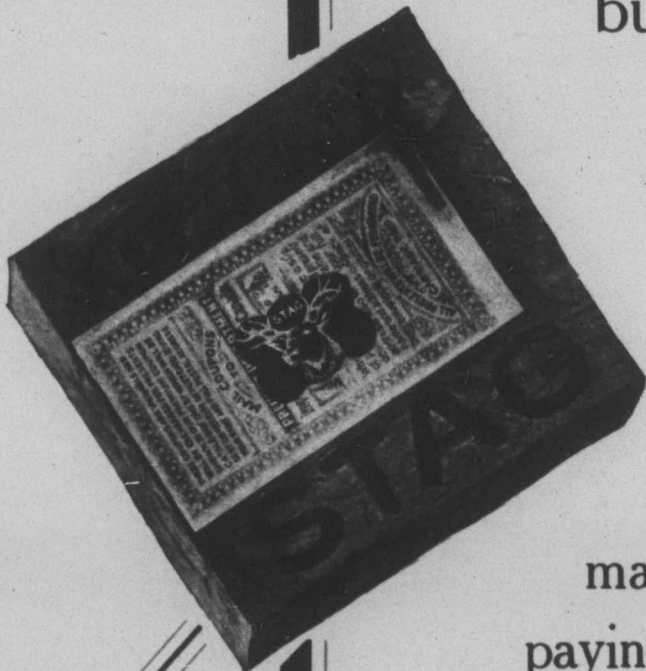
Let

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

build up your
sales.



Its high quality
backed by good
advertising is
making STAG a
paying proposition for
every grocer.

Handled by all the wholesale trade.

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

CANADIAN GROCER

St. Lawrence



Sugars

If Figured On Quality And Satisfaction
Are The Best Sugars You Can Handle

ST. LAWRENCE SUGAR REFINERIES, LTD.
MONTREAL

PROHIBITION
BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Borden's

Reindeer Coffee and Reindeer Cocoa

will bring you quick, profitable sales during the cold weather months. Their well-known convenience and utility make them particularly popular during the social season.

A window display of Reindeer Coffee and Reindeer Cocoa will connect you with this ever-growing demand. People everywhere know what Borden quality is and every household you get to try these lines will be on your list of steady customers.

You'll find it worth your while to put your very best selling efforts behind Reindeer Coffee and Reindeer Cocoa.

Ask your wholesaler to ship you a supply to-day. Get them before your trade and be convinced of their selling value.

Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

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

Just One Best

If you had to choose among the claims of several salesmen in your store, each claiming his product to be the "best," it is safe to say you would settle the question in favor of the product with the reputation.

Shirriff's True Vanilla



settles the customer's problem, for she decides on reputation, too. Shirriff's has been a favorite all over Canada for more than thirty years. Shirriff's is

50% stronger than the Government standard for pure vanilla.

Shirriff's is made by a process taking a whole year to complete, and comes from the Mexican vanilla bean—the world's best.

So you see the Shirriff reputation has been **earned** by quality; and it is quality that sells extracts. Order a case or two.

Imperial Extract Co.
Toronto

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

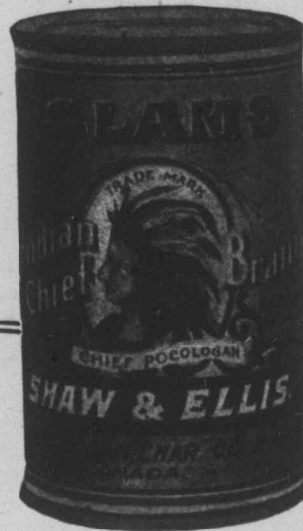
GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



Every customer
will like
**Indian Chief
Brand Clams**

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS
POCOLOGAN, N.B.

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

Your Customers

Mr. Grocer, are to-day
studying ECONOMY
more than ever before.

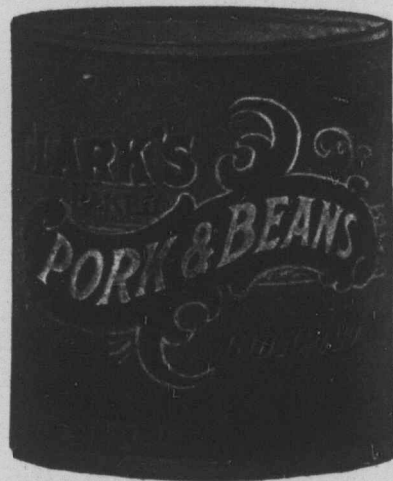


Don't hesitate to tell them that

CLARK'S PORK & BEANS

are just what they want.
They are a perfect meal.

They Save Worry.
They Save Time.
They Save Labour.
They Save Money.

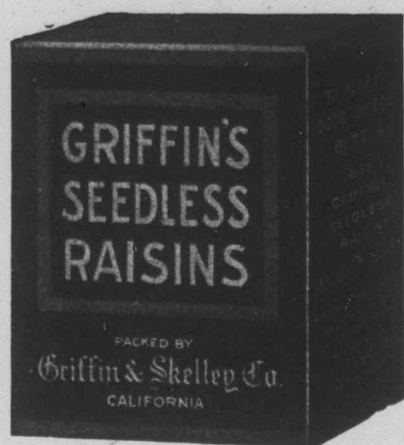


and for you they are the quickest sellers.

W. CLARK LTD.

MONTREAL

Clark's



The element of doubt is entirely removed when you sell a customer Griffin's Seedless Raisins.

Their quality—their cleanliness—their delicious wholesomeness have made them a strong favourite with particular people.

Show them in your displays.

CHARBONNEAU

The name that stands for

PURITY AND QUALITY IN BISCUITS AND CONFECTIONERY

Are You Displaying IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED, 330 Nicolet St., MONTREAL

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

REMEMBER

COWAN'S COCOA— "Perfection Brand" Purest and Best

SELL IT!



PUSH IT!

B-24

Get a Share of the Milk Business

Klim will divert the Milk Business into your store. The demand has been created by our advertising. Thousands of Grocers are taking profits by selling this easy-to-handle Grocery staple—pasteurized, separated milk in Powder Form.



It is packed in sanitary slip cover tins, 1 pound and 10 pound sizes.

The sale of Klim has tripled in less than two months. The high cost of liquid milk and the genuineness of Separated Milk Powder (as proven by Government Bulletin No. 257) has convinced the housewife of its economy and wholesomeness.

Order from your Wholesaler.

CANADIAN MILK PRODUCTS, LIMITED

10 William Street, Toronto 10 Ste. Sophie Lane, Montreal
W. H. Escott Limited, Winnipeg Kirkland & Rose, Vancouver

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line."

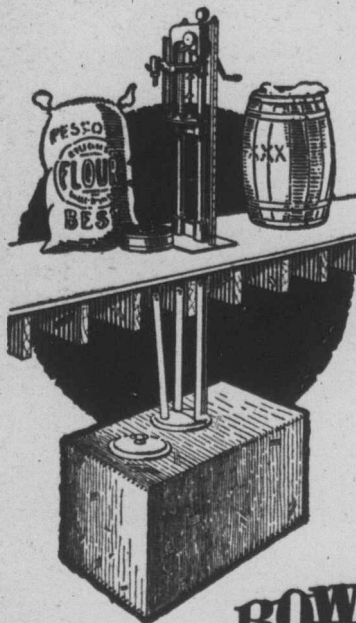
"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provide the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.



No More— Oil Fumes

The ofttimes serious damage to food supplies by oil fumes is the result of the improper storage of oil. Fumes, on account of their ready mixture with air, are carried throughout the store, where all foods capable of absorption and contamination are rendered useless.

BOWSER
ESTABLISHED 1872

OIL STORAGE SYSTEMS

keep oil fumes (which are really the strength and body of oil) where they belong—with the oil—and prevent all other waste, such as spilling, dripping, over-measure, etc.

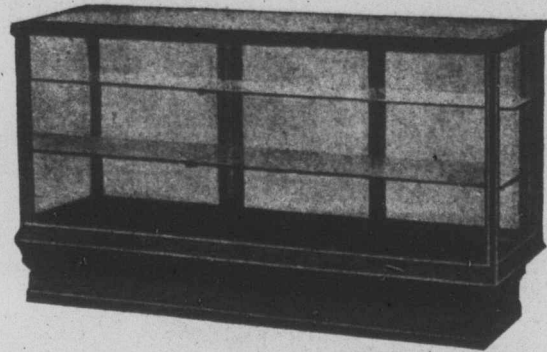
Every merchant handling oil should have a Bowser—it is a money-saver and profit-maker.

Write for literature—Now.

S. F. Bowser & Co., Inc. TORONTO CANADA

Sales Offices in All Centres Representatives Everywhere

Do You Want to Sell It?



If so, do not hide it on a back shelf.

Get one of our Handsome Silent Salesmen which will show your goods to advantage, keep them free from dust or becoming shop soiled.

Profits you make from increased sales will pay for it in a short time.

**LET US KNOW YOUR REQUIREMENTS
IN STORE FIXTURES.**

We are at your service.

G. W. Murray Co., Limited
WINNIPEG



MARSH'S GRAPE JUICE

A popular, Pure Concord Beverage that sells easily and repeats constantly.

If your store is situated in Ontario or Quebec, we will prepay you a five-case lot or more.

Send for a trial supply now and provide a stock for the Holiday Trade.

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

Agents—

**MacLaren Imperial
Cheese Co., Ltd.**
Toronto, Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

CHAMBERLAIN'S COUGH REMEDY

A reliable household remedy always in demand. Easy to sell and gives a good profit. Best season just commencing. Advertising matter for the asking.

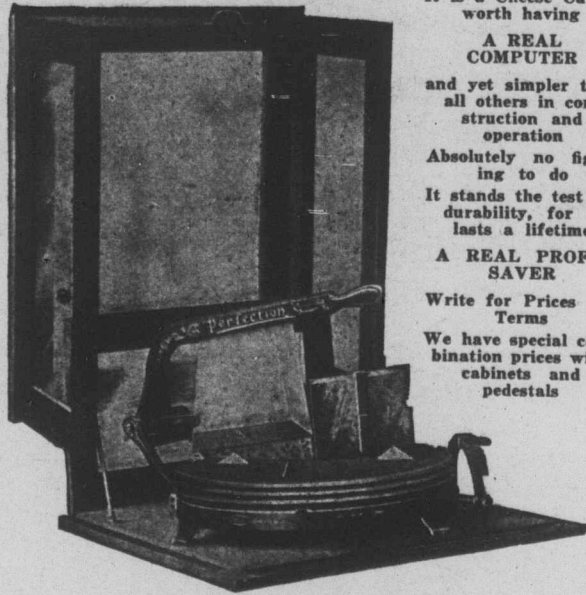
Order Now.

Chamberlain Medicine Co., Ltd.
TORONTO, ONT.

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

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)



It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.



A large package for a small price

That—and the fact that it gives unstinted satisfaction as well—is making Babbitt's Cleanser the biggest seller in its field.

And as an additional selling attraction we give

Premiums for Trade-Marks

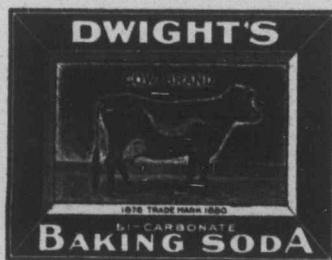
Wm. H. Dunn Limited, Montreal
General Representatives for Canada
DUNN-HORTOP, LIMITED, TORONTO,
Special Agents

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.



Church and Dwight
LIMITED
Manufacturers
MONTREAL

A Satisfying Breakfast for Five Cents

Two Shredded Wheat Biscuits with milk and a little fruit make a breakfast that costs only five or six cents, but contains enough nourishment to supply all the energy required by the human body for a half day's work.

Shredded Wheat

It's a satisfaction for you to know that this delicious cereal is a complete food—something you can sell to your customers with the feeling that you are giving them high food value at low cost.



The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

"MADE IN CANADA"

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ontario
Toronto Office:
49 Wellington Street East

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents **WINNIPEG**

THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."

Large stock always on hand.

VANCOUVER, B.C.



Would you like better Western representation?

We can give it to you. We are equipped—splendidly—in every respect to give you the best possible results.

Ours is an old-established and reliable firm. Our twelve representatives are in touch every day with the wholesale and retail trade of the West. (Our salesmen are constantly calling on the Western retailers).

Write us now for full particulars of our selling organization.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS :
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS,
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points - Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

If you are interested in shipping
POTATOES

let me have particulars.

FRED J. WHITE, Fruit and Vegetable Broker
Board of Trade Bldg. - Toronto, Ontario

GOODMAN, JAFFEY & CO.

Kent Bldg., Yonge St., Toronto
**MANUFACTURERS' AGENTS
AND BROKERS**

DISTRIBUTION AND SERVICE
FROM COAST TO COAST.

**Hamblin-Brereton
Co., Limited**

Wholesale Grocery and Confectionery
Brokers

KITCHENER WINNIPEG CALGARY

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

**W. G. PATRICK & CO.
Limited**

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.
TORONTO**

Established 1885

SUGARS FRUITS

Maclure & Langley, Limited
Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

Buy
VICTORY BONDS

and exchange them with us for
GOOD BEANS

**W. H. Millman
& Sons**

Wholesale Grocery Brokers
TORONTO

**DRIED AND EVAPORATED
APPLES.**

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE ONTARIO

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde

Post Office Box 123. TIMMINS, ONT.

**To Manufacturers'
Agents**

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

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

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

OPEN FOR AGENCY FOR THE
CITY OF MONTREAL
Complete Trade Connection.
Reference—Home Bank of Canada.
JOHN E. TURTON
55 St. Frs. Xavier St. Montreal
Phone Main 2628

Before placing your
account,
get in touch with
C. B. HART, Reg.
Wholesale Grocery and Merchandise
Brokers
489 St. Paul St. W. - Montreal

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and
Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

Buyers and Sellers of
**All Kinds of Grains and
Seeds**
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

BEANS AND PEAS
We buy and sell. References Bank of Montreal.
Universal Importing Co.
BROKERS
St. Nicholas Bld. Montreal

THE "WANT" AD.
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

When writing to advertisers kindly mention this paper.

**Did you see the convenient
"Enquiry" blank on page 33**

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it. Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

Canadian Grocer
ENQUIRY DEPT.
143-153 UNIVERSITY AVE. :: TORONTO

To Our Readers,
EVERYWHERE IN CANADA

The buying of Victory Bonds is a very different matter from parting with your money, even for a splendid patriotic purpose.

You are not subscribing, or donating, or paying out money in any form. You are merely saving your own money, investing it in the very safest way, at the highest rate of interest ever paid in our lifetime in this country for such a high grade security. Never has a better opportunity for investment been offered in Canada for wage-earner, salaried man, or the man in business for himself, than Victory Bonds.

After Life Assurance good bonds are, I consider, the best form of money saving for wage-earners or persons on salary.

For those in business for themselves, and for retailers in particular, the buying of Victory Bonds offers the ideal means of using surplus earnings to provide the cash reserve that every business should have.

Experts estimate that ten years hence our twenty-year Bonds should sell for \$110 to \$112. They will thus yield over 6½ per cent.

John Payne Maclean

Anchor Caps Mean Added Profit to You

It is in the small, apparently insignificant leaks that the rising cost of doing business can best be kept down.

The largest and most progressive packers of food products use Anchor Caps because they know they can thus be sure their goods reach the consumer in all their original freshness and purity. No chance of contamination or loss of flavor, and elimination of leakers.

The reasons that cause the packer to adopt Anchor Caps on his products should induce you to push Anchor sealed lines. Certainty of full flavor and perfect freshness, attractive appearance and greatly increased keeping qualities mean satisfied customers, smaller selling cost, and greater profits.

For these reasons we say that Anchor Caps mean added profits for you.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO

KING GEORGE'S NAVY

CHEWING
TOBACCO

Sells regularly and profits the dealer

Your sales of King George's Navy will be very profitable sales because this easy selling "chew" gives you a good margin and always "repeats." There is a deliciously "different" texture about every bit of King George's Navy that appeals to the discriminating weed lover. Show a little King George's display in your store now and watch how it will attract the men.



Rock City Tobacco Co., Ltd.

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

Never be without a good stock of

“KKOVAH” CUSTARD POWDER

IT PAYS TO FEATURE

“KKOVAH”

SALE AGENTS FOR CANADA :

Maclure & Langley, Limited

MONTREAL

TORONTO

WINNIPEG

25¢

Put it right on the front of your shelf—put it in the showcases, on the counter, in the window—

everywhere it appears it is a plain price mark which anybody can see and—

plainly marking the goods is one of the most effective means of increasing sales.

Does the prospective Christmas rush when you are short-handed worry you? Then use our marking system. Do you want to be ready for the January sales? Here again our marking system will be tremendously effective.

It Lessens Mistakes. It Increases Sales. It Inspires the Confidence of the Customer. It Improves your Financial Position.

Two prices—set No. 1, suitable for small stores, \$4.75. Set No. 2, for medium or average-sized stores, \$8.50.

Direct or from your wholesale

STORE HELPS MANUFACTURING COMPANY

18 Toronto St., Toronto

*Sole manufacturers Shuman Pricing Outfit,
Patented Canada, 1917*

“RETAIL ADVERTISING— COMPLETE”

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

“Retail Advertising—Complete” contains much information and many ideas.

Start to-day to solve your advertising problems by sending \$1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(Technical Book Dept.)

143-153 University Ave. - Toronto, Ont.

Fair Methods

"Fair and square" have been the methods used in building up this big national tea business.

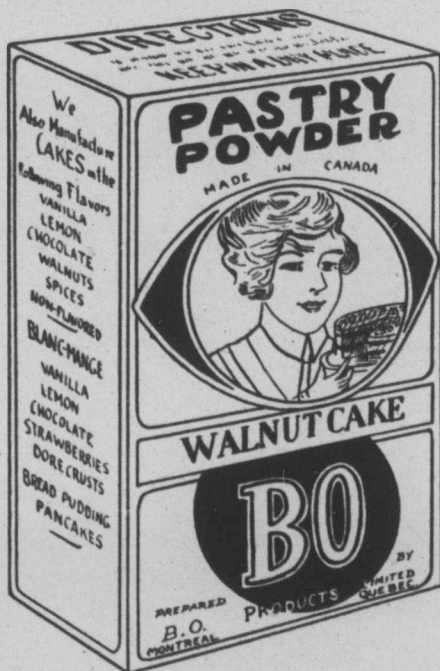
The "good will" of the public and the "co-operation" of the trade have been deservedly earned.

The splendid quality of Red Rose Tea has been always maintained regardless of market conditions.

Every promise made has been fulfilled.



T. H. ESTABROOKS CO., LIMITED
ST. JOHN TORONTO WINNIPEG CALGARY



Here Is A Good Seller

A line that your customers will gladly purchase. A pure product made of the finest ingredients—no trouble—no worry—mix with milk and butter—and then place in the oven—no eggs needed—no baking powder needed—no sugar needed—no flavoring needed. The result is

A TASTY DAINTY CAKE

Various flavors—Vanilla, Lemon, Chocolate, Walnut, Spices. Also made without flavoring.

We also manufacture other ready products as follows:—Pancake Flour, Bread Pudding, Dore Crust, Blanc Mange (four flavors).

EVERY PACKAGE GUARANTEED—WRITE US TO DAY.

B.O. Products Co., Limited, Quebec, P.Q.

DIRECTIONS
Pour the contents of this box in a dish and add one tablespoonful of melted butter and enough milk to make a regular cake dough. Put immediately in the oven. This powder is prepared with the purest ingredients and will give you perfect results, economically and without trouble.



KEEN'S OXFORD BLUE

Show Keen's in your displays—keep it where the housewife will see it.

She knows Keen's and just needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller and every sale gives you a good margin.

Keep well stocked.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



Keep
Royal Acadia Sugar
always displayed

It will pay you. Royal Acadia purity and goodness have popularized it with discerning housewives in every community.

A first purchase of Royal Acadia is the beginning of constant repeats. Royal Acadia quality is irresistible.

Are you stocked?

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HALIFAX CANADA

CANADIAN GROCER

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War Preparations in Washington

How the United States Government is Using the Services of Business Men to Organize the Country for War—Canada Can Learn Much From What Has Been Done—A Brief Survey of the Steps That Have Been Taken Toward Co-ordination.

First of a series of articles by a Special Correspondent at Washington.

Washington, D.C.

UNCLE SAM is now preparing for a long and grim war. His whole war outlook has changed during the past two months, in fact. At first he harbored the notion at the back of his head that the world was on the threshold of peace. Something was going to happen to bring it about; Austria was going to knuckle under; the German people were going to heave up and slide the Hohenzollerns into the abyss; the western front, bending and straining under Haig's hammer blows, was going to suddenly crack.

This unbounded optimism has now vanished and the American Government is working tooth and nail to create a war machine that will represent the full might of the American nation and be good for the strain of years of warfare. Washington is bending to the task. The inadequate suit of war clothing that had been cut out and partly basted has been ruthlessly ripped apart and the master cutters are at work on a fit for a full-grown, powerful warrior.

A visit to Washington reveals the grim determination with which the task is being taken up. There is a full realization there that, with a population of one hundred million, a glut of wealth, an unparalleled industrial development and practically inexhaustible resources, the American people are in a position to wage war mightily. That is, if the will of the people can be welded into the strength and flexibility of steel, if the wealth can be applied and if the industrial resources of the country can be utilized for war purposes. This is Washington's task. It is not difficult to raise an army of anywhere from one to five million men. But to feed, clothe and arm that army, to help feed the allied countries, to build ships faster than the U-boats can sink them, to provide transportation facilities; all this is a giant's task.

The American Government is going to rise to the emergency. There are several reasons for believing this, but the greatest is that the Government has *conscripted brains*. An organization is being built

up in Washington which will control business in every State of the Union and effect the closest co-ordination between the Government and the business interests of the country.

Washington in a Turmoil

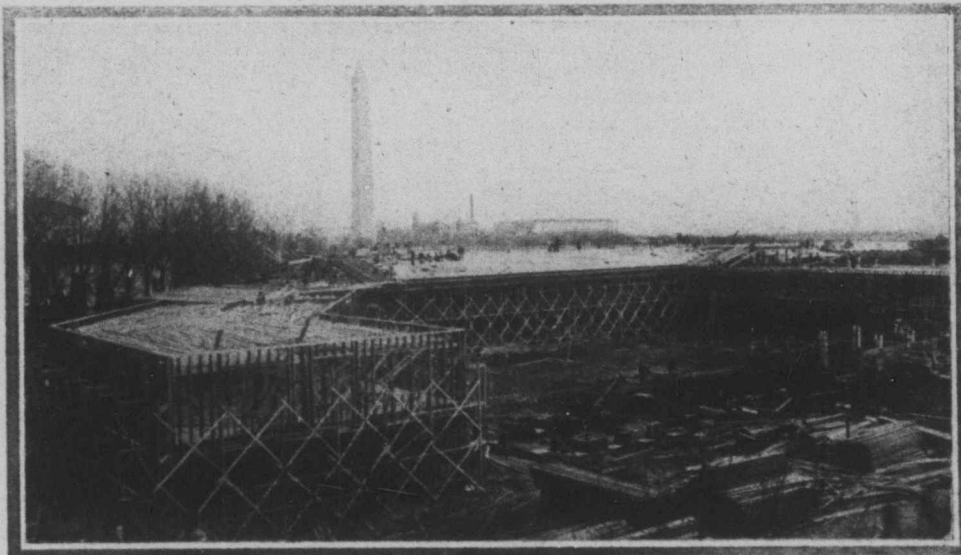
To say that the capital city is in a turmoil is putting the case mildly. Always a staid and dignified city, given over exclusively to the orderly processes of federal government, Washington has suddenly been called upon to house a galvanic, ever-growing organization capable of running a war. The place has become crammed literally to the roof. The Government is spreading out, annexing buildings, erecting new ones, expropriating private residences, monopolizing hotels. The trains running in and out of the city are always crowded. Hotel rooms are at a premium.

I arrived in Washington late one night and confidently sought out the hotel where I had made a reservation. It looked like a place under siege. I fought my way to

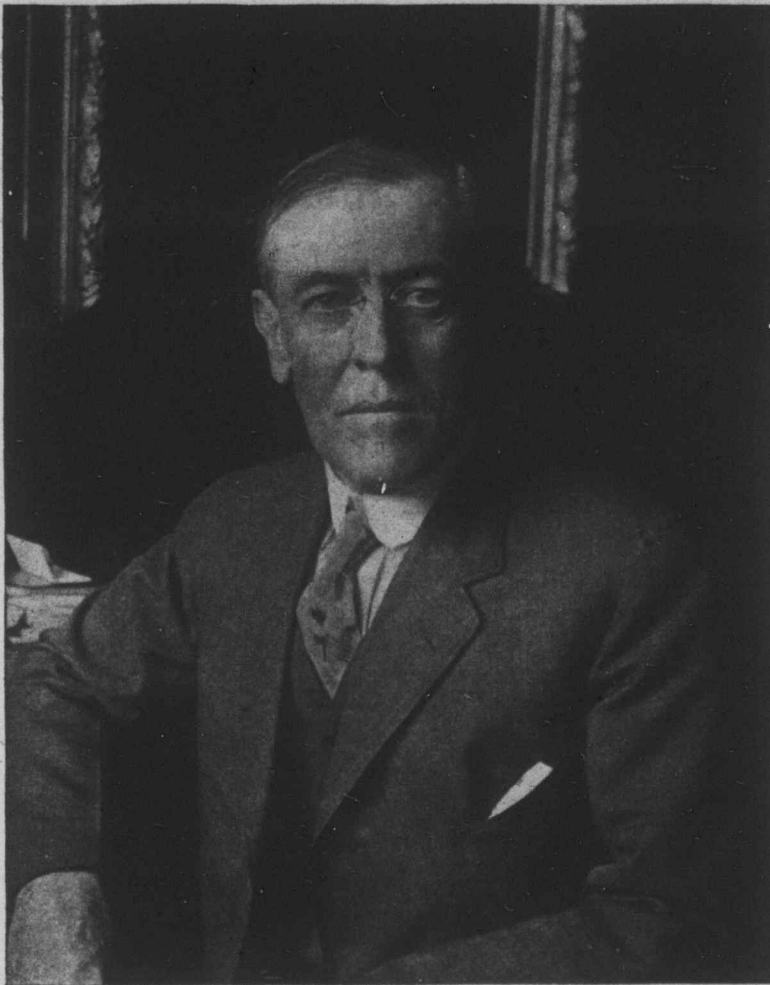
the desk through a crowded rotunda and finally engaged the attention of one of the harassed clerks.

"Reservation? Oh, yes," he said. "But all these people have reservations too—and we haven't a room vacant. Just got word from the gov'ment to hold seventy-five rooms with baths to-night. Sorry."

I learned later that a deputation of boot and shoe manufacturers were due that night to go into matters of leather supply and army boot contracts with the Government. They came at the request of the federal authorities and they had to be accommodated. Just pause a moment and look that idea over. Seventy-five business men, experts in their line and from all parts of the country, had been summoned to Washington to give the buyers of the Government advice on the leather situation. It is safe to say that, when they left, the leather situation had been solved to the satisfaction of the Government and the manufacturers as well. The old way was for a few politically appointed officials to decide on some



New buildings being erected at Washington for the Shipping Board.



Wilson is the hardest nut the politicians have ever tried to crack.

course of action and then find out how it suited conditions later.

Canadian Fliers Here

So I went over to the next hotel in line and found it just as crowded, if not more so.

"Government's ordered forty rooms," was the explanation of the clerk. "Some flying men from Canada coming, a bunch of automobile men and a deputation from California. Can't accommodate our own customers nowadays."

I finally got a room that night in a hotel improvised out of some old stores, a room over a moving picture theatre and containing a zinc bath with the date stamped indelibly on it, 1885. Next morning I visited fourteen hotels and got a room in the last one on my list.

I found afterwards that the whole city was in the throes of expansion to meet the sudden influx. Buildings are being rushed up on every hand, particularly apartment houses. Rents have doubled. I met one man, a faithful civil servant whose salary had crept up twenty per cent. and who this fall had seen his rent go from \$40 a month to \$85.

A story is told of expert profiteering on the part of some enterprising real estate men. Several contracting firms had gone extensively into the building of apartment houses this summer. The foundations were scarcely in when it was inti-

mated to the builders that the whole accommodation would be needed for government purposes. The intimation came through real estate agents, but it looked like government business and the contractors gave blanket leases covering all apartments. When the buildings were completed the agents stepped in and started to release the apartments at double the rental paid the owners and to private parties. On one apartment house alone the agents are making a clear monthly profit of \$800—and they don't have to turn a finger.

Temporary Government Offices

The Government has been forced to extend into practically every part of the city. New buildings are being erected, some of them of a purely temporary nature.

When the formation of the Advisory Commission of the National Council of Defence had been completed, the question of accommodation arose. The machinery built up was an extensive one and many hundred offices had to be provided for the men who were coming to Washington to organize the resources of the country. When estimates of rental costs were received the officials in charge were rather staggered.

"We can put up temporary buildings and save a lot of money," said one.

"But, objected one of the National

Council, "some of these men are on their way to Washington now. They must be accommodated right away. The work is important. It can't be delayed—not by a day."

"All right," declared the first speaker. "We'll get you temporary offices, but we'll start in now and put up a building for you. I'll guarantee personally to have it ready in two months."

It looked like a big order. But that very afternoon authorization was secured for the use of vacant Government land within sight of the White House—and the contracts were let! The building was practically completed in fifty days. In fact, on the fiftieth day the officers of the Advisory Commission moved in and found everything ready for them. It is a stucco building of good appearance with beaver board partitions and pine floors. It is commodious and thoroughly suitable and it represents a saving to the Government of the United States of several hundred thousand dollars. To the mind of the observant visitor it is emblematic of democracy and of the kind of efficiency that grows out of the co-ordination of business brains and experience with Government authority.

Increasing the Capital's Facilities

The orderly old city has been upset in other ways. So tremendously has the volume of business done there been increased that the telegraph and telephone facilities were hopelessly inadequate. In the early days when the war organization was just beginning to sprout from the aged trunk of the civil service, officials used to find themselves repeatedly up against an *impasse*, with the wires choked with rush messages and the long distance lines filled. All they could do was to sit back and wait. Finally the heads of the telegraph and telephone companies were summoned to Washington and an arrangement effected by which the management of all lines was pooled and placed in the hands of a joint board subject to Government control. More about this arrangement will be told later, but in the meantime it is interesting to trace how the congestion at the capital was relieved. The number of wires out of Washington was immediately increased from 148 to 294, and these will be added to. Construction was started on a new central telephone office with an ultimate capacity of 10,000 lines. Systems all over the United States were overhauled and co-ordinated with the result that 10,000 miles of special systems were withdrawn from commercial use entirely and given over exclusively to the Government.

As an evidence of why so extensive enlargements of the service were necessary a conversation with the head of one of the branches of the Ordnance department may be quoted.

"What change has come about in the size of your department as a result of the war?" he was asked.

"Up to April of this year," he replied, "the whole staff of the department numbered 150. It is impossible to say how many we have working for us now, owing to the tremendous ramifications of the

system. There are advisory committees and men serving without salary. But we have 3,000 clerks and stenographers alone and to-day we occupy 11 buildings. Next year? We may need the whole city just to house this department."

The Government and the Business Man

But the main object of this series is to show how the American Government is handling what might be termed the business side of the war; how industrial resources are being organized and business experience utilized in the tremendous work of girding up an industrial nation for war. It has been getting more apparent all the time since August, 1914, that wars are not won entirely on the battlefield, but that victory in the first place must be hammered out in the factories and calculated in the counting houses and wrested from the soil. The best prepared and organized side will win this war.

Thinking men in Canada have felt that our own efforts toward national organization have been inadequate and that a change would have to be made before we would be able to take our full share in the struggle for democracy. There has been no organized attempt to co-ordinate business interests with the Government. Up to the present the work at Ottawa has been carried on very largely by political appointees. There has been inertia, lack of initiative, all the evidences of the ineptitude that accompanies party government. It may be that, after the pending election, there will be a complete change. In the meantime, however, thinking people in Canada have watched developments in the United States with keenest interest and they have seen the Government at Washington inaugurating measures that we in Canada have not yet undertaken. They have seen Uncle Sam gathering to his aid the most successful men in all branches of activity—business men, engineers, educationalists, labor leaders—and through them organizing the resources and the man power of the country in a way that no government alone could do. It has been an object lesson.

An Organization Full of Faults, But—

The work done at Washington is far from perfect. The war organization that has been created is unwieldy, shamble-jointed, wide open to criticism. And it is drawing criticism in full measure! The chorus of discontent comes from all quarters. Business men are not satisfied with it. It needs to be boiled down; authority must be concentrated; execution of work must be speeded up. The politicians clamor against bringing in business men; the public howls a sustained protest perhaps on general principles.

"You have come down from Canada to find out how we are doing things here?" asked one official—and he was placed high up—with a degree almost of astonishment. "Why, we are doing nothing yet the way we should. We have everything to learn. We're groping. I'm afraid you can't learn anything from us."

This spirit was reflected in varying degrees everywhere. They are not at all

satisfied with what they have done. They are going at the task of finding better methods with a grim, stick-at-nothing attitude that promises results. Part of the hastily constructed machine is going to be pulled down and rebuilt. And, from present indications, it is going to be rebuilt *right*.

A survey of what has been accomplished to date leaves the impression that we can learn a great deal from Uncle Sam. A visit to the temporary building down at D and 18th Street, where the advisory committees of the National Council of Defence are located and a study of what has been accomplished there deepens that impression. They haven't done everything right by long odds, but some of the things that have been done can be described only as miracles.

It is intended, therefore, to tell just what has been done. A duty that war imposes on all belligerents is to profit by the examples and the mistakes of Allies and foes alike. The United States is profiting by the achievements and the mistakes chiefly of the Allies; and Canada in turn can profit by keeping a close watch on what is transpiring in Washington.

Why Business Went to Washington

The all-important thing done has been the conscription of business brains and experience; all important because it is the foundation on which the whole organization is being built. This principle was not adopted without opposition. The professional politician class fought vigorously against bringing business men to Washington. War was a matter for government control; let the business man stay in his factory and his warehouse and produce what he was ordered to produce.

The story goes that some of them waited on the man who sits in the White

House. By the way, the politicians have found that Wilson, the Professor, who it was thought would be as putty in their hands, is the hardest nut to crack that politicians have ever had. He puts on his glasses and in that cold, academic way he has proceeded to find the joker in everything they put in front of him.

However, a few of the inner circle carried the protest of the professional politician to the White House. They voiced their resentment of the movement for co-operation with the business interest. The President heard them through.

"Are you aware that before this war is won," he said, according to the story, "it may be necessary to take men from every industry in the country, to take all materials, to utilize every factory? Could the Government do this best with the co-operation of the men who control and understand industry or without it?"

"You have probably not considered," he went on, "that this war is not going to be won by armies. It is going to be won in the factories and on the farms."

The interview was a brief one. The principle of working closely with the business men of the country was firmly established.

Big Men in the Government Service

In the first place, it became necessary to create new positions. For the most part they were filled by securing the men best fitted for each post quite apart from all considerations of political expediency. The Shipping Board was created and "Hurry up" Hurley was secured to take charge. Hurley is the best man that could have been found in the whole of America for this particular job—a two-fisted, dynamic executive who gets things done and has long experience behind him. Col.

(Continued on page 20.)



A new Government building at Washington.



"Hurry up" Hurley, the business man, head of the U.S. Shipping Board.

A Straight Question for Mr. Hanna

A Case Where Real Injustice Would be Done by Order-in-Council—Why has no Provision Been Made For Such Cases?

PACKAGE GOODS WILL BE LICENSED

WHEN the representatives of the different Package Goods Firms appeared at Ottawa before the Licensing Committee appointed by the Food Controller, composed of Professor Harcourt, Ontario Agricultural College; P. B. Tustin, Chief of the Food and Dairy Division, Winnipeg, and W. S. Lecky, of the War Purchasing Committee, Ottawa, on Monday it was fairly manifest that there was a different feeling toward the Order from that which existed when it was first promulgated. The Committee went into the matter thoroughly and considered the variation in costs between the packaged and the bulk article. While no definite assurance was given at that meeting, CANADIAN GROCER has it on credible authority that this Committee will recommend the granting of a license to all firms applying. This report of the Committee will go before the Food Controller to-day, Wednesday, and in all likelihood will be adopted, and it is possible that before this issue of CANADIAN GROCER reaches its subscribers the recommendation will be definitely announced.

This is a return to conditions existing prior to the issuance of the Order-in-Council, except that all the products will be licensed, the manufacturers will pay a license fee and, the packages will bear a license number.

IS it law now that there is a specified time that we have to have all package goods sold?

We are game to do anything to help keep down cost of living and to conserve but we are differently situated from the rest of Canada, living here on the Manitoulin Island at Gore Bay. We are 26 miles from the nearest railroad station and we have to buy enough supplies in the fall before navigation closes to do us until next May. We have had our winter supply contracted for since the middle of the summer, and is just about all in, and would be impossible to get rid of all in short notice, so are worrying re the new regulation."

This is a real letter from a real businessman, and it presents a real difficulty. How would the Hon. W. J. Hanna, the author of this much discussed bit of legislation meet the difficulty presented in this letter. This is one of the cases where this legislation would impose an unjustifiable hardship on a merchant in no way able to protect himself against it and result in an actual waste if the terms of the order-in-council were obeyed.

The question presents itself, How will such instances as this be dealt with for while they may not be numerous as compared with the whole bulk of the trade they none the less exist in considerable numbers? Will there be any moderation of the terms of the order to meet these exceptional circumstances. There is nothing in its terms to suggest such leniency.

The innocent must suffer, because the Food Controller has it firmly fixed in his mind that bulk goods are not obtainable in the average grocery store. No amount of argument can prove to him that he is not correct, no amount of proof from merchants all over the country will stand for a moment beside the arguments of a few women in Ottawa.

Western Merchants Disapprove

There is no variance in the comments that continue to come in. N. D. Robertson, Bideford, Alta., writes, "Nobody can handle puffed or flaked cereals in bulk. We will have to discontinue handling them. The 8-pound sack of rolled oats and the 10-pound sacks of cornmeal and graham flour are the popular sizes."

"It would cost as much to handle cereals in bulk as it does in packages, for most grocers are not prepared to handle all cereals in bulk. All foods should be by all means kept clean, and this is not the best way," so writes another western merchant, Cahoon Bros., of Cardston, Alta.

Dawson and Co., Brampton, Ont., describe the new regulation by the descriptive adjective, rotten. "If the public want package goods let them have them," they urge.

S. M. Fleet, Ingersoll, Ont., states, "In my opinion it will cost more to dispose of the goods in this way, and it will not tend to conserve food especially wheat, beef and bacon, for which purpose the Food Controller was appointed and not to save money for the people."

Terse But True

A. R. Smith, Stoney Creek, Ont., compresses his opinion of the order-in-council into one emphatic word "wrong."

Mr. S. E. Munro, Auburn, Ont., is of the opinion that it is opposed to the best interests of the people. "Why not an advertising campaign advising bulk good rather than this prohibition?" he asks.

Stepping Back 20 Years

A. M. Snetsinger, Molinette, Ont., writes I think it would be putting us back about twenty years, a foolish move.

"I think it is a mistake especially in the case of Shredded Wheat and Corn

Flakes, where people are getting whole wheat and corn, the very thing they are urged to use."

WAR PREPARATIONS IN WASHINGTON

(Continued from page 19.)

Goethals, who surprised the world by completing the Panama Canal on schedule time, was also impressed into this service. Now Henry Ford is being brought in. Ford knows how to standardize manufacture so thoroughly that he can turn out more and cheaper automobiles than anyone in the world; so they have delegated him to the task of standardizing the building of merchant ships. Frank A. Vanderlip, a banking authority of international reputation, was installed at the Treasury. Davisson, one of the Morgan partners—no further word of commendation is necessary—was secured to head the Red Cross work. And so it went all along the line.

The National Council

But the most radical departure was the organization built up around the Council of National Defence. The Council consists of six members of the Wilson cabinet. First an advisory commission was appointed, composed of seven of the most prominent business men in the country. Each of these seven men had charge of one branch of industry. For instance, Daniel Willard, the president of the Baltimore & Ohio Railroad, was put in charge of transportation. Each chairman divided his own branch into a number of component parts and secured committees for each section. These committees were not purely decorative or honorary bodies. Each man selected agreed to give all or part of his time to the service of the country and forthwith came on to Washington and started to work.

The work of organizing each branch of industry then began. And some wonderful results were achieved. Supplies needed by the Government were produced in record time at prices cut far and away below the market levels. The story of achievement is so remarkable, however, that it will require an article itself in the telling.

EDITOR'S NOTE.—Next week will be told the complete story of the organization and the work of the advisory committees of the Council of National Defence

C. Ritz, manager of the Robin Hood Milling Co., of Montreal, was a visitor to Ottawa this week and returned to his office on Monday night.



The display window of the Paquet Company's store during the sale; the window is 18 feet in length and has a width and height of 7 and 13 feet respectively. The window was dressed by Mr. Roy, the store's chief window dresser.

SELLING SIXTEEN TONS OF FLOUR IN A WEEK

A BRIEF while ago the Paquet Company of Quebec staged a flour sale that in the lapse of eight days saw a total of 32,106 pounds of flour sold, a record that will not readily be equalled.

As one of the inducements to purchase, state Messrs. Paquet & Co.:—

Every person buying a fourteen pound bag received a pastry cutter and to those of our customers who bought a twenty-four pound bag, a small loaf of bread was given to them. These loaves were made by one of our best model bakeries in the City of Quebec. We must say that they were the greatest attraction of the sale, six hundred and forty-four (644) loaves of bread being distributed during this display. The grocery department, whose manager and buyer is Mr. G. Dubuc, is situated on the fifth floor where this flour sale has been held. A space of eighteen by twenty feet was covered with a complete assortment of flour and a number of show cards representing different models of pastries.

The figures following give an interesting record of each day's sale.

29-98 pound bags and 14-7 pound bags.....	2,842 pounds
24-98 pound bags and 7-14 pound bags.....	2,352 pounds
128-98 pound bags and 4-24 pound bags.....	12,544 pounds
41-98 pound bags and.....	4,018 pounds
77 half barrels equal to 98 pounds.....	7,606 pounds
14 barrels equal to 196 pounds.....	2,744 pounds



How Does Hanna Base His Sugar Price?

An Evident Lack of Knowledge of Conditions Governing Sale—Legislating Without Understanding His Besetting Sin—Starting a Sugar Panic With Hysterical Talk.

THE latest edition of the Food Control Bulletin has quite a little to say in the way of urging people not to hoard sugar, that there will be a plentiful supply available for all if people only buy within their normal requirements. This is, of course, sound advice, and just as true as it was a month or so ago, when the Hon. W. J. Hanna at a meeting in Toronto made the following astonishing statements, an elaboration of some remarks he had made in Montreal a week or so previous:

"I don't know how much or how little you know about the sugar situation, but if you are making the mistake of thinking that the situation is not a real situation, if you think that it is not all that you are warned against and more, then you are ill-advised.

"The retailer who allows a customer more than 5 or 10 pounds of sugar is not well posted on the situation. Early January will see relief, but from now till then there is not enough sugar to go round. Not a ton of sugar has come into this country since October 4, and there will be none. Only the other day we had to cancel the shipment of 11 cars of sugar on their way to Newfoundland. We did not want to do so, but it was necessary."

Now this information was unfortunate, in that it was inexact, but the inexactitude did not prevent its finding its way into the newspapers from coast to coast and starting a buying panic that almost brought about an actual sugar famine. Some little time after Mr. Hanna made these startling statements and when the scarcity was at its most acute stage a well-informed authority on the sugar question stated that there was actually more sugar in Canada than had ever been known before at this time of year. Now Mr. Hanna is adopting a different course and urging the public to buy cautiously.

Another Blunder by the Food Controller

In this much he is right, but then he goes on to state, "There is absolutely no excuse for the retail price being increased. The price to-day should not be more than ten or eleven cents per pound, and the Food Controller's office should be informed of the names and addresses of retail dealers who continue to charge a higher price." Now this is all right if Mr. Hanna were dealing only with Ottawa or Toronto or some nearby city. That price might show a sufficient margin, but Mr. Hanna, with his eyes closed to everything but his immediate surroundings and the opinions of those about him, is dealing with the whole of Canada, and in making the statement quoted he is calling into question the

right of the merchant in Northern Ontario to make the same profit as is made by the merchant in Ottawa or Toronto. Mr. Hanna is apparently unaware that it costs more for the man in North Bay to buy sugar than it does for the man in Montreal, and that it costs more for sugar in Peterborough than it does in Toronto.

Setting Price in Sugar Shows Lack of Knowledge

This talk of what is a right price at which sugar can be sold shows just as profound a lack of understanding of the actual circumstances as did the early statement. Of course, Mr. Hanna will ultimately have to retract his words, but in the meantime a great deal of harm has been done, and a large number of reputable merchants have been placed under a stigma of profiteering.

Some Actual Figures in Illustration

What are the facts in the case, the facts that Mr. Hanna simply overlooked? In Montreal sugar is worth \$9.04, and providing the merchant sells at the top price allowed by Mr. Hanna as showing a just and right profit, 11 cents a pound, the merchant will make \$1.96 on the hundred pounds; and a profit of \$1.96 on a sale of \$11 will result in a gross profit of 17 per cent. The average cost of doing business is between 19 and 20 per cent., so all the merchant gets for his activities at the figure set by Mr. Hanna as the outside limit is a net loss of 2 to 3 per cent., and that in Canada's sugar city where sugar is cheaper than in any other locality.

Take the case of Toronto, for instance. In Toronto sugar is worth \$9.14 per cwt.; on the same selling price the merchant would make only \$1.86 on his \$11 outlay, or about 16 per cent.

In Wingham, Ont., again, sugar costs \$9.37 and shows a profit of \$1.63 on the \$11 purchase, a gross profit of 14 per cent. and a net loss of about 6 per cent. when that commodity has paid its fair share of selling costs, and this at the top figure that Mr. Hanna considers permissible. Now this munificent figure, beyond which the merchant cannot go without coming under Mr. Hanna's charge of extortion and having his name forwarded to the Food Control Department by some misguided customer, in no single case pays by its profit the actual costs of doing business. Moreover, as has been shown, the selling price that would give a certain margin of profit for one city would almost cut that margin in two in another city. Mr. Hanna apparently thinks that sugar is sugar, and that prices, therefore, must be the same everywhere, and so he promulgates this

catch judgment based on an absolute ignorance of the facts and sends it broadcast through the columns of the public press of Canada as a standard for Canadian merchants.

Mr. Hanna wonders that the merchants do not feel enthusiastic over his activities, and, of course, attributes that to the lack of patriotism of the merchant. It is not due to lack of patriotism, but to a clear understanding, that Mr. Hanna is not attacking the many problems presented in the right spirit or method, but is legislating with such a complete lack of understanding of the conditions about which he is legislating that in almost every instance his orders have had to be abrogated or changed almost before the ink was dry.

A Wrong Attitude to the Middleman

Mr. Hanna has apparently set out to prove that the mercantile classes are preying on the public. All his legislation is couched in that tone. He is protecting the public from the middlemen. There will be no quarrel with this attitude, false as it may be, if the activities wherewith he strives to prove this theorem are based on any actual facts or any just contention. As has been stated above, some time ago Mr. Hanna made a hysterical statement about the scarcity of sugar, and started a great buying panic. Now he forgets all about that, and is endeavoring to lay the onus of this panic on the wholesaler and retailer. The Food Controller should be in a position to get the actual facts on these matters. He has made no effort apparently to do so. He obviously has taken his opinion from casual comment in the newspapers and equally casual comment on the street. On this insufficient knowledge and consideration he has made far-reaching statements, and in so doing has done a great deal of harm not only to the mercantile class, but to the public of Canada.

BAKERS' SITUATION CRITICAL

At a meeting of a large number of leading bakers of Ontario in London recently ways and means of helping the Food Controller conserve wheat for the Allies were discussed. Mark Bredin of Toronto said the situation was the most critical ever experienced by the trade. He stated that if oat flour could be substituted for wheat in bread to the extent of 10 per cent., it would mean a saving of millions of bushels of wheat. He urged the utmost co-operation of bakers in solving the problem. He stated that they should be content with the same profit per barrel of flour as before the war.

A Grocery Store in a Hardware Business

Dauphin, Manitoba, Firm Add a Grocery Department to Their Store With Splendid Results—New Activity Instrumental in Greatly Increasing the Firm's Business

IN Manitoba's largest town, Dauphin, is located the McDonald Voigt Hardware Company store, a store of which its owners are justly proud. The management of the store are constantly awake to the possibilities of increased opportunities for business, and as a result there has come to life under this management a new store and a new department. The new store was built some four years ago, and the new grocery department has been the development of the last couple of years.

New Store Built

Some four years ago there was a demand for accommodation upon the part of one of the Canadian banks, located in Dauphin, for increased and more commodious accommodation. The proprietors of the above store were approached with the result that arrangements were made to secure a ten year lease on the corner ground floor and of the whole second floor of the large building contemplated for the bank's purposes. The present structure 44x92 feet was erected, and in the fine bright store adjoining the bank's office the hardware department of the McDonald Voigt Co. is located. This occupies a space 26 ft. x 92 ft. and the appointments are exceedingly well selected with a view to affording expeditious handling of goods and their attractive arrangement.

An Attractive Hardware Store

This store is of an unusually attractive character, standard cabinets, fifty feet in length, in golden oak, standing out well against the tinted walls and ceilings.

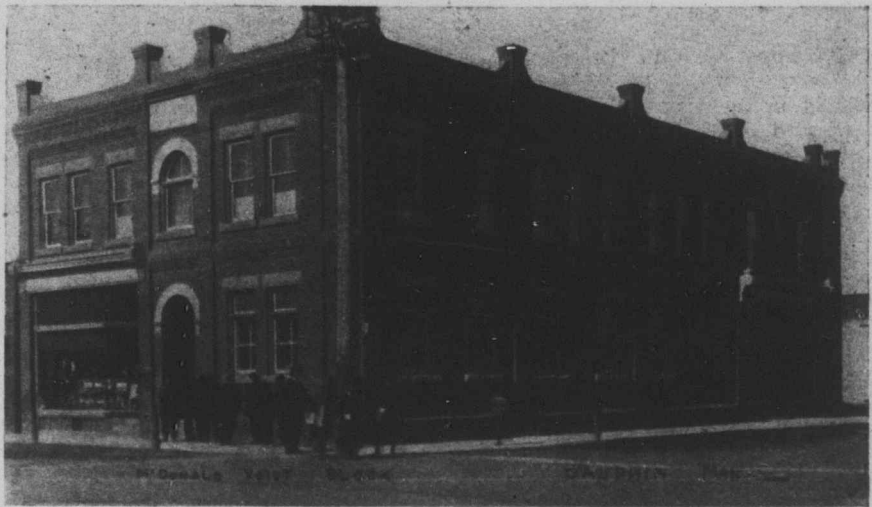
Every possible opportunity of suggestion and selection is afforded the buyer as all lines of shelf goods are tastefully shown on the front of the steel drawers.

The opposite shelving is that used for the display of tinware, graniteware and other shelf lines of a house furnishing nature. They have been made to blend nicely with the sectional hardware unit opposite.

The floor is available for the display of all lines of washing machines, sewing machines, stoves, ranges, etc., and being without counters there is added room for the neat display of these lines. A wide ledge on either side of the store's shelving gives ample and required accommodation for the showing of goods and the wrapping of parcels.

To the rear is an elevator for the convenient handling of heavy goods from and to the basement in which ample room accommodates a large surplus stock of nails, oils, rope, and many other lines.

This is the parent store, and a store whose activities would have proved sufficient for many merchants.



The McDonald Voigt block, Dauphin, Manitoba. The front window is that of the hardware department, the large window on the side street is that of the grocery department.

Added Room Suggests Added Activities

With the completion of the new building and the more commodious quarters thus afforded, it was found that there was more room than was actually needed for the hardware, therefore it was decided to try the experiment of adding a grocery department as well. There was ample room just back of the hardware department for this new activity, while the grocery store was served by an entrance on the street at the north of the store.

Naturally the hardware end of the business was the pulling end, for it had a long-established career behind it with all the drawing power that this would naturally give, but this new department has not only been a means of increasing the business, but has actually been a business builder of itself. Many people have drifted from the hardware store into the grocery store it is true, but the reverse is also true, and it has been found that the grocery department has been no small influence in extending the scope of the initial activity of the store.

There is no confusion of departments whatever, the hardware and grocery stores being absolutely separate and each under the direction of a competent head. The grocery section is at right angles to the hardware department.

The ceilings are of splendid height. This is a fine provision as it permits of better display and is of a more attractive appearance all round.

There is no doubt that there are many points in which the experience of the McDonald Voigt Co. might be repeated with good results, and without interfering in any way with the separate conduct of the straight hardware line.

The grocery department has now been in operation for two years or more, and

the patronage that it now enjoys is a very encouraging sign.

This department is very well arranged. There is ample shelving to provide for a complete display of a fine stock of groceries, while the more perishable lines and goods in bulk are protected by modern bin counters. In fact no effort has been spared to make the store thoroughly up to date, and in every way in keeping with the well established hardware business.

The firm are well contented with the success of this new activity, and believe that the move was a very wise one.

ALLIES LEND SUGAR TO UNITED STATES

The Food Controller announces that in order to help in tiding over the temporary sugar shortage the allies have loaned 26,750 tons of sugar to United States consumers in New York pending the arrival of ships to carry it overseas. Arrangements are being made to borrow 16,500 tons of sugar from foreign export owners in New York. The United States Food Administration has bought for the French Government 100,000 tons of the new Louisiana crop of sugar. This transaction represents a value of \$13,000,000.

STOP CORN EXPORTS

The U. S. War Trade Board has issued an order prohibiting the export of corn except in special cases where satisfactory evidence of the necessity of exporting has been submitted. This action is said to be the result of the late arrival of the new corn harvest. Exporters have been warned not to make any shipments or any contracts for shipment unless licenses for export previously have been secured.

The Little Business with the Big Profit

Frank Statement of Compact Business—Here's a Man Who Keeps His Shop and Whose Shop Keeps Him.

By Henry Johnson, Jr.

THIS is right from the shoulder:

Mr. Johnson,—I know what cash was put into this business, also what I have on hand and what stock inventory taken at first cost amounts to Oct. 1, 1916, and June 30, 1917, but do not know how to book these amounts up systematically. I will thank you to put me right on debit and credit pages so that any business man could tell at a glance how I stock as well as myself.

Have I actually made any money or is my business rotten?

Reading CANADIAN GROCER I find no system of bookkeeping, which I must have.

Bought small stock in suburbs and also bought store and lot valued at \$1,000 and the old stock \$208.00. Investment \$1,208.00 paid spot cash Oct. 1, 1916. Do cash and carry business, nine months ending June 30, 1917. There are no liabilities as I owe nothing and nobody owes me. Myself and wife have done all the work and we have lived and clothed two out of the store. A fair rent for the store would be \$12.00 (has house attached). Employ no clerks. Have drawn no salary. Light, phone, heat for store, \$36.00, for the nine months out of \$611.34, \$56.00 went for fixtures and \$208.00 for outside improvements.

Purchases nine months ending June 30, \$2,580.36.

Inventory June 30, 1917, \$235.55.

Cash on hand June 30, 1917, \$92.00.

Commenced business Oct. 1, 1916.

Original stock, \$208.

Cash on hand Oct. 1, 1916, \$98.00.

Paid for incidentals, living expenses and Dr. bills, \$611.34.

Paid out for miscellaneous, \$75.00.

Phone, heat and light for store nine months, \$36.00.

To make this purchase of \$1,208.00 I borrowed \$200.00 at 6% for six months which was paid when due, viz., April 1, 1917. Cash on hand prior to purchase \$1,008.00, or amount Oct. 1, 1916.

Thanking you,

(Name not for publication).

Old Truism Exemplified

Seems to me that here is a verification of my constant contention that the merchant with little money and a small business makes a larger percentage of profit than the big fellow ever can expect to make. For here are the amazing figures of earnings:

Rent	\$144.00
Light, heat, phone	36.00
Fixtures	56.00
Improvements	208.00
Miscellaneous	75.00
Living expenses	347.34
Increase net worth	221.55

\$1,087.89

Now, the stock on hand has increased only some \$27.55 and purchases have run \$2,580.36. As we are not given the sales, we have to compute the average margin made. So best we can do is take the figures of tangible earnings plus expenditures and add them to purchases to get sales.

This will show us sales of \$3,640.70 which, divided into gross earnings of \$1,087.89, yields a percentage just over 30. My friend does not tell me what kind of business he runs; but his record is wonderful—over 30% average. Moreover, note that he does this on a cash and carry business, the kind wherein we are wont to think that competition is somewhat keen.

There are two considerations to modify this showing. First, there is the proper charge for interest, say \$60; and depreciation, say \$10. Second, he says he had on hand, October 1, 1916, \$98.00 in cash. If that \$98.00 is not included in the original investment of \$1,208.00—a point not entirely clear—then his earnings are not \$1,087.89 but \$989.89. In any case, the record is splendid, and if he and his wife keep right on along the same lines, this second nine months should better that record considerably.

This because the business is now established on a firm basis as an institution in the community, and because the \$56 and \$208 expended for fixtures and improvements will not have to be spent again.

Stick to Conservatism

Now here is a fact worthy of very careful note:

The original stock was purchased for \$208. After nine months it stands at \$235.55. The difference is so slight as to be readily accounted for by market enhancement of values. Hence it may be said that this man has not added to his stock investment at all. In other words, he has bought just as he has needed supplies for current sales, and has sold out his purchases closely on each line of goods before he has repurchased.

Now why on earth should this man and his good wife seek to make any change whatever in their circumstances, aside from what can be made through the most conservative growth? Evidently their resources were of the most modest character, yet here is how they stand right now:

They own their home and store outright, without debt. They own every other thing with which they live and do business without debt or incumbrance. They owe nothing for open accounts. Nobody owes them a cent. Why, there is not a millionaire in the country so free and independent!

What is the obvious conclusion, so clear and plain that it stands out like a big red barn? Surely that those two must go on in the same, identical way. They must work on just the same lines, hiring no help until the business really requires it, until the resources are piled up to fully justify it. Then the first thought properly will be that some help may be hired to afford the wife a respite from the incessant labor of the combination of housekeeper and clerk.

Never depart from the cash and carry. You have demonstrated that it fits your case, and it is better to continue on a modest plan whereby you owe not and are not owed than to expand into the uncharted seas of credit; and the same applies to delivery costs and troubles. Just grow along slowly, surely. Evidently your community is small. In a very short time you will become integral units, you will "belong." And as nobody has a claim on you and you have no claim on anybody, you will enjoy the friendship and confidence of everybody worth while.

Perhaps I seem to bear down too heavily on these features; but I wish that I might write this way to more merchants. The world would be a happier one if more of us could correctly appreciate the wondrous blessing of simple independence—the right kind, which enables us to harbor good will for all.

The idea of keeping sufficient records is strictly proper, and right now, when your business is small and you can make the records readily, is the time to begin.

By the way, I see nothing about insurance costs; but I take it that you are insured and that the charge therefor is in the general expense reported.

Tell me if there is anything else I can say to you. I shall be glad to say it now or any time in the future.

Bean Pots and Turnover

In my talks on Sick Business and Reckless Stock Carrying I instanced bean pots—just at random—as an item which it might be better to buy from the neighbors when required than to stock and carry. For it is better to turn a 25c item once a year without margin than to carry a purchase of six such items six years for one turnover—that is, generally speaking.

Now comes the other side, written thusly on a postal card: "Dear Sir,—Keep on for it is all good. No, I cannot buy my stock like the banana man. I doubt whether a bean pot can be got within sixty miles of me and my stock was bought about three years ago; not a large one then but a few left now. The Yankee in this town must have his bean



One of Ottawa's attractive stores, that of A. L. Pinard, Rideau Street.

pot oven if he has to send to Boston or Ohio for it."

See above for one who emulates the banana man successfully. And the bean pots in this instances evidently are good advertising. Here is the one store where they can be obtained. Hence the lost margin should be charged into the ad-account. This just means that there are proper exceptions to all rules. Circumstances do alter cases. The point is not to confuse proper and permissible exceptions with mere carelessness and failure to weigh the correct relative value of slow-moving merchandise.

—*—
**AN ENGLISH SUBSCRIBER
 PLEASED**

November 9, 1917.

The MacLean Co. of Great Britain, Ltd.

Dear Sirs,—I have just received October 12th number of CANADIAN GROCER which is so good that I feel bound to send on subscription. I was thinking of giving it up for the present—but I am continuing it—please follow on with the rest.

I enclose \$1.75 for the 6 months—March 16, 1918. I remain,

Yours sincerely,

(Signed) A. CLEGG,

Wholesale & Family Grocer,
 14 & 16 Blackburn Road,
 Church, England.

Established 1854.

HANNA'S GOIN' TO GET YOU

*The darned old Hanna pledge has come to our house to stay;
 To frown our breakfast bacon down, and take our steak away;
 It cans our morning waffles, and our sausage, too, it seems,
 And dilates on the succulence of fish, and spuds, and beans,
 So skimp the sugar in your cake and leave the butter out,
 Or Hanna's goin' to get you if you
 Don't
 Watch
 Out!*

*So spread your buckwheats sparingly, and peel your taters thin;
 And tighten up your belt a notch and don't forget to grin.
 And if, sometimes, your whole soul yearns for shortcake high and wide,
 And biscuits drenched with honey, and chicken, butter fried,
 Remember then that certain folk are short on sauerkraut.
 And it'll still be shorter if we'll*

*All
 Help
 Out.*

—Exchange

—*—
MOVEMENT IN PECAN INDUSTRY

Considerable movement has commenced in the pecan crop of the Gulf States. Louisiana will produce a crop of approximately 7,000,000 pounds of commercial pecans in addition to large quantities of home-grown pecans. Shell-ing plants are being opened and others

ara having their capacities increased. Reports from the Southern pecan-growing district indicate heavy increases in the crop everywhere. The 1917 crop in Louisville, Mississippi, Alabama, Texas, and Florida is practically double the 1916 crop and the 1918 crop is expected to be much larger. Under the influence of heavier demand for domestic nuts, cultivation has commenced in Louisiana where heretofore the greatest portion of pecans have been known as wild pecans. The war has cut off much of the import trade in nuts hence the increased production.

—*—
HUGE BEAN CROP IN SOUTH

The largest bean crop in the history of the industry now is being threshed in Southern California. Work began last week and within two weeks threshers throughout the South will be working at highest speed to get the crop in store before the rains come.

The estimated value of the Southern California crop is \$14,000,000, including the lima bean production. The 1917 yield will be worth more than twice that of 1916, according to figures compiled by leading bean brokers in Los Angeles.

Southern California being the most important lima bean producing section in the United States, the production of that staple was increased to such an extent that its valuation is estimated in the neighborhood of \$10,000,000.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, Limited

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UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—G. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

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Vol. XXXI. TORONTO, NOVEMBER 30, 1917 No. 48

EDITORIAL BRIEFS

THE Food Controller's Office, Ottawa, has issued a very effective sketch, drawing attention to the fact that the per capita consumption of beef and pork is 128 pounds per annum, while the per capita consumption of fish is only 29 pounds. Twenty-three shiploads of 5,000 tons is the graphic way in which is pictured the saving that would be achieved if we doubled our consumption of fish. This is a good suggestion too. People would be healthier, wealthier and wiser if they followed this suggestion.

* * *

THE Hon. Finlay MacDiarmid, Minister of Public Works in the Ontario Government, states that he has investigated the charge made by a Leamington clergyman, that fish were being thrown back into the lake in large quantities, and finds that this occurred 15 years ago. Well that takes away the sting; we are probably eating the great-great-grandchildren of those fish to-day.

* * *

MR. HANNA still persists in his belief that the women of the country eager to purchase cereals in bulk are being turned away from the bulk of Canada's grocery store doors.

* * *

MR. HOOVER, the American Food Controller, has prohibited combination. That is no one article can be made a bait to sell other articles. The idea being that this sort of selling leads to waste, in that the purchaser is induced to buy things that she does not want or in quantities that are beyond her needs from the mere instinct of getting something at a bargain

price. That would seem to be a wise move. It won't be harmful to commodities to have them sell on their own merits.

* * *

THE United States Government in its large purchases of tomatoes for Governmental use has set a price of \$1.70 for No. 3. The *Canning Trade*, Baltimore, contends that this figure will eventually become the market price.

THE IMPORTANCE OF THE PACKAGE IDEA
THE *Modern Merchant and Grocery World* of Philadelphia, Pa., in commenting on the Canadian package goods embargo, has this to say editorially:—

"The grocer who went back to the bulk basis on everything he sold, or anywhere near everything, would be astonished at the importance which he would instantly see that the package idea had come to have in his business. If everything went back to the bulk basis, the expense of doing business would probably increase 50 per cent. It might even be that certain retailers would find it impossible to do their present volume of business at all, with the number of clerks which could be got in the place. The package idea is expensive, there isn't any doubt about it, but it is a tremendous boon to the retailer. All retailers don't think so. They talk about the better profit they can make out of bulk goods, but do they remember how much more time and money they must invest to make the sale?"

That is good sound common sense. When you are judging the case you must not only take one fact but all the facts. And all the facts as they appear to us and to most other trade newspapers, as this quotation will serve to indicate, seem to be opposed to any campaign against the packaged article.

THE CHRISTMAS WINDOW CONTEST

IT is getting along toward the Christmas season, and it will not be long now before the merchant will begin planning for his Christmas display. Now the most important factor of all is the window display. It is the great selling force that goes far beyond the actual clientele of the store. Therefore the windows should have especial attention, and should be planned well ahead. For many years past CANADIAN GROCER has been carrying on a Christmas window contest, with the sole idea of helping the merchant to make his Christmas displays more effective. You are probably familiar with many of these that have appeared from time to time. Probably they have suggested ideas that you will find valuable, probably, too, you will be able to improve on these ideas, if so, don't forget to pass the benefit along. If you've got a good window pass it along, the days are far past when any merchant lived to himself. The more you can give to other merchants the better merchant you will become yourself. Let us count on

your co-operation in this matter. Do your best on that window, and send us a photo for our Christmas Window Contest.

THE DEBT OF THE FARMER

A RECENT Bradstreet's weekly trade report notes the tendency on the part of farmers to speculate in the products of their land by holding them for higher prices.

If, as is probable, all men of draft age who are engaged in farm work are released from the operation of the draft, then hoarding by farmers should be a thing of the past. They are being granted special privileges, but these privileges are not granted that the farmer may grow rich. He has a right to a fair profit over costs as in any other occupation, but he is entitled to no more, and he is in debt to the country by so much as he has been spared to serve that country here. It is not a responsibility lifted, but a responsibility merely shifted to other fields that the country, not the individual, may profit the more. Every young man spared to Canada's farms is a debt that the farmers owe to the Empire, a debt that no doubt will be cheerfully paid.

SOME MORE CANDID CRITICISM

IT rather looks as though the Hon. W. J. Hanna would have to add the *Credit Men's Journal* to that list of enemies, under the influence of "German Agents"—that being apparently the way he disposes of all arguments unfavorable to his activities. Here are a few remarks from that journal:—

"To a man, the citizens of Canada are eager to do what they can to help the Food Controller in his work, if he will let them, but until quite recently he has shown no disposition to let them; as a matter of fact, Mr. Hanna, who cannot have had the remotest idea of the conditions governing the food situation in this country, has been attempting to fulfil the duties of his office without calling to his aid those persons who were the most likely to know the best procedure to adopt. He has gone upon the assumption that the mercantile classes of Canada are a set of thieves and robbers, and that only those not connected with mercantile pursuits are to be trusted.

* * *

"Advisory Boards have been appointed all over the country. In the western provinces, at time of writing, there have been appointed to sit upon these boards no fewer than seventy men and women, and of these seventy *only one is engaged in handling food products*, outside of grain. There are lawyers and editors and clergymen and ministers of agriculture and education and grain growers and social workers and labor leaders and health inspectors, *but only one man engaged in the handling of food products.*"

MR. HANNA'S GERMAN MENACE

IN a recent issue of the *Canadian Food Bulletin* the Food Control Department makes the somewhat amusing charge that the opposition to the activities of the Hon. W. J. Hanna has been fostered by the organized effort of German agents. Surely Mr. Hanna is losing either his sense of proportion or his sense of humor. No opposition that we have seen expressed to the activities of the Food Control department could be so interpreted.

The granting of large powers to a man does not necessarily gift him with infallible wisdom, that much has been clearly proved by the Food Control activities in Canada. When the man charged with these large powers decides to plow a lone furrow, and to judge matters relative to industries which are a closed book to him, without the slightest reference to the hardships, often unnecessary, that these will impose, then a man would be more than human and less than businesslike who would not oppose these measures with all his might.

The great trouble with a number of people in authority at the present moment is that they seem to desire to arrogate all the patriotism of a nation to themselves. It is comparatively easy, for instance, for Mr. Hanna to patriotically ruin some other man's business. But it is a trifle difficult for the man to feel the same way about it, especially when years of business training have taught him that his loss means no useful gain for anyone.

Now there is no intention of discrediting Mr. Hanna's activities. There is this much to be said, however, that as long as Mr. Hanna believes that he is the only one who knows anything about the business of this country, and that he is the only person who has the glimmering of an idea as to how difficulties can be remedied, just so long will the Food Controller be faced with strong opposition, not from the organized efforts of German agents, the charge is almost too childish to repeat, but from Canadians every bit as loyal and no whit less self-sacrificing than any member of the Food Control department.

In the United States Mr. Hoover has worked hand and glove with the trade. When restrictions were placed on the canning industry, the heads of all the canning organizations great and small were consulted as to how best the ends aimed at might be achieved. In Canada, packers and the trade generally awoke one morning to find that an embargo had been placed on canned goods. They were not consulted in the matter.

As long as this high handed system prevails, so long will there be a lack of sympathy between the trade and the Food Controller. If you want friends you must show yourself friendly.

Last Call for Christmas Trench Boxes

Parcels Must be Shipped at Once to Reach Trenches by Christmas—Two Systems of Service, Each Has Points of Advantage—Many Prominent Firms Use Both Systems—The English System Has a Shade the Advantage at This Late Date.

THE number of retailers who have gone into the patriotic and at the same time profitable work of seeing that the soldiers in the trenches are remembered at Christmas has been growing with every passing day, until now there are few towns or cities where there is not at least one merchant going extensively into this business.

There are two systems that are generally adopted, either the box sent direct from Canada, which some merchants prefer, or the box shipped from England on specifications supplied to the merchant.

There are, of course, people who want to put their own personal touch on the parcel sent, and that precludes any other method than the direct dispatch from Canada. These personal touches are not always wise touches and almost daily there appear in the newspapers stories of the misfit gifts that have found their way to some astounded chap in Flanders. Still there is much to be said for this system. It is quite possible to think wisely, and to send the right goods in the right way. Many merchants have done it and have done it satisfactorily.

On the other hand if the merchant is not prepared or is prevented by heavy demands on his time from giving a great deal of attention to this business, he had better either do without it or turn it over to some agency that will give it that attention, only so can he give his customers satisfaction.

Combining Two Methods

Some merchants have found it of advantage to combine both methods, to have the boxes and the goods for the particular customer to choose from, and to have the English lists, that less exacting customers can scan in a moment and make their decision with no further trouble to themselves. There are a lot of boys in France who will get presents if the arrangements for getting them are not too complicated, who would be liable to miss them if greater attention were required. This does not mean of necessity a lack of better feeling on the part of the customer, but merely that people have grown accustomed to have things done for them. That is the reason so many merchants have made quite a study of this very question of trench boxes. They know that their customers have come to expect a special service from them, and that service being lacking there is a strong probability that the custom in this department would be lacking also. All this service takes time, and that is one of the reasons that the English system has found such favor with many merchants, it relieves them of much of the detail of this service that would be a serious burden at the Christmas season.

R. Barron and Son, Yonge Street, Toronto, is one of those stores that have adopted this double system. In that way the store meets the needs of those who are anxious to send their gifts direct, and provides an easier and somewhat more expeditious method for those who are content to trust this work in eminently competent hands. Unquestionably the latter system has some strong points to recommend it. The chances of delay are materially curtailed. It is only a matter of a few miles from England to France. That item just at the present moment is of course of outstanding importance. By the system adopted by the English houses' numbered lists are sent out, with the full detail of everything that goes into the box represented by some number on the list. Suppose the order comes in, it may get through

it may not, for the mails once they get to France are in the hands of the Army authorities, and there may be a hundred and one things to delay them. With the English parcels, the order letter will probably beat the Canadian-shipped box by two or three days, while in more urgent cases, a cabled number will be sufficient to start a parcel on its way ten days or two weeks before the Canadian parcel could reach England. That is a point that Mr. Barron emphasized. At the present time, moreover the T. Eaton Company are making effective advertising capital of this very fact.

An Almost Perfect Service

In referring to the service received from those English companies Mr. Barron spoke in the highest terms. They

(Continued on page 33)

There is Still Time to Get That Parcel to the Trenches By Christmas

Our service simplifies the gift box question for you.

Place your order now, and your parcel will be dispatched from warehouse in Great Britain in plenty of time for Xmas in the trenches.

These packages are specially prepared in England and Scotland by specialists in food comforts for the Army and Navy.

The three assortments quoted below will give you an idea of the value these boxes represent. Ranging in price from \$1.10 to \$29.00. Over 60 different assortments.

NO. L 5.
To England or France.
\$3.80.

One tin Herrings and Tomato, 1 tin Fruit Cake, 1 tin Sardines, 1 tin Potted Meat, 1 cake Chocolate, 1 tin Peppermint Bull's Eyes, 1 tin Cafe au lait, 5 "Court Royal" Petit Dues Cigars, 2-oz. tin Navy Cut Tobacco.

NO. F 3.
To England or France.
\$7.20.

One tin Ox Tail Soup, 1 tin Devilled Ham, 1 tin Bloater Paste, 1 tin Potted Grouse, 1 pot Gentleman's Relish, 1 tin Melton Hunt Pie, 1 tin Roast Turkey, 1 tin Oxford Sausage, 1 tin Finest French Beans, 1 tin Christmas Pudding, 1 tin English Cream, 1 box Best Muscatels and Almonds, 1 box Dessert Almonds, 1 box Tunis Dates, 1 tin Fortmason Chocolate.

NO. L 33.
To England or France.
\$1.25.

Sixty Virginia Cigarettes, ¼ lb. Smoking Mixture, 1 Good Briar Pipe.

NO. L 35.
To England or France.
\$2.65.

200 Virginia Cigarettes, ½ lb. Navy Cut Tobacco, 10 Panatelas Cigars, 1 Good Briar Pipe.

NO. L 42.
To England or France.
\$3.00.
1,000 Woodbine Cigarettes.

WE GUARANTEE THEY WILL REACH
THEIR DESTINATION

MAPLE LEAF GROCERY

20 King Street

An advertising suggestion that may help the merchant to make sales.

How To Save Coal

Governor Whitman of New York Urges Conservation—Ways of Saving Outlined, a Matter of Importance to All.

ON several occasions since the war broke out Governor Whitman of New York State has sought advice, by conference, with the editors of leading trade and technical papers on important business, manufacturing and economic problems.

Recently at his request a committee of editors of technical papers prepared a list of suggestions to manufacturers and business men and the public generally on the saving of coal. The Governor pointed out that the production of anthracite and bituminous coal would doubtless be greater than ever before, but on the other hand the consumption far exceeds the requirements of past periods, and he insists that the American people can avoid distressful conditions this winter only by exercising the greatest care and intelligence in the use of coal. The following are the suggestions which the committee prepared for the Governor.

Suggestions to Public.

The suggestions which the committee requested the Governor to make public follow:

Don't burn coal in an open grate, for in such a practice 75 per cent. or more of the heat goes up the chimney.

It isn't necessary to have every room heated. Most people would be healthier if they slept in cold bedrooms. Close off spare rooms.

Examine furnace and see that there are no cracks at floor line to permit air leakage into the ash pit. Make sure that all firing, ash pit and cleanout doors are airtight when closed.

Endeavor to keep the entire fuel space of your range or furnace filled, heaping the coal slightly in the centre. Steam or hot water boilers should be filled so that the coal is level with the bottom of the feed door opening. Don't let the fuel bed burn down too low. Thin fires mean waste. Break lumps to about egg size.

Frequent Feeding Wasteful

Feed the fire and shake the grate at regular intervals. Two or three times daily is generally sufficient unless the plant is inadequate for the service required. Frequent feeding and shaking are uneconomical. Shake down the ashes before adding fresh coal and stop shaking the moment the first bright spot appears under the grate. In mild weather let some ashes accumulate on top of the grate; in severe weather have only a very thin layer of ashes on it.

If, however, the fire has burned very low and more heat is desired open damper in the ashpit and add a small quantity of coal. In this particular case do not shake the grate until this fresh coal is well ignited, then shake down the ashes and again add fuel.

Don't leave feed door draughts open and admit cold air over a glowing fuel bed at any time. The feed door damper

should be opened only to admit air over a fresh fire. Air for combustion should be drawn through the burning bed of coal and, as a general rule, all checking of draught should be accomplished by closing the ashpit damper and opening the check damper in the smoke pipe. The check damper should never be opened until the ashpit damper is closed. The shutoff damper in the smoke pipe may be closed partially in case of an unusually strong draught or to check the fire in mild weather, but, as a rule, this damper should be touched very seldom. Never check by leaving the firing door open.

Tin Now Under License

No Stocks Available From United States Except for Preservation of Food or Vital War Activities, a Serious Situation.

THE tin plate situation that was so decidedly serious during the early part of the year has not improved, but has grown still more serious. The supply of available tin appears not to be equal to the demand. There are some purposes for which the use of tin is imperative, among the most important of these being the preservation of foodstuffs. That there may be no wastage of tin the War Trade Board of the United States, under the authority vested in them, have forbidden the exportation of all tin except under license. These licenses will verify the fact that the tin is to be used for the conservation of food or for other agencies supplying the vital needs of the countries at war with Germany.

This embargo is a matter of great importance to Canada. All Canada's tin comes from the United States. It is true of course that most of the tin entering Canada is for the preservation of food products. It is hoped therefore that there will be little disruption of business owing to the action of the War Trade Board on this matter.

The full terms of the restrictions are as follows.

(1) That no license will be granted for the exportation of tin plate for use for any other purpose than as food containers, except on satisfactory evidence that the plate will be used in such a way as to contribute to the military needs of the nations at war with Germany and her allies.

(2) That, as to applications for license to export tin plate to be used as food containers, preference will be given to those cases in which satisfactory evidence is presented that the food to be

Before feeding a furnace see that the shutoff damper in the pipe is open and close the check damper. This prevents the escape of dust through the feed door into the cellar.

Keep the ashpit empty. Ashes banked up under the grate prevent necessary air circulation, hinder combustion and tend to warp the grate bars. Remove ashes at least once daily, and be sure to sift all ashes to recover the good coal that has dropped through the grate.

Serious fuel wastes result from allowing soot or ashes to be deposited on the interior heating surfaces. This prevents utilization of the heat in the smoke and gases. Clean flues frequently; with soft coal every other day is none too often to give the furnace a brushing down. One-eighth inch of ashes and soot on boiler surfaces retards heat transfer 25 per cent.

packed will be for the use of the nations at war with Germany and her allies.

(3) That no licenses will be granted for the exportation of articles (other than tin plate) containing tin, except on satisfactory evidence that the goods will be used in such a way as to contribute to the military and other vital needs of the nations at war with Germany and her allies. Preference will be given to those cases in which satisfactory evidence is presented that the goods will be used in such a way as to contribute to the production or transportation of foodstuffs for the use of the nations at war with Germany and her allies.

(4) That no licenses for the exportation of tin plate will be granted, except to the manufacturers of the plate, or to others who, either at the time of making application or before shipment out of the country, present satisfactory evidence that they have purchased the plate from a manufacturer on firm order from a purchaser abroad. This rule applies to pending as well as to future applications.

TIN PLATE SHORTAGE IN SPAIN

The packers of sardines in Vigo and other parts of Spain are experiencing great difficulty in obtaining a sufficient supply of tin plate to meet their demands. In former years the greater part of the tin plate was imported from England, as the Spanish factories were able to supply only a part of the required amount. At present no tin plate is being imported from England. In the Province of Pontevedra alone are some 50 sardine factories, more than half of them in Vigo. Tin plate is needed in a great majority of these plants.

THE CLERKS' DEPARTMENT

REMARKABLE CAREER OF "N.C.R." PATTERSON

He Makes Workers Happy and Cash Registers for the
Whole World—His Simple Success
Recipe.

JOHAN H. PATTERSON, who is devoting his life to the making of cash registers—and millions—ranks with the few employers who have chosen to spend much of their fortunes on their own employees. Few, indeed, are the millionaires who have given first consideration to those who have helped them make their riches when it is so much more simple and spectacular to build ornate halls and institutions or to proclaim large profits to this or that organization. B. C. Forbes in his "Men Who are Making America," tells how Mr. Patterson has made of his factory and its environment a thing of beauty, has put joy into work, and has made the earning of a living harmonize with the earning of happiness. He writes:—

The workshop of the National Cash Register Company, at Dayton, O., is a steel and glass palace flooded with light. Through its thousands of windows the workers can feast their eyes on exquisite views. The air throughout all the buildings is changed every fifteen minutes. Hundreds of shower baths are provided and every worker is allowed to enjoy them in the company's time. Of course, there is a hospital with a doctor and trained nurses in attendance; employees receive electric massage treatment free of cost; there are numerous rest rooms for women employees. To avoid the overcrowding of street cars and elevators and to save the women from having to mingle unceremoniously with the men, the former are allowed to start work half-an-hour after the men and to finish fifteen minutes before them. At ten every forenoon and three every afternoon recesses are granted the women workers. The commodious dining rooms furnish midday meals at cost and an orchestra regales the diners with sprightly music.

Every noon hour a moving picture or other entertainment is provided in a hall which seats 1,250, and here those who bring their own lunches may sit and eat while enjoying the pictures, the music and, occasionally, short talks. The men are given the privilege of smoking. By an arrangement with high schools and colleges, vocation training is provided promising youths.

Not one acre of Mr. Patterson's extensive estate, Hills and Dales, is reserved for his exclusive use; every square yard of it is thrown wide open to his employees and to the public. There is not a fence or a locked gate on the whole place. Instead, it is dotted with quaint, rustic camps where all sorts of paraphernalia are provided free for pic-

nic parties—cooking utensils, tables, benches, even flour and waffle machines and distilled water.

A golf course, tennis courts, baseball field and other facilities for recreation are provided, while a large club house permits of dances being held on Saturday evenings and all sorts of concerts, lectures and entertainments throughout the week. There is another club house in the city for the use of employees, and here largely-attended educational classes are held in the winter months.

When he started, over twenty years ago, to treat workers like human beings other employers called him a fool, a fanatic, a socialist, a dreamer. They warned him that coddling labor would bring him nothing but discontent and disaster, but he contended that unless employers showed the working people greater consideration grave trouble would arise sooner or later.

Revolution.

Let us first trace briefly the record of John H. Patterson and the making of cash registers before this turning point was reached.

There were no cash registers when John Henry Patterson was born—December 13, 1844. He was born, almost on the spot now occupied by the National Cash Register Company at Dayton, O. As a lad, one of eight children, he had to work hard on the farm. He received a good education, first in the Dayton schools and later at Miami University and Dartmouth College, where he graduated B.A. in 1867, having previously served in the Civil War as a Hundred Day Man, although then only a stripling.

Set Up As Coal Dealer.

Farm labor had little attraction for the Bachelor of Arts. Commerce appealed to him most, but he could not pick and choose jobs. He wanted to buy and sell things. Having saved a little money, he succeeded in borrowing a little more and set up as a retail coal dealer in Dayton. From selling coal he gravitated to mining coal and iron ore, in partnership with his brother, Frank, in Jackson County, some eighty miles from Dayton.

To enable their miners to obtain supplies, the Pattersons, in conjunction with two other mining concerns, opened a store. Business was plentiful, but profits were nil. At the end of two years the store had not netted a cent notwithstanding that all goods were supposed to be sold on a reasonable margin of profit. There was a leak somewhere.

Birth of Register.

Hearing that a merchant in Dayton had invented a contrivance to keep a record of all sales, Mr. Patterson immediately telegraphed for two of the novel machines. The idea of the cash

register had taken birth in 1879, in the brain of Jacob Ritty, a Dayton merchant who, suffering from a breakdown due to overwork and worry in attempting to keep tabs on the details of his business, had started on a voyage to Europe. While in the engine room of the ship one day, he noticed a device that recorded the number of revolutions of the propeller shaft. Why not construct a machine that would record each coin put in the till? Hurrying back, he set to work with his brother, a skilled mechanic, and evolved the first cash register.

Mr. Patterson's was the first order filled. Crude and clumsy though it was, the machine immediately turned the store's loss into a substantial profit. Mr. Patterson's commercial instinct told him that the new invention had unlimited possibilities. "What is good for our store is good for every store in the world," he told himself. At the first opportunity he went to Dayton, investigated the situation thoroughly and, although only a few machines had been turned out, he was so certain of the outlook that in 1884 he bought out the Ritty business and changed the name from the National Manufacturing Company to the National Cash Register Company.

Factory Was Unattractive.

The acorn did not at once grow into an oak. Troubles and obstacles were met at every turn. Construction of the cash registers demanded highly skilled and scrupulously careful workmanship of a novel kind. It was difficult first to teach the workers and then to retain them, as their expert services were sought by others. The factory was located in an unsavory section of Dayton called Slidertown—everybody and everything on the downgrade had a habit of sliding into this section. To work at "The Cash" did not bring a high social rating; in plain language, the better class of young men and particularly young women preferred to earn a living in more respectable surroundings.

John H. Patterson was partly to blame for this unsatisfactory state of affairs. He was not then a model employer. He was neither better nor worse than other factory owners. His interest in his employees was confined to what he could get out of them. And they repaid him in kind. Poor working conditions begot a poor product.

So bad, indeed, did things become that in one year \$50,000 worth of machines was thrown back on the hands of the company as faulty.

Patterson Woke Up.

Then John H. Patterson woke up. He experienced not only a change of viewpoint, but he underwent a change of heart. Adversity taught him humanity. Why should workers treat him with more consideration than he was treating them? Why should they interest themselves in his welfare if he was not interested in theirs? He would adopt a new policy. Also, he installed his own desk in the centre of the factory floor.

With this new spirit in his heart, he went to the factory to study conditions. He saw a woman engaged, as he thought, in mixing glue in a very unscientific way. He spoke to her. "It's not glue, it's coffee," she told him. Leavings from the previous day were being reconcocted.

Mr. Patterson immediately ordered the

manager to arrange to have the women supplied with good coffee every day. He next looked around for other things needing correction. Not noticing any provision for the proper serving of the coffee, he summoned the manager, who gave him a dozen reasons why the factory could not be turned into a coffee house. Mr. Patterson ordered him to rent a house across the street for the purpose. Again there was delay. This time the manager and his assistants were told that dismissal would follow were the reform not instituted forthwith.

Begins Reforms.

The serving of the coffee had an instantaneous effect upon the output of the women. Patterson learned that kindness paid in dollars as well as in disposition. From that day on he never wavered in his determination to improve the lot of his people. One thoughtful innovation after another was introduced and a systematic effort was made to raise the quality and tone of the working force.

Better workmanship and better product brought increased business. Sales increased from a few thousands a year to several score of thousands. Larger buildings became necessary. Slidertown had been cleaned up somewhat under Mr. Patterson's influence, but it was still no Newport or Tuxedo. Mr. Patterson next bought up much of the property in the neighborhood and resolved to spend both money and time in revolutionizing the whole neighborhood.

Most important of all, he engaged the leading firm of architects in America to design a factory building which would be the very antithesis of the ordinary factory. He wanted it to contain every conceivable appointment conducive to the comfort and safety of the workers. He wanted, also, halls for noonday entertainment, for holding of classes, for illustrated lessons and lectures on the different phases of manufacturing the cash register and on salesmanship.

Reforms Boys.

When the glass and steel palace began to be erected Dayton shook its head. Among other things, Patterson was told that the boys of Slidertown would not leave one whole window overnight, that new glass would cost him more than his profits. Patterson took the boys in hand and began to transform embryonic gangsters into young gardeners and young gentlemen. The boys were given individual gardens, received instruction from a head gardener, were shown how to organize themselves into a stock company, were inspired to interest themselves in the work, received prizes and, at the end of the year, were paid dividends from products sold. The company was run entirely by the boys themselves. Also, a club was formed to send city lads to work on farms during summer vacations. This solved the window-breaking problem—and solved, also, problems of more vital importance to the boys and to society.

Bankers Try to Get Him.

His enormous new plant, however, was costing him a mint of money. So were grounds he had bought for the use of his workers and others. The rapid expansion of his business—in two years he sold as many machines as he had sold in the previous twenty-two years—necessitated the tying up of extensive capital.

Like a thunderbolt came the announcement from the bankers that he must pay off loans. Not a dollar could he obtain from any bank in Dayton. This, Patterson's critics and enemies chuckled, would put a quietus to his welfare capers.

It almost did. Patterson, however, was a born fighter. He also was a philosopher. "Thrice is he armed who hath his quarrel just," he reassured himself. It was a time of tight money, and outside banks were indifferent or worse. Fin-

ally, however, a New England financier sent a representative to Dayton to analyze conditions. He learned the cause of the trouble and he learned also that the Patterson brothers were men of unimpeachable character, of indefatigable industry, of indomitable will and that they were conducting a growing, profitable business. All this appealed to him and he offered to lend them several times the amount they had asked. Had the character of the Pattersons not withstood the searching test, the history of the National Cash Register Company might have ended disastrously.

Slidertown Spruces Up.

Mr. Patterson's activities on behalf of his employees multiplied. Slidertown began to blossom. Besides the boy club gardeners, grown-ups in the neighborhood became so greatly enamored of the beautiful that, under consistent encouragement, they began to spruce up their homes and to surround them with flowers and lawns.

Mr. Patterson also worked laboriously and against much discouragement to arouse the citizens of Dayton to make of it "The City Beautiful." He threw himself enthusiastically into reforming the administration of the city, then politics-ridden, not to say corrupted. Like most reformers, he made enemies.

Nor did he wholly escape the trouble with workers which other employers had predicted. During a period of acute labor unrest throughout the country, whisperings began to be heard that a section of the Cash Register workmen were to strike. Mr. Patterson's kindness had been misinterpreted as weakness. Some of the men wanted to become masters of the establishment. They imagined they could do as they pleased, that Mr. Patterson would submit to anything. He had made one mistake in the treatment of his workers; some of the privileges, such as taking baths and attending certain of the entertainments provided, were made compulsory. This form of paternalism, naturally, was resented. Mr. Patterson, however, saw his mistake and rectified it.

Closes Factory.

On learning that a strike was to be called by a part of the workmen, he assembled the whole force, explained that he understood some of them were dissatisfied, told them he himself was not wholly pleased with the way things were going and announced that a rest would probably do them and him good. He closed the whole works without intimating when they would be reopened and then went traveling.

At first the prospective strikers were jubilant over their "victory." Within a fortnight, however, other classes of employees began to criticize the malcontents. Another week passed, and still no intimation of re-opening. Inquiries began to be made as to when work would be resumed. No comforting information was forthcoming. At the end of a month things began to be made unpleasant for those responsible for the shut-down. Petitions began to be sent Mr. Patterson to come back and open the gates. But not until two months had passed did he announce that he would return to Dayton although he let it be known that he had been invited to locate his work at other more convenient points.

The whole city prepared to give Mr. Patterson a welcome home with brass bands, public receptions, complimentary dinners, and laudatory speeches. Sober reflection had convinced the citizens that Dayton could not afford to lose Patterson.

He would have none of their joyful reception. Instead he replied by outlining a long list of things Dayton citizens ought to do to make their city more attractive, more efficient and more healthy.

He re-opened the works and there was not another murmur of a strike, and

since then he has had no trouble with labor. The true worth of his work for his employees and for Dayton was grasped during the period when there were fears that Dayton would lose both him and his plant, thus emptying thousands of pay envelopes weekly.

When the national mania for trust busting swept across the land the Government did not overlook the National Cash Register Company. Was it not rapidly becoming almost a monopoly? Patterson's reply to that was that he owned the basic patents for cash registers and that he was entitled to fight competitors both legally and commercially. Fight them he did without mercy. Into the rights or wrongs of the Government's prosecution I cannot here enter. A lower court sentenced a number of the officers and responsible employees of the company to a year's imprisonment, but this verdict was quashed by the higher court. The Government did not drop the matter, but started to prosecute the company under the civil section of the Sherman Law, and rather than continue at loggerheads with the Administration for another year or two, demoralizing the whole organization, Mr. Patterson was induced to plead guilty to the technical charge of "conspiring" to build up a monopoly, a business policy which Mr. Patterson had all along contended he was entitled to follow by reason of his exclusive patent rights.

Mr. Patterson declared to me that only the consciousness that he was doing constructive work and setting an example to other employers in the treatment of workmen impelled him to struggle on against both labor and governmental obstacles after he had all the money he needed for his personal and family requirements.

The Dayton Flood.

To the American public the crowning achievement of John H. Patterson was that which won him the title "The Saviour of Dayton," on that memorable day and night of March 25-26, 1913, when the greater part of the city was flood-swept and laid under as much as seventeen feet of water.

It was Patterson who, hours before the flood came, by telephone, by telegraph, by horseback, by automobile, by foot messenger, by every means of communication that could be impressed, aroused the whole city to its impending danger and gave instructions how to prepare for the coming avalanche of water. It was Patterson, too, who summoned his executive and other forces to Industrial Hall, mounted the stage, and showing his famous pyramidal chart illustrating the organization of the company, announced: "I declare the National Cash Register Company out of commission and I proclaim the Citizens' Relief Association." With a piece of charcoal he sketched a diagram of the Relief Association, naming a head for each division of the work and instructing them how to proceed.

From the Patterson factory came rafts and boats—constructed of materials taken from his immense lumber yards—at the rate of one every seven minutes.

Saves Many Lives.

By common assent Patterson became the acknowledged dictator of the whole rescue work. Never did military general direct forces with more skill, with more rapidity or to more effect. So brilliantly did he command that when General Wood, commander of the U. S. Army, and Secretary of War Garrison rushed to the scene and viewed the functioning of the Patterson emergency machine they announced: "We can do nothing beyond what you are doing."

A faint glimmer of what Dayton underwent may be derived from the fact that in one improvised maternity hospital twenty-nine children were born during that terrible night.

CURRENT NEWS OF THE WEEK

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

Maritime Provinces

T. D. Williams, employed by Dearborn & Co., Ltd., St. John, before he enlisted in an artillery unit, has been reported suffering from gunshot wounds in the face.

Fire which destroyed adjoining premises caused damage, through smoke and water, of several thousand dollars to stock of Willett Fruit Co., Ltd., St. John, on evening of Nov. 23. Their loss was covered by insurance.

The Maritime Fish Corporation, of Montreal, are enlarging their plant at the Digby branch, and have recently completed a cement foundation for a big ice house on Lower Water Street, at the Racquette.

That keen business ability and an intelligent interest in cultural subjects are not incompatible is illustrated by the fact that the officers elected this week by the St. John Arts Club included T. H. Estabrooks, tea packer, as first vice-president, and W. Frank Hatheway, wholesale grocer, as second vice-president.

E. M. Trowern, secretary of the Dominion Board Retail Merchants' Association, was in St. John this week to stimulate interest in the work of the association. He conferred with the provincial executive and plans for a more vigorous prosecution of the work were formulated.

The announcement of plans suggested by Food Controller's office, to help holders of large quantities of eggs to unload without lowering the price, were received in St. John with surprise. New Brunswick has been suffering from marked scarcity of eggs, and there is ready market here for considerable quantity if the price is right.

At a recent meeting in Halifax of the grocers' and butchers' section of the Retail Merchants' Association of Canada the question of enforcing the Lord's Day Act was discussed. The package goods prohibition was discussed and it was thought most probable that the embargo would not accomplish much and that the trade could do more to educate customers along this line than the Government. The question of deliveries will be taken up in the near future with a view to lessening cost through co-operation.

Quebec

A. E. Lamaree, general store, St. Valier Stn., is giving up business.

H. P. Cowan, sales manager of the Cowan Co., Toronto, is a Montreal visitor in the interests of his firm.

H. D. Marshall, grocery broker, with offices at Montreal, Ottawa, and other

points, is in Montreal calling on the trade with Mr. Freeman, Montreal manager.

Ontario

E. R. Costin, dairy, Hamilton, has sold out.

J. Cunningham, Arnprior, grocery and fancy goods, is dead.

L. L. Lafler, grocer, Waterford, has sold to C. Cunningham.

G. N. McLaren (Est. of), Brussels, has been succeeded by Carswell Bros.

A new creamery will be opened shortly at Wingham, in the basement of the Kent block. Messrs. Benninger of Grand Valley are behind the new undertaking.

Albert Scarsbrook, a prominent merchant, of Petrolia, while apparently in the best of health, dropped dead in front of the post office there. He has been engaged in business in Petrolia for 25 years.

Pte. T. Harry Meyers, son of Mr. and Mrs. Geo. H. Meyers, Seventh Street East, Owen Sound, has recently been reported killed in action. He was in his twentieth year, and previous to enlisting had been employed as cashier by McLauchlan and Sons, Owen Sound.

The mills of the Renfrew Milling Company, Renfrew, which have been out of commission for some years past, will be refitted and opened in the near future. The mill will be operated by M. J. O'Brien, Ltd., in conjunction with mills at Saskatoon, Sask., and Strome, Alberta.

J. A. Wilson, who for many years conducted a grocery business at the corner of Queen and Wellington Streets, Chatham, died recently in that city. He had been a resident of that city for the past thirty-eight years, and for the better part of that time was engaged in the grocery business. He retired from business some time ago.

P. Miscevic has recently opened a new grocery and meat store at Louis and Welland Streets, Welland.

Western Provinces

M. Kirk, general store, Waldeck, Sask., has sold out.

M. Cohen, general store, Neville, Sask., has sold to Finnis & Donnell.

Chas. Elliot, of the tea and rubber department, Macdonald & Co., San Francisco, called on the wholesale trade of Winnipeg last week.

Donald H. Bain, head of the D. H. Bain Co., Winnipeg, has returned from a business trip through Western Canada, when he called on all their branches.

Bruce Gordon, of Codville & Co., has accepted the chairmanship of the Manitoba food control advisory committee,

subject to approval by Food Controller Hanna.

E. J. Clark, formerly credit manager for the Western Canada Flour Mills, Ltd., Winnipeg, but latterly covering Southern Manitoba and Winnipeg to Port Arthur for Purity Flour, has joined the Flying Corps.

J. A. Kent, who has been acting manager in Saskatoon for W. L. MacKenzie & Co., has been moved to the head office in Winnipeg to take up an important position there. A splendid opening was made for him when a number of changes were made there recently.

D. D. Ferguson, specialty salesman for W. L. MacKenzie & Co., Winnipeg, was married two weeks ago last Tuesday in Regina. "Dunc," who is one of the best known travellers in Western Canada, tried to do this quietly, but failed to put it over his friends.

The many friends of Bob McNally, specialty salesman, formerly with W. L. MacKenzie Co., Winnipeg, will be glad to know that he is now back in Canada, having done his "bit" at the front. After taking a three-months' treatment at Guelph, he hopes to resume his old acquaintanceships. He is due west by March 1.

Watson & Truesdale, wholesale commission brokers, Winnipeg, have been appointed agents for Armour & Co., Chicago, for the sale of margarine. Armour & Co. have just completed a new margarine factory which has cost them upwards of \$800,000. Watson & Truesdale expect to start importing as soon as license comes into effect.

George Cameron, general manager, of W. L. MacKenzie & Co., has just returned from a visit to all their branches in Western Canada. He reports conditions very satisfactory. He told of a change that had taken place in connection with their Saskatoon office; Robert Campbell, their former manager there, recently enlisted in the Navy, and, after going all the way to Halifax, found that on account of heart trouble he was unable to be accepted. For the same reason he was ineligible for the Army. W. L. MacKenzie & Co. wired him to the effect that his job was still open.

C. H. Pegg, representing John Seigfried & Co., Chicago, importers of Oriental merchandize, called on the firm's representatives in Winnipeg last week, Tomlinson & O'Brien. Among the lines handled by Mr. Pegg is Java tea, and in connection with this he told CANADIAN GROCER that when Java was settled by the early Dutch settlers they planted their tea gardens with Chinese seed. This was not very satisfactory, and in recent years English con-

cerns who have gone to Java have been using India and Ceylon seed, from which tea has been produced very satisfactorily, and at the present time is helping out, especially as Dutch steamship companies have recently transferred their steamers from the Atlantic to trade between Java and the Pacific Coast.

PROMINENT MANUFACTURER PASSES AWAY

The death occurred recently at Rockland, Me., of Henry Dole Norris, president of The Thompson and Norris Company, Niagara Falls, Ont., Mr. Norris was one of the founders of the business and was a well known figure in manufacturing circles. His loss will be deeply felt by the many friends he had acquired in all branches of the trade.

LAST CALL FOR CHRISTMAS TRENCH BOXES

(Continued from page 28.)

had been using that system for several years now, and in no single instance have they had any complaint of the service rendered. The boxes were standardized and as far as their experience went they were always shipped exactly as ordered.

There are many other stores that have adopted this system and found it decidedly satisfactory; among them J. F. Cairns, Saskatoon, Sask., Peebles Hob-

son, and A. G. Bain & Co., Hamilton, all stores of the highest character.

There are forceful arguments to be made for both systems. The system of the personal parcel from Canada has been dealt with at some length in previous issues. Stress is laid on this other method at present because at this date this system is the most likely to actually get the box there by Christmas. It is to be remembered however that this activity is not one for Christmas only but for all the year. One of these systems may best suit the requirements of one grocer and a different one may be more in line with the activities of his neighbor. The merchant can suit himself in this regard, but he should keep this activity to the fore through every single month of the year.

SUGAR FAMINE IN UNITED STATES

A famine in sugar in the United States is declared to be upon the country, and formal warning has been issued with instructions from the office of the U. S. Food Controller. The statement declares that "the moment of America's first self-denial in the matter of food has arrived."

Considerable suspense was caused in New York recently when many grocery stores posted the sign reading "No sugar for sale." In some sections of the city as high as 15 cents a pound was paid for sugar.

New Goods Department

CLAMP FOR PRICE STICKERS

The Store Helps Manufacturing Co., Toronto, are manufacturing and placing a new pricing system on the market under the name of Shuman Pricing System. The system is as follows: Galvanized metal clamps which are adjustable



to any thickness of shelving, and stickers with various prices printed on them. Stickers can be changed as often as prices change, etc. The clamp is made of metal which is quite pliable and can be slipped on to the edge of a shelf, basket, container, etc., or can be made to sit on a display of canned goods, etc. The accompanying cut shows what front of sticker that is pasted on the clamp is like.

Enquiry Department

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

SUGAR FOR SOLDIERS IN ENGLAND

We note in a recent issue of Canadian Grocer, that persons in England have been fined for receiving sugar through the mail. We have been sending sugar in parcels to soldiers, and are anxious to know whether there is any possibility of trouble in connection with this matter.

D. GOUGH,
Kaslo, B.C.

Answer.—The Dominion Government has recently made arrangements with the Imperial Government, whereby sugar may be sent to soldiers in training in England, without license and

without any penalty to the receiver. Sugar cannot, however, be sent to any civilian without rendering the receiver liable to punishment. Candy does not come in this category, and may be sent to anyone.

ORDER APPLIES TO STARCH PRODUCTS

Our understanding of the order regarding the sale of cereals in package form is that it applies only to breakfast foods, but we note that in your market reports you class corn starch in

the same list. Any information you can give will be appreciated.—London, Ont.

Ans.—While the order definitely refers to breakfast foods, it also includes other products. The clause of the order dealing with this matter reads: "No manufacturer . . . shall offer for sale in Canada any foods known as breakfast foods, or cereals or flour, or other foods which are the products of wheat, oats, barley, rye, rice, peas, beans, buckwheat, Indian corn (maize), or lentils, in original packages of less weight than twenty pounds."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

**For Subscribers
INFORMATION WANTED**

Date.....191....

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

.....

Name.....

Address.....

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MARKETS for grocery commodities presented numerous changes during the week and included such lines as sealing wax, candles, grape juice, tobaccos, catsup, jam, baking powder, molasses, dates, pink salmon, cream of tartar, pecan nuts and shelled walnuts. The run of lake herring came to a rather abrupt end due to the storms of the lakes and cold weather which froze the bays. Frozen fish will now take the place of fresh lake fish. The science of freezing fish has been developed within recent years and large stocks of this food product are thereby conserved which would otherwise go to waste.

An embargo placed on the shipment of cottonseed oil by the United States Government has had the effect of shutting this basic material in shortening out of the Canadian market for the time at least. It is anticipated that licenses will be granted by the United States Government to bring this commodity into Canada, but in the meantime stocks are very light. Some manufacturers are not quoting on shortening as a result and prices have been firmer in consequence.

Representatives of the Cuban cane planters have agreed to accept a price for their sugar on the basis of 4.90c per pound cost and freight Atlantic ports. If the International Sugar Commission thinks favorably of this offer and agrees to take Cuban sugar for the Allies at this figure there should be a reduction in the price of refined sugar to the extent of about one cent per pound. Flour prices have not yet been announced but it is expected advisement will be made soon by the Food Controller. Business with the wholesale grocery trade is reported brisk. Shortage of goods is constituting the greatest obstacle to the trade at the present time.

QUEBEC MARKETS

MONTREAL, Nov. 27.—Trade in this district is somewhat quieter in the staple lines than heretofore. This is occasioned by the approach of the holiday season, when demand shifts largely to the holiday lines, and jobbers have reported some falling-off in the purely everyday commodities. However, there is no complaint whatever, as the staffs are kept busy and deliveries have been going forward fairly well. There is still a good deal of delay with shipments of various lines. This is true of California dried fruits, and while some supplies are on the way, the delivery in general will be limited and a short supply all round will result. No changes are reported in the sugar situation. Deliveries continue to be made in limited lots and all are receiving some supplies at frequent intervals. Canned goods are in firm market, with a brisk demand, but for small quantities only. In this line some new goods of French pack have been received, and these will likely be asked for owing to the general shortage, although they are expensive. One of the large boats with a heavy cargo of nuts and dried fruits is now

overdue, and various dealers are anxious as to the reason for this. Deliveries of beans from Ontario are very small, while some supplies are coming in from Quebec, and these are in first-class condition and of best quality. Feed oats are higher by 3c to 4c per bushel, and rolled oats are up 55c per sack of 98 lbs. Barley is reported to be in firmer market, while one jobber has a lower price on pot barley and is quoting at \$5.25. Vinegar is higher by 3c to 4c per gallon. Caustic in drums is up 50c per 100-lb. drum, making the price \$8. Circulars are received from the California growers that they are still seriously confronted with the car shortage problem, and supplies of dates, raisins, figs and prunes will certainly be increasingly hard to obtain. So serious has this situation become that one of the largest dealers here has cancelled his order for figs. California currants, one dealer states, are in very good demand and his sales of these are very fair.

Not Many New Lines French Canned Goods In

Montreal.
VARIOUS LINES.—Few new lines

are to be had these days in the grocery trade. Occasionally some dealers are offered odd lots of commodities, and these are picked up readily. Thus a quantity of French canned goods came in this week comprising spinach, string beans, anchovy, capers and cherries in syrup. The prices that these will have to be sold for are much higher than those for old stock; indeed, they will be higher by 40 per cent. to 50 per cent. Caustic in 100-lb. drums has increased from \$7.50 to \$8 per drum.

Refined Sugar Is Firm And Unchanged

Montreal.

SUGAR.—With short supplies confronting the trade, nothing but the continued shortage of supplies can be foreseen. There seems to be little complaint, however, and jobbers are able to mete out small lots at frequent intervals. The United States diversion of the quantity held for delivery to Russia will help the situation there temporarily, it is stated, but this will be of little comfort to the trade here, as no appreciable effect will result. It is early to anticipate a change of any consequence, and the conditions seem to have rested themselves for the immediate present, with prices held firmly.

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

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Still Firm; Some French Pack In

Montreal.

CANNED GOODS.—Reports of a lowering price schedule on some lines of canned goods in the United States seem

to be given credence, but these are apparently checked. The market holds firm here, with dealers passing out sorting lots of the various lines and with a fair business available of this nature. Shipments of some French canned goods were received the past week by one of the bigger jobbers, and this comprises quantities of string beans, anchovy, capers, spinach and cherries in syrup. Aside from these lines there were some mixed vegetables. These are high-priced goods and will have to sell at prices from 40 per cent. to 50 per cent. higher than the old stock.

Salmon Sockeye—		
"Clover Leaf," 1/2-lb. flats.....	2 45	
1 lb. flat	4 00	
1 lb. talls, cases 4 doz., per doz.	3 75	
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls		1 80
Pinks, 1-lb. talls		2 40
Cohoes, 1-lb. talls		2 65
Red Springs, 1-lb. talls		2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case).....	6 75	7 00
Norwegian sardines, per case of 100 "1/4s"		20 00
Canned Vegetables—		
Tomatoes, 3s	2 67 1/2	2 75
Tomatoes, U.S. pack (2s).....		2 12 1/2
Tomatoes, 2 1/2s	2 50	2 60
Peas, standards		1 75
Peas, Early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s.....		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s, doz.		1 35
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup).....		2 00
Pears, 3s (heavy syrup).....		2 45
Pineapples, 1 1/2s		2 25
Greengage plums (light syrup)		1 90
Lombard plums (heavy syrup), 2s		1 70

Lack Of Licenses Delays California Dried Fruits

Montreal.—DRIED FRUITS.—Every carload of dried fruit coming from California growers must be sent forward only when license is secured from the authorities at Washington. It is not to be wondered at, therefore, that shipments are so slow and these come in only after they have been long on the road. One large dealer, with due foresight, anticipated some of the troubles which are now common and is being congratulated for the manner in which deliveries have been made. This firm also has several cars of dried peaches, apricots, prunes and pears en route, and delivery should be made in ample time for the Christmas trade. It may be taken for granted that stocks will continue to be light, with prices held firmly.

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25; 4-crown cluster, \$3.75; 6-crown		4 00
Muscatais, loose, 2 crown		0 11
Muscatais, loose, 3-crown, lb.		0 11 1/2
Muscatais, 4-crown, lb.		0 12
Cal. seedless, 16 oz.		0 14
Fancy seeded, 16 oz. pkgs.		0 13
Choice seeded, 16 oz. pkgs.		0 12
Valencias, selected		0 11
Valencias, 4-crown layers		0 11 1/2

Currants, old	0 24
Do., new	0 32

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Business Light; Price On New Crop Higher

Montreal.—MOLASSES.—The prices for the new crop of molasses will be considerably higher, importers here state. The supply on hand is not great, and delays will be experienced in getting new crop forward. Barbadoes crop cannot as yet be estimated with much degree of certainty, but dealers are of the opinion that around 85c will be the price f.o.b. Barbadoes, and when landed here the quotations will be much in excess of present ruling prices. There is no great amount of business being done, the retailers having supplied themselves fairly well for immediate needs some time ago.

Barbadoes Molasses—	Prices for Fancy, Choice, Island of Montreal
Puncheons	0 86
Barrels	0 89
Half barrels	0 91

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal Diamond)—

2-lb. tins, 2 doz. in case, per case.	
Barrels, per 100 lbs.	
Half barrels, per 100 lbs.	

Nut Importers Busy; Maintain Firm Prices

Montreal.—NUTS.—The demand made upon stocks of nuts has been very heavy by the jobbers, who have been anticipating the Christmas business. With none too heavy stocks, this has served to distribute the available supplies over a widely separated trade, and with so little encouragement from without as to new supplies, there will probably be a shortage ere long. This will apply to several kinds of nuts, viz., peanuts, walnuts (both shelled and unshelled) and some other varieties. One importer has received some further supplies of shelled walnuts.

Almonds (Tara), per lb.	0 20	0 21
Almonds (shelled)	0 42	0 43
Almonds (Jordan)		0 70
Brazil nuts (new)	0 14	0 18
Filberts (Sicily), per lb.	0 20	0 22
Hickory nuts large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15 1/2	0 16 1/2
Peanuts, "Diamond G"	0 13 1/2	0 14 1/2
Peanuts (coon), per lb.	0 12 1/2	0 13 1/2
Peanuts (Jumbo), per lb.	0 16	0 17
Peanuts, shelled, Spanish, No. 1.		0 17
Peanuts, shelled, Virginia, No. 1 Do., No. 2		0 14
Pecans (new Jumbo), per lb.		0 21
Pecans, New Orleans, No. 2.	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 40
Pecans (shelled)		0 80
Walnuts (Grenoble)		0 23
Walnuts (shelled)		0 56
Walnuts (Marbots), in bags.	0 19	0 20
Walnuts (California), No. 1.		0 24

Firmness Is Feature In The Honey Market

Montreal.—HONEY.—The amount of honey being

received here is fair, but stocks are not so large as some have reported. The sales are in smaller lots, and orders are usually for from one to five-case lots. Prices hold firmly on quotations given last week, comb honey selling at 21c per section. Other trading as for regular grades is light.

Honey—		
Buckwheat, 5-10 lb. tins, lb.		0 17
Buckwheat, 60-lb. tins, lb.		0 16 1/2
Clover, 5-10 lb. tins, per lb.		0 19 1/2
Clover, 60-lb. tins		0 19
Comb, per section		0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Demand For Beans Better; Prices Firm; Delivery Good

Montreal.—BEANS.—More Quebec beans are finding their way to market, deliveries having improved. With the cold weather the demand has also improved somewhat, and a fair volume of business is passing. It is not expected by some dealers that the supply will last long—that is, there will be no great quantities available. From many centres employing certain classes of labor there will be a brisk demand from now on. As far as Ontario beans are concerned few deliveries seem to have been made. No specific reason is assigned, but it is presumed that the Ontario growers are waiting for better prices.

Beans—		
Canadian, hand-picked		10 50
Canadian, 3-lb. pickers, per bu.		9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers		10 00
Michigan, hand-picked		10 50
Yellow Eyes, per lb.		0 14
Rangoon beans, per bush.		7 50
Lima, per lb.		0 20
Chilean beans, per lb.		0 14 1/2
Manchurian white beans, lb.		0 15
South American		5 20
Peas, white soup, per bush.		5 00
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Sales Of Rice Are Fair; Price Holds Very Firmly

Montreal.—RICE.—There is a small volume of business obtaining here in rice, and sales are quite confined to small sorting orders. The quotations made hold firmly, and will probably do so for some time. Millers report a firm market, and jobbers' stocks are in fair shape. There has been some further inquiry from importers overseas for supplies, but this cannot be satisfied owing to the continued freight situation. The following prices are quoted:

Carolina	10 00	10 50
"Texas," per 100 lbs.		9 50
Patna (good)		9 40
Siam, No. 3	8 00	8 50
Siam (fancy)		8 75
Rangoon "B"		7 80
Rangoon "B," 200-lb. lots.		7 70
Rangoon CC		7 60
Packling rice		7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

**Some Japan Teas In:
Containers in Bad Shape**

Montreal.

TEA.—There is a normal demand for teas and the trade is being reasonably well supplied in most grades. Some Japan teas are coming to hand, and it is stated that in many cases containers are in very bad order, showing careless handling. This is very probably due to the shortage of labor or to new and green hands being employed, and is another indication of the spread of difficulties which have long existed regarding labor. Prices are firmly held here and the future prices will depend very largely upon the shipping situation.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes.	0 43	0 50

**Coffee Demand is Good
Prices Hold Unchanged**

Montreal.

COFFEE.—The coffee grinders here are very busy with orders and are well satisfied with the volume of trade. One of the largest roasters reports that conditions are very satisfactory all round, orders coming to hand well and collections being satisfactory. With this firm there is a weekly increase of output. In the New York market there seems to be somewhat of an unsettled condition owing to small trading, and this has had a tendency to weaken the market slightly. In the local market prices hold unchanged. Cocoa is in active demand owing to the colder weather. Many people enjoy a hot drink of chocolate these frosty days and the demand for cocoa is thus greatly stimulated.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet) ....	.....	0 25

**Ginger Prices Are High
Pepper Somewhat Erratic**

Montreal.

SPICES.—The market is active, with a good deal of shifting at import centres. This is due to scarcity of shipping, a condition which retailers seem to be appreciating more and more. Gingers are firmer, with supplies of Japans about depleted. Cochineals very scarce and Africans firm. There is no change, however, in prices here. Generally speaking, the spice market is feverish, with some tendency to shift from one line to another daily in the primary markets. Retail dealers will not go astray in checking up their supplies carefully, for there is little likelihood of better deliveries coming through for some time. A better demand exists for cloves and there is a fair trade generally.

5 and 10-lb. boxes		
Allspice	0 16	0 18
Cassia	0 25	0 30

Cayenne pepper	0 28	0 35
Cloves	0 40	0 45
Cream of tar	0 65	0 70
Ginger, pure	0 25	0 35
Ginger, Cochin .....	.....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 38	0 40
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk .....	.....	2 00
Carraway, Dutch, nominal .....	.....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb. ....	.....	0 35
Mustard seed, bulk .....	.....	0 25
Celery seed, bulk .....	.....	0 45
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Spanish Onions Lower
Hothouse Tomatoes 30c**

Montreal.

FRUITS AND VEGETABLES.—There is a lower quotation this week for Spanish onions, these being quoted here at \$6 for the large crates and \$4 for the small size. No. 1 Wealthy apples are some higher in price, selling at \$7 to \$7.50 per bbl. Alexander apples are off the market and Gravensteins are rather scarce. Montreal cabbage is now selling in barrels at \$2. California celery is to hand at \$7 a crate. Curly lettuce is to be had in 4 dozen boxes at \$1.75 per box. Boston head lettuce is selling for \$2 per dozen. Evergreen in bunches is now offered at 75c and is used for decorative purposes. Hothouse tomatoes are a little lower in price, being sold at 30 to 35c a lb. Peaches are off the market and marrows and Hubbard squash are very scarce. Market days, Tuesdays and Fridays, are very brisk but otherwise there is a tendency to quieter conditions.

Bananas (fancy large), bunch...	2 75	3 50
Oranges, Valencia (lates).....	4 75	5 50
Oranges, Porto Ricos	3 25	3 75
Oranges, Calif. (Sunkist).....	.....	5 25
Grape fruit	3 50	5 00
Lemons (fancy new Messina)....	6 50	7 00
Pineapples, Cuban, grate .....	.....	5 00
Tokay grapes, crate .....	.....	2 75

Apples, new (in bbls.)—		
Wealthy, No. 1	7 00	7 50
St. Lawrence .....	.....	8 00
Fameuse	8 00	8 50
McIntosh Red .....	.....	8 00
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Cauliflower, per doz.		
.....	1 25	2 25
Cabbage, Montreal, per bbl.		
.....	.....	2 00
Cabbage, Montreal, doz.		
.....	.....	1 00
Celery, Canadian, per doz.		
.....	0 50	1 00
Celery, crates, 7 doz.		
.....	.....	5 00
Celery, California, per crate		
.....	.....	7 00
Onions, Canadian, bag		
.....	2 00	2 25
Onions, red, 100-lb. bag		
.....	.....	3 50
Spanish onions, large crate		
.....	5 50	6 00
Spanish onions, small crate		
.....	3 50	4 00
Potatoes, bag		
.....	2 00	2 25
Potatoes (sweet), per hamper		
.....	2 25	3 00
Carrots, bag		
.....	0 90	1 00
Beets, bag		
.....	.....	1 00
Parsnips		
.....	.....	1 50
Turnips (Quebec), bag		
.....	.....	1 00
Turnips (Montreal), bag		
.....	0 75	0 90
Lettuce, curly, per doz.		
.....	.....	0 30
Lettuce, Boston, head, doz.		
.....	.....	2 00
Lettuce, Boston, hothouse		
.....	0 30	0 35
Lettuce, curly (4 doz.), box		
.....	.....	1 75
Tomatoes, pound		
.....	.....	0 20
Horse radish, per lb.		
.....	.....	0 25
Beans, wax, bag, U.S.		
.....	.....	7 00
Beans, green, bag, U.S.		
.....	.....	7 00
Leeks, per doz. bunches		
.....	1 50	2 50
Parsley, doz.		
.....	0 20	0 25
Mint, doz.		
.....	0 20	0 25
Watercress, doz.		
.....	.....	0 40
Spinach (Canadian), box		
.....	.....	1 00
Eggplant, per doz.		
.....	.....	1 50
Garlic (Canadian), lb.		
.....	0 20	0 25
Endive (Canadian), lb.		
.....	.....	0 25
Dried thyme		
.....	.....	1 00
Dried Savory box		
.....	.....	1 00
Dried marjoram		
.....	.....	1 00
Cucumbers, Boston, doz.		
.....	.....	2 25
Pears, basket		
.....	.....	1 25
Peppers, per bkt.		
.....	0 50	0 60
Marrows, per doz.		
.....	.....	1 25
Huber squash, doz.		
.....	.....	2 50
Cranberries, per bbl.		
.....	15 50	16 00
Evergreen (for decorating), dull, per bunch		
.....	.....	0 75

ONTARIO MARKETS

TORONTO, Nov. 28.—The upward tendency in the grocery market continues without abatement in spite of attempt at regulation of prices. Lines that show higher prices during the week include junket tablets, sealing wax, candles, oil shoe dressing, grape-juice, tobaccos, catsup, jams, baking powder. One of the lines in which there is hope that lower prices will prevail in the not distant future is that of sugar. The Cuban planters have agreed to accept a price for the crop that is approximately 1c per pound below the present basis of raw sugar. Trade in grocery lines is reported very good, there being the usual pre-Christmas briskness due to the fact that retailers are anticipating their wants for the holiday season.

**Raw Sugar Prices
Fixed; Decline 1c Pound**

Toronto.

SUGAR.—The news of greatest interest to the sugar consuming public during the week was the announcement that at a meeting of the Cuban cane planters during the week it was agreed by in-

terests representing 60 per cent. of the forthcoming crop to sell on the basis of 4.90c cost and freight for United States ports. The present cost and freight basis is 5½c, or approximately 5.90c per pound. From this it will be seen that a decline of 1c per pound in the price of sugar will be in order. The decision in this respect has been awaited with a great deal of interest for some time past. From reliable sources it had been intimated that prices were likely to be from ¾c to 1½c lower than the recent basis of 5½c established by the International Sugar Commission. Another item of unusual interest was the one noted last week in these columns to the effect that grinding of new-crop cane has already started in Cuba. This is the earliest date on record at which grinding has commenced. The date of commencement of operations was November 19. The earliest date previously at which operations had started was November 21, 1912. Commencement dates usually range from December 1 to December 12 and it was anticipated that operations would start about December 10 this year. The early beginning gives confidence that there

will be a general resumption of grinding in the near future. In the local market light arrivals continued to come forward and there is every prospect that situation will be safely tidied over until new crop arrives.

Atlantic extra granulated	9 04
St. Lawrence, extra granulated	9 14
Acadia Sugar Refinery, extra granulated	9 14
Can. Sugar Refinery, extra granulated	9 14
Dom. Sugar Refinery, extra granulated	9 14
Yellow, No. 1	8 74
Special icing, barrel	9 34
Powdered, barrels	9 24
Paris lumps, barrels	8 84
Assorted tea cubes, boxes	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Sealing Wax, Candles, Grape Juice Are Higher

Toronto.

SEALING WAX, CANDLES, JUNKET TABLETS.—Higher prices were again made effective on Hansen's junket tablets, quotations having been raised to \$1.20 per dozen. Parowax for sealing purposes has been advanced to 15c per package. Candles in cases of 40 pounds loose have been advanced to 10c per pound. In cartons of six pounds, six to case, the price has been advanced to 11½c per pound. Beaver oil shoe dressing has been advanced to 90c per dozen. There is a firm situation in matches and higher prices would not come as a surprise. Redwing grape-juice* is now selling at \$5 per case of twelve quart containers, \$5.50 per case for 24 pints, \$5 per case for 36 half-pints, \$5.75 per case of 72 4-oz. bottles and \$5.75 per case of half gallons. Higher prices have been made effective on some Dominion tobacco lines, Pommery 4's now being quoted at 95c per pound, Seal-skin 9's at 75c per pound, Seal-skin bars at 75c, Trumps 8's and bars at 65c lb., Royal Mint 10's at 85c per pound. Royal Mint cut tobacco 1's and 6's are now quoted at \$1 per pound, King Edward 12's is now quoted at \$1 per pound and Nabob 16s at 70c per pound. Home-made catsup has been advanced, 8-oz. now selling at \$1.35 per dozen, pints at \$2.25 per dozen and quarts at \$3 per dozen. Queen's Favorite and 1900 baking powder has been advanced 15c per pound to \$2.40 per dozen. Moss Rose baking powder 24's and 28's of 16-oz. has been advanced to \$2.50 per dozen, while barrels of 144/16-oz. are quoted at \$2.45 per dozen. Rose Brand Label A in cases 24/12-oz. are now quoted at \$2.15 per dozen and cases of 24/16-oz. are quoted at \$2.40 per dozen.

Fancy Barbadoes Molasses Up 4c To 6c

Toronto.

MOLASSES, SYRUPS.—Considerably higher prices were recorded on fancy Barbadoes molasses during the week as

the result of high prices being quoted by importers. An advance of 4c to 6c per pound in barrel lots was recorded, making the quotations now 90c to 92c per gallon. There is indication that prices will be firmly maintained as basis of quotation by importers for delivery in February show no recession in price. Corn syrups and cane syrups held unchanged in price. West India molasses was also in steady position at advances recorded last week.

Corn Syrup—		
Barrels, per lb.	0 07½	
Cases, 2-lb. tins, 2 doz. in case	5 15	
Cases, 5-lb. tins, 1 doz. in case	5 50	
Cases, 10-lb. tins, ½ doz. to ca.	5 25	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, first grade	0 06½	
Barrels and half barrels, second grade, lb.	0 06	
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	0 90	0 92
West India, ½ bbls., gal.	0 52	0 55
West India, 10-gal. kegs.	0 65	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 25	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	5 65	
Tins, 2-lb., baking grade, case 2 doz.	3 00	
West Indies, 1½, 48s.	5 00	
West Indies, 2s, 36s.	4 00	4 25

Movement Of Dried Fruit Still Light

Toronto.

DRIED FRUIT.—There is but little improvement to be noted in the dried fruit situation during the week. There is still much difficulty in obtaining cars to transport these commodities from California and other Coast states. Some cars of prunes and raisins are reported to be rolling in this direction but when they will arrive is a problem for the future to reveal. Arrivals so far have been very light, having been confined to a few cars of raisins and prunes. Shipments of dried peaches are expected to reach this market in the not distant future. Quotations on this line are likely to be high. Stocks of dried fruit in wholesalers' hands at present are comparatively light. Short supplies are interfering with sales of this commodity.

Two cars of Excelsior dates came into the local market during the week. Some dried peaches also came into the market and fancy grade in 25-lb. boxes were quoted at 19c per pound. As an indication of the shortage of dried fruit in this market it might be stated that one large importer has on order some twenty cars of raisins that should have reached this market in October but these goods have not yet left California. Some California Valencia 1916 crop raisins are being offered as low as 7½c per pound by way of clearing out stocks.

Apples, evaporated	0 24	
Apricots, unpitted	0 16½	
Candied Peels, American—		
Lemon	0 29	0 35
Orange	0 29½	
Citron	0 35	0 38
Currants—		
Filiatras, per lb.	0 26	0 28
Australians, lb.	0 26	0 28
Dates—		
Excelsior, pkgs., 3 doz. in case	4 65	4 85
Dromedary dates, 3 doz. in case	5 25	6 00
Figs—		
Taps, lb.		
Malagas, lb.		

Cal., 6 oz., doz.	0 85	
Cal., 10 oz., doz.	1 35	
Prunes—		
30-40s, per lb., 25's, faced.	0 17	
40-50s, per lb., 25's, faced.	0 15½	0 17
50-60s, per lb., 25's, faced.	0 14½	
60-70s, per lb., 25's, faced.	0 12½	0 14
70-80s, per lb., 25's, faced.	0 12½	0 13½
80-90s, per lb., 25's, unfaced.	0 11½	0 12½
90-100s, per lb., 25's, faced.	0 10½	0 11½
Peaches—		
Standard, 25-lb. box		
Choice, 25-lb. boxes		
Fancy, 25-lb. boxes	0 19	
Raisins—		
California bleached, lb.	0 12	0 15½
Valencia, Cal.	0 07½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12½	
Seedless, 12-oz. packets	0 12½	
Seedless, 16-oz. packets	0 14½	0 15
Seedless, screened, lb.	0 13½	

Jams Again Show Upward Tendency

Toronto.

CANNED GOODS.—There was a movement toward higher prices in certain makes of jams during the week. L. & B. jams in 4-lb. tins are now quoted at 65c per tin and 2-lb. tins at \$3.95 per dozen. In 30-lb. pails the price is 15c per pound, showing an advance of ½c per pound. Higher prices in jams follow as a result of the firm situation existing in this market and which was recently indicated in these columns. Slightly higher prices were also recorded on canned coho salmon, the range for 1-lb. talls having been advanced to \$2.40 and \$2.60 per dozen. White spring salmon is quoted at \$2.25 to \$2.35 per dozen for ½'s. In the American market there has been a declining tendency on canned goods, corn having declined in that market from \$2 to \$1.55 per dozen. This places the American article in a favorable position to be brought into this market as it could be sold under present basis of Canadian corn. This injects a measure of weakness in Canadian prices.

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

Salmon—		
Sockeye, 1s, doz.	3 75	3 85
Sockeye, ½s, doz.	2 25	2 25
Chums, 1-lb. talls	2 25	
Do., ½s, doz.	1 35	1 35
Pinks, 1-lb. talls	2 40	2 50
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 75	1 90
Cohoos, 1-lb. tins	3 75	
Red springs, 1-lb. talls	3 15	
White springs, ½s, dozen.	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 80	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 80	1 92½
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	2 45	
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	2 90	3 25
Cherries, 2s	3 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	1 75	
Plums, Green Gage	1 80	
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 15
Do., black currant, 16 oz.	2 90	3 05
Do., strawberry, 16 oz.	3 00	3 25
Peach, 16 oz.	2 35	2 85
Plum, 16 oz.	2 35	2 85
Raspberry, 4-lb. tin	0 76	0 83
Black currant, 4-lb. tin	0 73	0 77
Strawberry, 4-lb. tins	0 79	0 83
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45

Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 95
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 45	3 50
Strawberries	3 60	4 40

Embargo Reported Lifted On Java Teas

Toronto.

TEAS.—Information was received during the week of the reported lifting of the embargo on Java teas by the Dutch Government. This embargo has been in effect for 30 days. The announcement will be received with some interest by the local tea trade as there are fairly large stocks of Java teas being held. With the possibility that no further supplies would be permitted to come to this continent for a time it seemed that existing stocks might be looked upon with greater favor. The existence of these stocks in the local market has been a factor tending to easier prices on teas. It is not expected the resumption of shipments of Java teas to America will have a depressing effect on the market as the stocks already in this market made the purchase of further supplies a matter of little interest at the present time.

Ceylon and Indias—		
Pekoe Souchongs	0 38	0 40
Pekoes	0 40	0 45
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 38	0 40
Japans and Chinas—		
Early pickings, Japans	0 38	0 38
Hyon Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price move-

Stronger Tone To Primary Coffee Market

Toronto.

COFFEE, CHICORY.—There was a firmer undertone to the coffee market during the week as a result of higher quotations that prevailed for Brazilian coffee. There has been no noticeable improvement in demand through the New York market and this factor tended to keep prices reasonably steady. Quotations for spot coffee were made on the basis of 15 to 20 points above previous quotations but no sales were recorded in the primary market at these figures. In the local market quotations held unchanged with a fairly good demand reported. Chicory is firmly held owing to the lighter deliveries that will be made by growers.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 18	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Cream Of Tartar In Packages Advances

Toronto.

SPICES.—Following the strong situa-

tion in bulk cream of tartar higher prices have been recorded in package goods. On 2-oz. size the increase amounts to 10c per dozen, making the price now \$1.35 dozen. On 4-oz. packages, the new price is \$2.40 per dozen, an advance of 15c, and on 8-oz. tins the new price is \$4.75, an advance of 25c per dozen. Other spices held in steady but firm market with demand reported fair.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 25	0 60
Ginger	0 25	0 35
Mace	0 90	1 10
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's ..	0 50	0 60
Do., 80's	0 55	0 60
Do., 64's	0 30	0 40
Mustard seed, whole	0 40	0 50
Celery seed, whole	0 25	0 35
Coriander, whole	0 80	0 90
Carraway seed, whole	0 67	0 75
Cream of Tartar—		
French, pure	1 35	1 35
American high test	2 40	2 40
2-oz. packages, doz.	4 75	4 75
4-oz. packages, doz.		
8-oz. tins, doz.		

Pecan Nuts Show Big Advances In Week

Toronto.

NUTS.—Considerably higher prices were recorded in pecan nuts during the week, prices now ranging from 17c to 27c per pound. Shelled walnuts have also been advanced, which makes the range of quotations now 58c to 63c per pound, representing an increase of 3c per pound from the lower level. Cocoanuts in sack lots of 100's were quoted from \$7.90 to \$8 per sack. There is a firm situation in the nut market. New crop peanuts are expected to reach the local market in the near future.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Bordeaux	0 20	0 21
Walnuts, Grenobles, lb.	0 19	0 22
Filberts, lb.	0 17	0 27
Pecans, lb.	0 16	0 18
Peanuts, roasted, lb.	0 13½	0 17
Brazil nuts, lb.	0 42	0 48
Shelled—		
Almonds, lb.	0 35	0 40
Filberts, lb.	0 58	0 63
Walnuts, lb.	0 17	0 17
Walnuts, California	0 15	0 16
Peanuts, Spanish, lb.		
Do., Chinese, Japanese, lb.		

U.S. Government Guarding Rice Supplies

Toronto.

RICE.—There is a continued strong situation in Southern rice due to the strict surveillance being exercised by the United States over export sales. There have been plenty of export orders going into the southern United States, but business has been light owing to the scanty supply of rice and the difficulty amounting almost to an impossibility to get permits for sales from the United States Government. The Government is evidently endeavoring to conserve supplies. Tapioca held in a steady position in the local market during the week. Price of

rice in this market held unchanged at the advance recorded last week.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 50	12 50
Honduras, fancy, per 100 lbs.	9 50	11 00
Siam, fancy, per 100 lbs.	8 00	9 00
Siam, second, per 100 lbs.	9 50	11 50
Japans, fancy, per 100 lbs.	9 00	10 00
Japans, second, per 100 lbs.	9 00	10 00
Chinese XX, per 100 lbs.	0 13½	0 15
Tapioca, per lb.		

Few Ontario Beans Were Again Quoted

Toronto.

BEANS.—A few Ontario beans were in the market during the week and were quoted at \$8.40 per bushel for hand-picked. Indian beans are in the market in largest quantities at the present and prices range all the way from \$5.75 to \$6.75 per bushel. There is a fairly good consumption of beans now that the colder weather has started. Lima beans were in quiet market, following the permission by the Food Controller to bring stocks forward.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 40
Can. white kidney beans, bush.	5 75
Indians, per bush.	6 75
Yellow eyes, per bushel.	6 60
Japanese, per bush.	0 17
Limas, per pound	0 17½

Package Cereals Still Selling Well

Toronto.

PACKAGE CEREALS.—There was a continued good demand for package cereals on the part of the retail trade. As the order stands on the books at present the wholesalers and manufacturers have until December 31 to dispose of their stocks while the retailer has until January 31. There is an excellent demand for rolled oats. Package commodities such as cornstarch and laundry starches held unchanged.

Cornflakes, per case	3 40
Rolled oats, round, family size, 20s.	4 80
Rolled oats, round, regular 18s.	1 75
case	5 00
Rolled oats, square, 20s.	4 25
Shredded wheat, case	0 12
Cornstarch, No. 1, pound cartons	0 11
No. 2, pound cartons	0 12
Starch, in 1-lb. cartons	0 13½
Do., in 6-lb. tins	0 09½
Do., in 6-lb. papers	

Honey Continues In Firm Market Tone

Toronto.

HONEY, MAPLE SYRUP.—There is no easier condition in the honey market. Stocks are light. In 10-lb. and 30-lb. pails quotations were made on the basis of 20c per pound. In 60-lb. tins quotations were also made on the basis of 19c to 20c per pound. Buckwheat comb honey that was reported as coming into the local market last week has been cleaned out and the market is now bare of this commodity. Maple syrup held steady in price at recent quotations.

Honey—		
Clover, 5 and 10-lb. tins.	0 20	0 23
60-lb. tins	0 19	0 20
Buckwheat, 60-lb. tins	0 17	0 18½
Comb, No. 1, doz.	3 00	3 50
Do., No. 2, doz.	2 50	
Do., No. 3, doz.	2 25	

Buckwheat, comb	2 40
Jars, 7 oz., doz.	1 40
Do., 10-oz., doz.	2 00
Do., 12-oz., doz.	2 50
Do., 16 oz.	3 25
Maple Syrup—	
No. 1, gallon tins, 6 to case...	11 70
No. 2, half gal. tins, 12 to case	12 25
No. 3, quart tins, 24 to case...	12 25
No. 3, quart bottles, 12 to case	5 50
No. 4, pint tins, 24 to case...	7 20
No. 4, pint bottles, 24 to case...	6 40
N.B.—Above are wine measure.	
Gallon tins, Imperial, 6 to case	13 50
5-gallon tins, Imperial, per tin	9 25
Barrels, 25 or 40 Imp. gals., gal.	2 00

Florida Oranges Now Coming Into Market

Toronto.

FRUIT.—Some of the new crop Florida oranges reached the market during the week and were quoted from \$4.50 to \$5 per box. Florida tangerines were also due to reach the market and quotations were being made on the basis of \$3.50 for half boxes containing 144's and 168's. For sizes 196's, 216's, 224's, and 250's the price was \$3.25. A carload of Mexican oranges also reached the local market and was quoted at \$3.50 per box. This was the first of this fruit to arrive this season. Box apples were in good sale, there being fairly large quantities of British Columbia and Washington State apples in the market. Some California box apples were also in evidence. California late Valencias were easier in price, due to the coming of California and Mexican oranges. California oranges were quoted from \$4 to \$5 per box. Grapefruit was in fairly good supply, Cuban, Florida and Jamaica all being in evidence. California pears in boxes were quoted at \$3.50 to \$4, a decline of 50c per box.

Apples—	
California, boxes	2 25
B.C., boxes	2 25
Ontario—	
Baldwins, No. 1, bbl.	5 75
Greenings, No. 1, bbl.	7 00
Kings, No. 1, bbl.	7 00
Northern Spys, tree runs	6 00
Mann, No. 1, bbl.	6 00
Do., No. 2, bbl.	5 00
Pewaukee, No. 1, bbl.	6 00
Do., No. 2	5 00
Starks, No. 1, bbl.	5 50
Do., No. 2	5 00
Ben Davis, No. 1, bbl.	5 00
Do., No. 2, bbl.	4 50
Winter varieties, straight, No. 3	4 50
N.S. Blenheim, No. 1	5 50
Do., No. 2	5 00
Bananas, yellow, bunch	2 50
Cranberries, Cape Cod, bbl.	15 00
Do., 50-lb. box	7 00
Grapefruit—	
Jamaica, 46s, case	3 50
Do., 54s, case	3 75
Do., 64s, 96s, case	4 00
Do., 80s	4 25
Florida, 36s, 46s, case	4 50
Do., 54s, 64s, 80s, 96s	5 00
Porto Rico, 36s, 46s	3 50
Do., 54s, 96s	4 50
Oranges—	
California Late Valencias—	
96s, 100s, case	4 25
126s to 250s	4 75
288s, 300s	4 00
Florida Oranges—	
96s, 126s, 288s, case	4 50
Tangerines, 144s-168s	3 50
Tangerines, 196s-250s	3 25
Lemons, Verdillis, case	7 00
Pears, Cal., box	3 50
Pineapples, Porto Rican, cs. 30-36s	4 00
Pomegranates, per box	3 50
Almeria grapes, keg	8 00
Emperor grapes, keg	5 00

British Columbia Onions Reach Market

Toronto.

VEGETABLES.—Some British Columbia onions reached the local market during the week and in 100-lb. sacks were quoted at \$3.50. Sweet potatoes were again in the market at \$2.50 per hamper. These potatoes are kiln dried for the purpose of making them keep to better advantage. Potatoes held in a fairly steady market. Some dealers still report a scarcity of cars to move stock from producing points. One car shipped in regular box car was reported damaged by frost during the week. For this reason shippers have to wait for refrigerator cars. Prices ranged from \$2.10 to \$2.25 for Ontario potatoes. New Brunswick potatoes were in the market for the first and were quoted at \$2.50 per

bag. Vegetables are moving slowly at present. Parsnips in bags were quoted at \$1.25.

Beets, bag	0 90	1 00
Brussel sprouts, quart	0 15	0 15
Cauliflower, doz.	1 25	1 65
Cabbage, Canadian, barrel	2 00	2 00
Carrots, bag	0 75	0 85
Celery, Ont., doz.	0 20	0 25
Do., Canadian, case	4 25	4 50
Lettuce leaf, doz. bunches	0 20	0 25
Canadian head lettuce, crate	2 75	2 75
Mushrooms, 4-lb. basket	2 50	3 00
Onions—		
Spanish, crates	6 00	6 00
Spanish, half crates	3 25	3 50
Do., Canadian, 75-lb.	2 75	2 75
B.C. onions, 100-lb. bag	3 50	3 50
Pickling, silverskin, 11-qt.	0 60	1 00
Potatoes—		
New Ontario, bag	2 10	2 25
Sweet, hamper	2 50	2 50
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, lb.	0 30	0 30
Parsnips, bag	1 25	1 25
Parsley, basket	0 35	0 40
Watercress, basket	0 30	0 50
Turnips, new, bag	0 60	0 75

MANITOBA MARKETS

WINNIPEG, Nov. 28.—Business generally is said to be very good between retailers and wholesalers. The former are still holding off on cereals, and it is pretty hard to sell them, as they are doing their best to clean up themselves.

One of the chief sources of trouble just now is the difficulty in getting anything in from California on account of the car shortage. Brokers state that the situation was never so bad, explaining that the reason for this is that military trains have the preference. By the time a train from Denver gets here there has been so much military stuff put on it that other lines have to be thrown off, and in this way are delayed. The result is that local houses are short on new stocks of dried fruits; but as several lots are now on the way, it is not likely there will be any shortage for Christmas. Some idea of the lateness can be gathered from the fact that figs had not arrived at time of writing, whereas last year they were here a month ago. Instead of getting raisins at the end of November, it is claimed it will be nearer January, although, as stated above, it is expected supplies will be sufficient to take care of Christmas trade.

Difficult To Give Information On Sugar

Winnipeg.

SUGAR.—It is admitted that the sugar situation has been improving here, although very few of the refineries are shipping as yet. Some of the brokers representing Eastern refiners state that they get very little information regarding the situation. The trade generally seem to be somewhat at sea regarding the sugar situation, and nobody seems to want to predict what is likely to happen to sugar within the next few weeks. It is known that the Wallaceburg people have been shipping in here during the past week in larger quantities, and this helped to relieve the situation consider-

ably. On the other hand, it is stated that one of the largest refineries, who have been delivering somewhat more freely than the others, have now refused to accept orders at all.

A Winnipeg wholesale house has addressed the following to their customers: "Mr. W. J. Hanna, Food Controller, has asked that we notify our customers that he has requested that we do everything in our power to discourage hoarding of sugar, and in accordance with this request we will only accept orders for sugar from retail dealers who will not sell more than one week's supply per family, except in cases where it would be impossible for the consumer to secure supplies weekly. The carrying out of this understanding is necessary for the retail dealers who desire to secure supplies of sugar.

"The present shortage of sugar is to a very large extent due to the fact that a number of consumers when they heard of an expected shortage immediately bought large quantities of this line, part of which they would not actually require for consumption for some time. The only way this hoarding can be stopped is by the retailer taking a firm stand and not giving his customers larger quantities than as above mentioned. We think that if the retailer would explain to his customers that we expect prices of sugar to be considerably lower after the first of the year it would no doubt greatly reduce the demand."

Brisk Demand For Cane And Corn Syrup

Winnipeg.

SYRUP.—The retail trade are now buying freely, both of corn and cane syrup.

NEW ORLEANS MOLASSES.	
24 by 2 lb. tins	\$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70
CORN SYRUP.	
Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 25

(Continued on page 41.)

FLOUR AND CEREALS

Flour Demand Brisk; Feed Oats Higher

Montreal.

FLOUR AND FEEDS.—With the brisk demand that has characterized the local flour market for some time, prices remain firm and unchanged. All grades are selling well, and millers and jobbers alike are finding plenty to keep their staffs busy. Licenses are being asked for in large numbers in accordance with the recent order-in-council regarding the export of wheat feeds of all kinds and kindred lines, but these apparently are not available yet. Early this week the announcement was made that the Department of Agriculture would take offers of mill feeds at competitive prices. This was done owing to the fact that feeds are needed urgently in our own country, while the United States prices for mill feeds are much higher, as agreed upon by the Government. Our Government is not, however, committing itself to meet the United States prices agreed upon there, but will be governed by their own judgment as circumstances warrant. Feed oats are quoted here at 3c advance, making the price 91c.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	.....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30
Bran, per ton	35 00	38 50
Shorts	40 00	44 00
Special middlings	50 00	51 00
Feed flour	61 00	75 00
Feed oats, per bushel	0 91	0 92

Rolled Oats Much Higher; Cereal Movement Fair

Montreal.

CEREALS.—There has been a decided advance in the prices of rolled oats and standard and granulated oatmeal this week. This is due to the firmness in the price of oats, and when it is remembered that the Western Canada oat crop was of smaller proportions this year it is to be expected that the market will hold firm. From the West comes our main supply of oats for this commodity, for, with the splendid and superior quality of the Western oats, a better product is secured, and this is in popular demand all seasons of the year. Corn flour is in firm position, with a tendency to higher prices. General demand for cereals is very satisfactory. The price of barley is very firm, with a tendency to higher levels.

Barley, pearl	6 90	8 00
Barley, pot. 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 75	7 00
Cornmeal, yellow, 98 lbs.	5 00	6 50
Graham flour, 98 lbs.	5 55	5 75

Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 60
Oatmeal, standard, 98 lbs.	5 50	5 75
Oatmeal, granulated, 98 lbs.	5 50	5 75
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	4 75	5 25
Whole wheat flour, 98 lbs.	5 55	5 75
Rye flour, 98 lbs.	5 25	5 50
Wheatlets, 98 lbs.	.....	5 80

Flour Prices Expected Soon

Toronto.

FLOUR.—Millers generally are expecting that the Food Controller will announce his decision with respect to the established price on flour about Dec. 1. In some quarters it is anticipated that the heavy demand on mill feeds may cause a readjustment in the upward direction, and that should this take place slightly lower prices on flour could be looked for when the price is established. In other words, if the millers are permitted to get a better price on the by-products of flour they would be content with a less profit on flour. It is expected that the price of feed will be established at the same time as that of flour. Demand for flour continues heavy. There was little in the wheat market of unusual note at prices paid at the fixed figure of \$2.21 per bushel for Manitoba wheat at Winnipeg. Prices in the local flour market held unchanged during the week.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	\$11.50	\$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	\$10.30-\$10.35	\$10.50-\$10.55
Second patents	10.15	10.35

Corn Flour And Hominy Advance

Toronto.

CEREALS.—Owing to the poor condition in which the new crop corn from the United States is coming forward millers have been disposed to raise the price on corn flour, hominy grits and pearl hominy to the extent of 55c per bag of 98 pounds. The basis on these cereals is now \$6.90 in five-bag lots city points and \$7 per bag in five-bag lots delivered at country points. Rolled oats are in firm market, advances to \$4.70 per bag and in some instances to \$4.85 per bag having been recorded. Demand for this latter commodity is reported good. There is a good demand reported for barley and split peas.

	Five Bag Lots F.o.b. Mills	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s.	\$6.50-\$7.00	\$7.75-\$8.00
Barley, pot, 98s.	4.85-5.00	5.00-5.75
Cornmeal, yellow, 98s.	6.25-6.35	6.50-6.75
Corn flour, 98s.	6.90-7.00	.....

Farina, 98s	5.75-6.00	6.25-6.50
Graham flour, 98s.	5.40-.....	5.40-5.50
Hominy grits, 98s.	6.90-7.00	.....
Hominy, pearl, 98s.	6.90-7.00	.....
Rolled oats, 90s.	4.70-4.85	4.40-4.70
Oatmeal, 98s	5.35-5.40	5.00-5.50
Rolled wheat, 100-lb. bbl.	5.50-6.00	6.00-6.25
Wheatlets, 98s	5.75-6.00	6.25-6.50
Peas, yellow, spit.	9.50-10.00	10.50-11.50
Blue peas, lb.	.....	0.10-0.13½

Above prices give range of quotations to the retail trade.

Millers All Behind On Millfeed Orders

Toronto.

MILL FEEDS.—Millers continue to be behind in their deliveries of mill feeds, due to the heavy demand that has developed from the farming communities. Straight cars of mill feeds are being quoted in some instances at \$2 premium over mixed cars. The bulk of the feed continues to go out in mixed cars. Mills are restricted to orders for thirty days by Government order. It is anticipated that the price of mill feeds will be fixed at the same time as flour prices are established by the Food Controller. Prices held unchanged during the week. In some quarters bran ranged as high as \$38 and shorts to \$44 in straight cars.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35-\$36	\$37-\$38
Shorts	40-42	42-44
Special middlings	.....	.....
Feed flour, per bag	.....	3.05-3.40

Rolled Oats 4.00; Cornmeal Declines

Winnipeg.

FLOUR AND CEREALS.—The price of first patents still stands at \$11, and is likely to remain there, as reports are to the effect that the Imperial Government has guaranteed the price of 2.21 for wheat until next August. Millers are working under government regulations as to profit. Business is exceedingly good. Bulk rolled oats are quoted at 3.75 by everybody. Manufacturers of package oats are taking for granted that the order issued by the Government that no package under 20 lbs. will be allowed will hold good, and are governing themselves accordingly. Cornmeal was selling at 6.15 last week end, but it will not be long ere new corn will be ready for milling, and prices will be much lower. Oatmeal stands at 4.15 for 98's. Bran and shorts are \$34 and \$38 respectively, and are hard to procure.

Flour—	
Best patents	11 00
Bakers	10 50
Clears	9 90
XXXX.	8 90
Cereals—	
Rolled oats, 80's	4 00
Rolled oats, pkgs., family size	4 75

Cornmeal, 98's	6 15
Oatmeal, 98's	4 15
Feeds—	
Bran, per ton	34 00
Shorts, per ton	38 00

MARKET REPORTS

(Continued from page 39)

5-lb. tins, 1 doz. case, per case.....	5 68
10-lb. tins, 1/2 doz. case, per case.....	6 41
20-lb. tins, 1/4 doz. case, per case.....	6 42
White Clover and Lilly White—	
2-lb. tins, 2 doz. case, per case.....	5 78
5-lb. tins, 1 doz. case, per case.....	6 18
10-lb. tins, 1/2 doz. case, per case.....	5 91
20-lb. tins, 1/4 doz. case, per case.....	5 92
Barbadoes Molasses—	
In half barrels, per gal.....	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	50-52
ROGERS SYRUP.	
24 by 2 lb. tins, case.....	5 25
12 by 5 lb. tins, case.....	6 15
6 by 10 lb. tins, case.....	5 75
3 by 20 lb. tins, case.....	5 60
12 by 3 lb. seal glass jars.....	4 20

Car Shortage Makes Dried Fruits Scarce

Winnipeg. **DRIED FRUITS.**—Difficulty in getting deliveries from California on account of car shortage has caused all California products to be three to four weeks late. Stocks in Winnipeg are in many cases exhausted, which means that everybody is waiting for new stuff, and it is difficult to satisfy the trade. However, there are several lots in transit, and jobbers are not anticipating any shortage for the Christmas trade. Typical prices quoted by local houses are as follows: Lemon, 23 1/2c; orange, 26 1/2c; citron, 31c.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10
80-90s, 25-lb. boxes, per lb.....	0 10 1/2
50-60s, 25-lb. boxes, per lb.....	0 12 1/4
Apples—	
Cal. fey., faced, 50-lb. boxes, lb.	0 23
Pears, choice, 10-lb. boxes, faced	0 16 1/2
Apricots—	
New, choice, 25's	0 23 3/4 0 25
New, choice, 10's, per box.....	2 48
Peaches—	
Choice, 25-lb. boxes	0 13 0 13 1/2
Choice, 10-lb. boxes	0 14
Currants—	
Fresh cleaned, bulk, lb., Australia- lian	0 23
Dates—	
Hallowee, 68-lb. boxes	0 20
Fards, box, 12 lbs.	2 30
Raisins, California—	
16 oz. fancy, seeded	0 11 3/4
16 oz. choice, seeded	0 11
12 oz. fancy, seeded	0 09 1/4
12 oz. choice, seeded	0 08 3/4
Raisins, Muscatels—	
3 crown, loose, 25's	0 11 1/4
3 crown, loose, 50's	0 10 3/4
Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes.....	0 10 1/2
3 crown, loose, 10-lb. boxes.....	0 11
Figs—	
Mediterranean, 33-lb. mats	0 08 3/4
Peel—	
Candied lemon, boxes, lb.....	0 23 1/2
Candied orange, boxes, lb.....	0 25 1/2
Candied citron, boxes, lb.....	0 30
Cut mixed, 7-lb. boxes	0 31 1/4

Winnipeg Jobbers Put Up Rice Quotations

Winnipeg. **RICE.**—Winnipeg wholesalers have at last evened up on price owing to the fact that contracts are pretty well cleaned

up, and they are all paying higher prices. There have been some small contracts placed for January-February-March shipments from Vancouver, but the trade are a little nervous at making contracts beyond that at present high prices.

Extra fancy Japan, 100-lb. bags.....	0 09
Fancy Japan, 100-lb. bags	0 08 1/2
Choice Japan, 100-lb. bags.....	0 07 3/4
Siam, 100-lb. bags	0 07 1/2
Tapioca, lb.	0 13 1/2 0 14
Sago, lb.	0 12 1/2 0 13

Typical Quotations On Whole Nuts

Winnipeg. **NUTS.**—The following prices are being quoted by a Winnipeg house on whole and shelled nuts:

Whole Nuts—	Per lb.
Almonds, Tarragona, sacks about 110 lbs.	0 20 3/4
Brazils, washed, sacks of about 150 lbs..	0 17
Filberts, Sicily, sacks of about 220 lbs..	0 21
Mixed, sacks of about 100 lbs.....	0 18
Peanuts, fancy roasted, sack of about 90 lbs.	0 16 1/2
Peanuts, special Jumbo, roasted, sack of about 90 lbs.	0 18
Walnuts, Grenobles, sacks of about 110 lbs.	0 19 3/4
Finest Shelled Nuts—	
Almonds, Valencias, 28-lb. boxes.....	0 42
Almonds, Jordan, 25-lb. boxes.....	0 50
Walnuts, halves, 55-lb. cases.....	0 58

Think \$6.00 Bushel Low For White Beans

Winnipeg. **DRIED VEGETABLES.**—Prices on white beans vary considerably. One jobber is quoting \$6 per bushel, and prices vary from that up to \$7. It is claimed by those who were selling at lower figures that as beans are due to arrive which have cost considerably less, they can afford to quote to-day at lower prices. However, they are of the opinion that \$6 is a low price for beans, and that the retail trade need not be afraid to buy at this figure. Lima beans continue firm, and are bringing 17 1/4c in sacks.

Barley—	
Pearl, 98-lb. bags, per bag.....	7 75
Pearl, 49-lb. bags, per bag.....	3 90
Pot, 98-lb. bags, per bag.....	5 50
Pot, 49-lb. bags, per bag.....	2 80
Pot, 24-lb. bags, per bag.....	1 45
Beans—	
Lima, large, about 80-lb. bags, per lb.	0 17 1/2
Lima, small, 100-lb. bags, per lb.....	0 14
Fancy white, bushel	6 00 7 00
Peas—	
Split, 98-lb. bags, per bag.....	11 25
Whole, yellow, soup, 2 bu. bags, per bu.	5 00

Canned Vegetables To Be Scarce Next Spring

Winnipeg. **CANNED GOODS.**—Pumpkins opened up around \$4 to the retail trade. The trade are not yet sure as to what gallon apples will open up at, the price named two weeks ago being only a tentative one. Jobbers report that there is a scarcity of most lines of vegetables, which will be felt particularly next spring. There is a sufficiency for fall requirements, but no surplus, and there is bound to be a scurry for stuff early next year. Furthermore, there is no apparent source of supply from the

United States market where prices are so high they are prohibitive. Salmon prices are soaring. Odd lots are being offered here at high figures, and are very quickly picked up.

Tea Firm, But No Western Changes

Winnipeg. **TEA.**—The tea market is reported to be very firm, but no changes locally are announced.

Jobbers Want Margarine To Be A Success

Winnipeg. **MARGARINE.**—Margarine is expected on this market within two or three weeks. A local jobber made the following statement: "There are certain regulations to go through before we can start handling this, particularly regarding securing permission from the Food Controller to handle it, also shipper's permit to export. When these are secured we shall be able to market this product. The trade as a whole realize that in the interests of the sale of margarine that the highest grade must be brought in. It is the intention of importers to do this.

B.C. And California Tomatoes Arriving

Winnipeg. **FRUIT AND VEGETABLES.**—There has been a decline in Florida grapefruit of 50c, the price now is \$5 per case. There are a few British Columbia and California tomatoes coming in. The British Columbia tomatoes are coming by express, and selling 4 basket crates \$2.75; California tomatoes are bringing \$2.50 per box of 25 lbs. There are a few Valencia onions arriving and selling at \$7.50 per 140 lb. cases. Parsnips are arriving better now, and are bringing \$4 per bag. Apples are a big seller to-day, and Spies are moving fast; these are selling at \$3 per box for No. 1's. Oranges are moving a little better now. Lemons are firm at \$9. Pumpkin and squash are nearly off the market.

Cabbage, lb.	0 03
Cauliflower, Cal. doz.	2 25
Celery, Cal., crate 100 lbs.....	7 50
Potatoes	1 10
Potatoes, sweet, bbl.	7 50
Pumokin and squash, lb.....	0 04
Carrots, cwt.	2 50
Turnips, ewt.	1 50
Head lettuce, Cal., doz.	1 00
Tomatoes, Cal., box 25 lbs.....	2 50
Tomatoes, B.C., 4-bkt. crate....	2 75
Onions, Valencia, large case.....	7 50
Onions, yellow and red, cwt.....	3 50
Parsley, home grown, doz.....	0 40
Peppers, green, imported, bu. bkt.	2 50
Parsnips, bag	4 00
Fruits—	
Apples, Nova Scotia, bbl.....	6 25
Apples, Wash. Jonathans, box....	2 25
Apples, McIntosh Reds, B.C., box	2 50
Apples, Spies, No. 1, \$3; No. 2, \$2.75; No. 3	2 50
Apples, Wagners	2 25
Oranges, Valencias	5 50
Lemons	9 00
Bananas, lb.	0 05 1/2
Pears, D'Anjou, crate	4 25
Pears, Wintennells	3 25
Grapes, Emperor, case	3 00
Grapefruit, Florida, case	5 00

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Nov. 27. — In wholesale circles November is dragging to a dull close. Bull and bear rumors regarding potatoes seem to about offset each other and prices for the last fortnight show little change. Pears are few and oranges high, but apples are selling well. The threatened slump is now not likely to materialize. Prices are \$2 and \$2.25 per box. Oranges are \$4.50 per box. Sugar and flour have shown no change in price for a fortnight. Rice is somewhat scarce but the demand has slackened slightly. The demand for beans is increasing and stocks are low. Japanese are now 15c and British Columbia 17c. Lard prices are unchanged but compound has advanced. Butter is also unaffected by the talk of margarine importations. High price has lessened the demand for fresh eggs. Storage eggs are moving more freely. Salmon is scarce and many canneries are unable to fill contracts even by using all grades.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	8 90
Flour, first patents, Manitoba, per per bbl., in car lots.	11 30
Rice, Siam, No. 1, per ton.	135 00
Do., Siam, No. 2.	110 00
Beans, Japanese, per lb.	0 15
Beans, B.C., white.	0 17
Potatoes, per ton.	23 00 36 00
Lard, pure, in 400-lb. tierces, lb.	0 25 1/2
Butter, fresh made creamery, lb.	0 48
Eggs, new-laid, in cartons, doz.	0 75
Eggs, B.C., storage.	0 58
Cheese, new, large, per lb.	0 25
Oranges, box.	4 50
Salmon—	
Sockeye, halves, flat case.	16 50
Tall, case.	14 00
Pinks, case.	8 25 10 25
Cohoos.	11 00 13 00
Chums.	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Nov. 27.—Rolled oats have advanced \$4.35, with every prospect of further advances. In the local market lye advanced \$1 per case. No. 1 storage eggs are quoted at \$12.50 to \$14 per case. Sago and tapioca advanced to \$14.50 per hundredweight. Gallon apples are quoted at \$2.90 and \$3 per case. Dried green peas are quoted at \$11.25 per hundredweight. New pack corn has now arrived and is quoted at \$5.15 and \$5.25 per case. Whole cloves have advanced to 50c per

pound. Smoked meats and cooked hams are 1/2c higher. Imported custard powders, canned shrimps, lamp chimneys, and pickles have advanced this week. Potatoes in the local market are quoted at from \$35 to \$38 per ton.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, No. 1 patents, 98s, per bbl.	11 00
Molasses, extra fancy, gal.	0 95
Rolled oats, 80s.	4 35
Rice, Siam, cwt.	7 00 7 50
Tapioca, lb.	0 14 1/2
Sago, lb.	0 14 1/2
Sugar, pure cane, granulated, cwt.	10 50
Cheese, No. 1 Ontario, large.	0 25 0 26
Butter, creamery, lb.	0 45
Do., dairy, lb.	0 40
Lard, pure, 3s, per case.	16 20
Eggs, No. 1 storage, case.	12 50 14 00
Tomatoes, 2 1/2s, standard case.	5 00 5 50
Corn, 2s, standard case.	5 15 5 25
Peas, 2s, standard case.	4 00
Apples, gals., Ontario, case.	2 90 3 00
Strawberries, 2s, Ontario, case.	6 20 6 85
Raspberries, 2s, Ontario, case.	6 20 6 85
Peaches, evaporated, lb.	0 15 1/2
Peaches, 2s, Ontario, case.	4 75
Lemons, case.	9 50
Salmon, pink, tall, case.	8 75 9 50
Salmon, Sockeye, tall, case.	16 00
Do., halves.	13 00
Potatoes, per ton.	35 00 38 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 27.—Eggs and butter, which have maintained high prices for several weeks, despite actual market conditions, now begin to show the influence of conditions affecting the sale of these commodities. The announcement respecting the over-supply of eggs has produced a decline of 3c. New-laid are now quoted at from 50c to 52c per dozen. Creamery butter, which is facing margarine competition, dropped 2c, and is now quoted at from 45c to 48c. In both lines heavy reductions are anticipated before long. Granulated cornmeal advanced, and is now quoted at \$13.75. Cream of tartar is again higher, and is quoted at 71c to 76c. Lemons show a higher range from \$8 to \$9. Grapefruit is easier at from \$5 to \$6.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 55
Ontario.	11 95
Cornmeal, gran., bbls.	13 75
Cornmeal, ordinary, bags.	4 75
Molasses, extra fancy, gal.	0 78 0 80
Rolled oats, bbl.	10 00
Beans, yellow-eyed.	10 00
Rice, Siam, cwt.	8 50 8 60
Sago and tapioca, lb.	0 17 0 18
Sugar—	
Standard granulated.	9 15 9 20
No. 1 yellow.	8 65 8 70
Paris lumps.	10 50 10 75
Cheese, N.B., twins.	0 24 0 25
Eggs, new-laid.	0 50 0 52
Eggs, case.	0 46 0 48
Breakfast bacon.	0 34 0 35
Butter, creamery, per lb.	0 45 0 48

Butter, dairy, per lb.	0 44 0 46
Butter, tub.	0 40 0 44
Lard, pure, lb.	0 30 0 30 1/2
Lard, compound.	0 24 0 24 1/2
American clear pork.	64 00 70 00
Beef, corned, ls.	4 25
Tomatoes, 3s, standard, case.	5 10
Raspberries, 2s, Ont., case.	5 40
Peaches, 2s, Ontario, case.	4 30
Corn, 2s, standard case.	4 80
Peas, 2s, standard case.	3 80
Apples, gals., N.B., doz.	4 00
Strawberries, 2s, Ont., case.	5 00 5 25
Pork and beans, case.	4 00 5 50
Salmon, Chums.	8 00 8 50
Sardines, domestic, case.	6 75
Cream tartar.	0 71 0 76
Currants, lb.	0 20 0 21
Raisins, choice, lb.	0 12 1/2
Raisins, fancy, lb.	0 12 1/2
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 14 0 14 1/2
Candied peel, citron.	0 35 0 37
Candied peel, orange and lemon.	0 28 0 30
Evaporated apricots, lb.	0 21
Apples, N.S., bbl.	2 50 5 50

Potatoes—

New, native, barrel.	4 00
Onions, Canadian, 75 lbs.	2 90 3 00
Lemons, Cal. Messina, case.	8 00 9 00
Oranges, California, case.	5 00 6 00
Grapefruit, case.	5 00 6 00

WHEAT SUBSTITUTES FOR BREAD

Even in Brazil they are making experiments with wheat substitutes for bread. At Sao Paulo all the mills are trying out corn, manioc flour, rice flour and other substances to find something that will serve in manufacture with wheat flour. Corn has been successfully used, but manioc flour seems to be the favorite substance for experiment because it is abundant and cheap. This flour is made from the root of the manioc. It has been on the market in this country as "manioca," for use in puddings. There is little difference between it and cassava; indeed they come from the same plant. The difference is one of locality rather than of quality. It is fine stuff and would make good bread material if used with wheat flour strong enough to carry it, for it is almost pure starch.

CASH SALES ONLY

The grocers and butchers of Brandon, Man., have made an agreement to sell only for cash on and after December 1. It is expected that other tradesmen will also take up the movement. Sixty-five of the leading business men of the city were present when the decision was arrived at. Addresses were given by Henry Detchen and J. W. Kelly of Winnipeg in which they declared that the matter of conducting food retail business at reduced cost was one of national defence. D. A. McKenzie of Souris and H. I. Montgomery of Deloraine also spoke, and Mayor Cater of Brandon endorsed the movement.

PRODUCE, PROVISIONS AND FISH

Leaks that May Kill the Profits

Loopholes for Waste in the Provision Department That May Make it a Drag on Business—Many Merchants Have Made it an Outstanding Department by Watching These Elements of Possible Loss.

MANY grocers are unquestionably making of their provision department one of the feature departments of their store. Not only have they built up the sales in this department, but they have made these sales show an attractive profit, a thing that not all merchants are so careful about.

Unfortunately many merchants think that this department will run itself, or at least will worry through with a minimum of attention. Well perhaps it will but it is decidedly unlikely that having done so, it will show any profit. Of course the merchant may not know that. He may be happily ignorant that it is daily losing him money, but it is doing so all right. Now there are some lines that must of necessity be sold at a minimum of profit. There are even lines that it may be the part of wisdom to

handle at no profit. It is safe to say however that the provision department does not come in this category. It is a big line and should be one of the profit-builders of the store.

One of the Premier Lines

As a matter of fact, there is probably no line that the grocer handles that will repay him more handsomely than the goods in this department, but they won't do that all by themselves. This department like all others needs some careful coaxing, it needs a more or less constant supervision.

Headwork in Buying

The merchant who makes a success of this department must do so by first of all using some real headwork in the matter of buying. And it is to be remembered that there is more in the mat-

ter of buying than the mere matter of price, important as that is. The buyer may purchase at a figure well below the market quotation, and yet face a loss on that purchase if he does not take into account the preferences of his customers. To load up on what the customer does not want is the height of folly. It means either a loss or a dissatisfied patron, and it is impossible to make a business pay on either basis.

One of the first points therefore is to know just what goods the customer wants. It is a considerably simpler matter to find this out than to invent ways and means of selling that customer the goods that are not wanted, and the net result of the former method is an asset instead of a debit. The best buyer is the one who buys exactly what the customers of that particular store demand.



The Geo. F. Howell store, 523 Dundas Street, Toronto. Mr. Howell lays special stress on the provision business, and has built up a strong department in this line.

Bridging Profits

Then there is also the matter of profit. Bridging profits is one of the established customs of far too many stores. It may be possible to get enough profit in one department to make up a deficit in another, but it is poor business. It means that for some things they are charging a higher figure than they are worth, and for other goods you are not charging enough. It is of course an absolute essential that every merchant should know what his business costs him to operate, and to gauge his profits thereby, but if he persistently applies this process of bridging his losses and profits, even this precaution may not save him. He should unquestionably know what each department costs, and make each department stand on its own feet. There are but few cases where there can be any variation from the rule that every line should carry a profit, and when there is such a variation, it certainly should not be on such an important department as that of provisions.

Where Waste Creeps In

Then there is the item of waste. Even satisfactory profits may be overwhelmed by the wastes that creep into merchandizing systems. That applies to all items of business, but peculiarly so to the provision department. It is not so much that the element of profit is lacking, but that it is frittered away.

Most people are familiar with some store where on the provision end of the counter there is a sizable array of ends of ham and bacon and other meats. They stay there for a while perhaps waiting a customer until they take on an unprepossessing appearance, and are ultimately scrapped, and very possibly the merchant in figuring his profits quite fails to take into consideration these ends varying from one to two pounds in weight, and costing the merchant as much as the finest slices in the whole piece. There is one of the outstanding reasons why many merchants are failing to make this department a paying venture. The better equipment now generally in use is doing away with the last shred of an excuse for this wastage. The different meat cutting devices, properly used, are a protection against this loss; but the merchant must be behind this saving. No machine can take the place of business grey matter.

The odds and ends should not be lost. The merchant buys by the piece, and pays for rough ends as well as mellow centres. If the customer wants better treatment than that, then they should be made to pay a premium for the privilege. If however these ends are fairly divided among different customers, no one will suffer and the merchant will be protected.

Shrinkage a Means of Loss

There is just another element of waste that might be noted in this connection, and that is due perhaps to a lack of knowledge on the part of the merchant that cut bacon exposed to the influence of the air will shrink and lose weight.

The influence of a new meat cutter and a spare moment may be toward an indiscriminate cutting of a large supply of bacon. This is a mistake that means an actual loss. Bacon will keep better and look better if cut when it is actually required, and in this way an item of waste may be guarded against.

These are a few of the points a knowledge of which may be made the basis for a thoroughly sound business. A failure to guard these points of possible loss may be sufficient to turn one of the profitable ends of the merchant's business into an actual drag on its prosperity.

averaging about 6 pounds in weight; flesh firm but much paler in color than the Red salmon.

The Humpback or Pink salmon, the smallest of the five, averaging about 4 pounds; flesh is pale pink and soft.

The Chum or Keta salmon, averaging about 8 pounds; flesh yellowish in color.

The Steelhead, although commercially classed as salmon, properly belongs to the trouts. As they are much sought after by the fresh fish dealers but few are canned.

These various grades of salmon appeal to very different tastes, for that reason, grades that are marketable in one section are not in demand in another. The distribution of canned salmon is about as follows:

The Quinnot, Tyee, Chinook or King salmon, principally the United States.

The Red, Blueback or Sockeye, throughout the world.

The Coho, Medium Red or Silverside, principally the United States, although of recent years it has been selling in England.

The Humpback or Pink, principally the United States; some in Australia, South and Central America and the Orient; also of recent years to England in limited numbers.

The Chum or Keta salmon, United States.

So far as possible the handling of the fresh salmon is done by machinery. Flat cans are filled by hand, the workers being supplied with gloves for this purpose twice a day.

All grades of salmon are packed in exactly the same manner.

Salmon are canned in three styles of cans, one-pound talls, one-pound flats and one-half pound flats. The shape of the can does not signify any particular grade or quality of fish.

The so-called "Sanitary" cans have no vent holes on the top. The old style process, by which a considerable quantity is still being packed, shows two soldered holes in the top. The first was for the purpose of permitting the steam and gas to escape while passing through the soldering machine, and the second was caused by the cans being vented at the end of the first cooking to permit the surplus gas, steam and water to escape. Both processes turn out an excellent product, although the former is rapidly superseding the latter, mainly for mechanical reasons.

Absolutely no foreign substance, except one-fourth ounce of fine salt to give the fish a flavor, is placed in the can.

FIXING THE SPREAD IN FISH PRICES

The Food Controller has taken the matter of fish prices in hand and has decided what profits shall be received by the different branches of the fishing industry. By this regulation the wholesaler is permitted a maximum spread of one cent over and above freight charges, the distributor shall have a maximum spread of three cents over and above rail rates.

**BE LOYAL!
EAT FISH!**

Attractif Specials for Tuesday

- Finest Niagara Whitefish, lb. 18c
- Cod, steak 16c
- Cod, piece 15c
- Haddock 12c
- Cod (whole fish) . . 12c
- Halibut Steak 35c
- Finnan Haddie 17c
- Mackerel 20c
- Salmon Trout 17c
- Ciscoes 22c

Shell Oysters, Bulk Oysters and Kippers.

FRUITS

- "McIntosh Red" Apples, box \$3.40
- Large Florida Grape Fruit, dozen \$1.35

POULTRY

- Roasting Chicken . . 35c
- Ducklings 35c
- Geese 27c
- Turkeys 40c

Ask For Our List of Overseas Boxes.

F. SIMPSON & SON
734-8 YONGE ST.
Phone North 5180

A Good Type of Fish Advertisement

SOME SALMON FACTS

A Word as to the Different Names.—Where the Different Species Find Their Best Sale—Something About Canning

The Red, Blueback, Sockeye or Quinault, a small fish ranging from 4 to 12 pounds, with average about 5 pounds; flesh firm and intensely red in color.

The Quinnot, Chinook, Tyee, King or Spring salmon, the largest of all, averaging about 22 pounds, but often much heavier; flesh from pale to deep pink in color and rich in flavor.

The Coho, Medium Red or Silverside,

THE MARKETS AT A GLANCE

P RIME interest in the produce and provision market centred around the shortening situation during the week. An embargo placed on the shipment of cottonseed oil by the United States Government has had the effect of shutting supplies of raw materials out of this market entirely for the time being. Stocks were light and manufacturers in some instances have soon reached the limit of their stocks. As a result some of the makers have been out of the market entirely for some days past. It is anticipated that stocks will be brought forward under license and that the matter will be righted in time. In the meantime, however, prices on shortening are firmly held. Lard is also in a firm tone, due to the good demand and comparatively high prices in the United States markets. Eggs were in weaker market with a decline recorded in certain quarters. Butter was also in weaker undertone, although no change in price was recorded. Turkeys have been reaching the market in better supply, there being evidence that producers are ready to dispose of them more readily. Prices on turkeys, geese and ducks were all slightly higher. Meats were in slower demand and prices held steady with the exception of pickled rolls, on which higher quotations were made in some quarters. Trade in produce and provisions is fair.

Live Hogs Climbing; Receipts Are Fair

Montreal.

LIVE AND DRESSED HOGS.—Live hogs have been in good demand again this week; the market is firm and quotations are 50c per cwt. higher. Receipts are very fair and the quality has been reported quite a little better. There is a good demand all round and conditions are satisfactory. The prices asked for dressed hogs are likewise higher and these are now quoted at from \$25.50 to \$26 per 100 lbs.

Hogs, dressed	25 50	26 00
Live	18 50	19 00
Hams—		
Medium, per lb.	0 30	0 31
Large, per lb.	0 29	0 29½
Bacon—		
Plain	0 39	0 40
Boneless, per lb.	0 41	0 42
Bacon—		
Breakfast, per lb.	0 38	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 42	0 44
Hams, roast, per lb.	0 46	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Supplies of Lard Short Cottonseed Receipts Small

Montreal.

LARD.—There is much difficulty in securing delivery of crude cottonseed oil and this has tended to a firming of the market in lard. Dealers' stocks do not seem to be heavy and the scarcity of the refiners' cottonseed needs, due to transportation difficulties in addition to the new quotations for hogs, will keep prices firm with a tendency to higher prices in the near future.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 60 lbs.	0 28½	0 29
Pails	0 28½	0 29½
Bricks, 1 lb., per lb.	0 29½	0 30

Shortening Some Higher; And Is In Fair Demand

Montreal.

SHORTENING.—The refiners have some trouble in getting delivery of cottonseed oil and this has held back supplies of shortening. Stocks here are fairly light and there is a tendency to a firm market. Indeed there is already a firmer quotation on tierces and tubs of about half a cent per pound.

Shortening—		
Tierces, 400 lbs., per lb.	0 24½	0 24½
Tubs, 50 lbs.	0 24½	0 24½
Pails, 20 lbs., per lb.	0 23½	0 24½
Bricks, 1 lb., per lb.	0 25½	0 26½

Poultry Deliveries Better And the Demand is Good

Montreal.

POULTRY.—With the arrival of colder weather there is a noticeable improvement in poultry receipts and this is well, as the demand has increased and will continue to be brisk during the next few weeks. Birds are in good condition, but there is a noticeable falling off in live poultry receipts and a corresponding increase in the receipts of dressed. Turkeys are coming to hand very well and are in prime condition in most instances. During the present week there is but one poultry show of importance, which will be held at Napanee. Prices remain firm. Geese are now quoted at 14c to 17c per lb. and turkeys are a shade easier.

Poultry—		
Old fowls	0 18	0 19
tened, lb.	0 23	0 28
Old roosters	0 18	0 19
Roasting chickens	0 28	0 28
Young ducks	0 17	0 21
Turkeys (old toms), lb.	0 24	0 27
Turkeys (young)	0 24	0 27
Geese	0 14	0 17

New Laid Eggs Sixty Cents Some Storage Stock Moves

Montreal.

EGGS.—New laid eggs are very scarce everywhere in this district and as this becomes accentuated, the prices

per dozen this week and prices are from 60c to 65c as against 55c to 60c last week. It would seem that some considerable quantities of storage eggs had been shipped out, although the reports obtainable are conflicting. Canadian storage is reported large in some places, although Montreal dealers state from several quarters that these are not very heavy here. One large produce firm reports that space is promised for December export as from St. John, N.B., and Portland, Me.

Eggs—		
New-laid (specials)	0 60	0 65
Selects	0 46	0 47
No. 1's	0 42	0 43
No. 2's	0 42	0 40

Cheese Prices Are Firm Most Factories Now Closed

Montreal.

CHEESE.—The factories making cheese have nearly all closed for the season. It is realized that first-class cheese cannot be produced when the cows are fed, that is, unless this feed is select and little fodder used. Some cheese was sold here at a reduced price, but this was on account of its inferior quality. In Great Britain the stocks on hand are much smaller than they were a year ago, and the same condition applies here. It is to the credit of Canadian cheese makers that their product is always in favor. There is a tendency to firmness but with prices unchanged.

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Quality of Butter Received Poor: Storage Stock Easier

Montreal.

BUTTER.—What butter is now being received here is of inferior quality and some is graded No. 3. For this produce men are asking 42c and 43c per lb. The demand for butter keeps fair. On the other hand it would appear that some districts are producing a better grade of winter made butter than previously, and if care be exercised there will doubtless be a better demand for it. There is a great scarcity in England and in some parts no butter is for sale, a condition rather unprecedented. There have been a few sales here, one or two of which have been at slightly lower quotations, but with a fair demand the following prices are maintained, a slightly easier price being quoted on storage creamery:

Butter—		
Creamery prints (fresh made)	0 44½	0 45½
Creamery solids (fresh made)	0 42	0 45
Dairy prints, choice, lb.	0 42	0 43
Dairy, in tubs (choice)	0 40	0 40
Creamery, storage, solids	0 45	0 45
Do., storage, prints	0 45½	0 45½

Smoked Haddies Advanced Prices Firm Generally

Montreal.

FISH.—With weather conditions colder here, there is a bigger demand for

salt and frozen fish and a correspondingly less demand for the fresh varieties. The close of navigation will have some considerable effect on the shipments to water route points. Prices on fish shipped in from western lake points will, it is thought here, be more settled during the winter season. This, however, remains to be seen as the season progresses. Fishing on the East coast has been satisfactory, notwithstanding very unfavorable and stormy weather. Large quantities of haddock, codfish, pollock, hake, etc., will be available and also increased supplies of finnan haddies and fillets, with prices about the same as are now quoted. Some cars of frozen salmon, halibut and other fish are now en route to Montreal and the prices on these will perhaps be higher. During the summer there has been such a keen demand for fresh fish that there are few supplies available now for freezing. The short catch of sockeye has compelled the packers to buy any other varieties that they could secure to help them take care of orders in hand and demand generally. Haddies (smoked) are quoted 1c higher this week, green cod \$1 bbl. higher, scallops 25c bbl. higher, gaspereaux 2c each higher while fresh frozen salmon are a trifle cheaper.

SMOKED FISH.

Haddies	0 15	0 16
Haddies, fillet	0 17	0 18
Smoked herrings (med.), per box	0 18	0 18
Bloaters, per box 60/100	1 75	
Kippers, per box 40/50	2 40	

SALTED AND PICKLED FISH

Herring (Labrador), per bbl.	\$12 00	
Salmon (Labrador), per bbl.	23 00	
Salmon (B.C. Red)	25 00	
Sea Trout, red and pale, per bbl.	18 00	
Green Cod, No. 1, per bbl.	15 00	16 00
Green Cod (large bbl.)	16 00	17 00
Mackerel, No. 1, per bbl.	21 00	
Codfish (Skinless), 100-lb. box	11 00	
Codfish, 2-lb. blocks (24-lb. case)	0 17	
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15	
Codfish, Shredded, 12-lb. box	2 25	

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 45	
Prawns, lb.	0 30	
Shrimps, lb.	0 28	
Scallops	3 75	

FRESH FROZEN SEA FISH.

Halibut	22	23
Haddock, lb.	07½	8
Mackerel	12	
Cod steak, fancy, lb.	09½	10
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe		25

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 09½	0 10
Whitefish, lb.	0 12	0 13
Lake trout	0 15	0 16
Eels, lb.	0 12	0 12
Dore	0 15	0 16
Smelts, No. 1	0 15	0 15
Smelts, No. 1 large	0 20	0 20

Oysters—		
Ordinary, gal.	2 25	
Malpeque oysters, choice, bbl.	11 00	
Malpeque oysters (med.) bbl.	10 00	
Cape Cod shell oysters, bbl.	11 00	
Clams (med.), per bbl.	9 00	

FRESH FISH

Haddock	0 07½	0 08
Steak Cod	0 09½	0 10
Market Cod	0 06½	0 07
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 17	0 18
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	0 07	0 07
Western Halibut	0 23	0 25
Eastern Halibut	0 25	0 26
Flounders	0 10	0 10
Perch	0 09	0 10
Bullheads	0 13	0 13
Whitefish	0 15	0 16
Eels	0 10	0 10
Mackerel (large), each	0 20	0 20
Mackerel (medium), each	0 18	0 18

Lumber Trade Shows Falling

Toronto.

PROVISIONS.—With fairly good arrivals of hogs during the week, the tendency in provisions has been toward steadiness, with the exception of pickled rolls, which have shown an upward tendency to the extent of \$1 per barrel in some quarters. Live hogs held in steady market, the quotations being made on the basis of \$18 per hundred for fed and watered. The demand for barrel pork from the lumber camps gives evidence of petering out, as some of the large concerns report considerably less activity from that quarter during the week.

Hams—		
Medium	0 30	0 31
Large, per lb.	0 24½	0 29
Bacon—		
Plain	0 38	0 42
Boneless, per lb.	0 44	0 46
Bacon—		
Breakfast, per lb.	0 37	0 40
Roll, per lb.	0 28	0 31
Wiltshire (smoked), per lb.	0 34	0 34½
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29
Fat backs		
Cooked Meats—		
Ham, boiled, per lb.	0 42	0 45
Hams, roast, per lb.	0 43	0 40
Shoulders, roast, per lb.	0 38	0 37
Barrel Pork—		
Mess pork, 200 lbs.	52 00	53 00
Short cut backs, bbl., 200 lbs.	56 00	58 00
Pickled rolls, bbl., 200 lbs.	52 00	54 00
Hogs—		
Dressed, abattoir killed	25 00	26 00
Live, off cars	18 25	
Live, fed and watered	18 00	
Live, f.o.b.	17 25	

Embargo On Oils For Shortening

Toronto.

SHORTENING.—Owing to an embargo that has been placed on the shipment of cottonseed oil from the United States the supplies that ordinarily would come into the Canadian market have been shut off now for a week or ten days. This embargo has been placed by way of conserving supplies in the United States, so that strict regulation can be had over the export. It is expected that the Allies of the United States will be able to secure permits to get their usual supplies. But in the meantime until this system gets working no supplies have been coming into Canada. Prices in the local market accordingly were firmer by ¼c to ½c per pound on tierce basis ranging up to 25c per pound. There is a good demand for shortening. Some manufacturers whose supplies of cottonseed were rather low have been out of the market until such times as further supplies can come forward.

Pure Lard Advances ½c Pound In Week

Toronto.

LARD.—The firmness in the lard market noted last week has resulted in quotations being made quite generally at

28½c per pound tierce basis. Stocks of lard are light and demand has been good. The American market is in a strong position, being some 4½c higher than the local market when the duty and freight is paid. There is a firm undertone in the lard market, which seems to hold out very little hope of lower prices in the near future.

Lard—

Pure tierces, 400 lbs., per lb.	0 28½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.	

Undertone To Butter Market One Of Weakness

Toronto.

BUTTER.—There is an undertone of weakness to the butter market, although lower prices did not actually materialize. Commission men are of the opinion that there is not any too much butter in the country, however. There is a feeling that margarine will be tried out quite generally, as there is a lot of interest in the product. Some wholesale grocers are preparing to handle the commodity, and have arranged for a grade to sell at about 30c per pound. As to whether people will continue to give their patronage to this substitute for butter is a question that is still undecided in the minds of commission men. The whims and tastes of the consuming public are quite fickle. In the meantime butter prices in the local market held unchanged.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 43	0 44
Dairy prints, choice, lb.	0 43	0 45
Dairy, prints, lb.	0 35	0 40

Storage Eggs Go Down 1c Per Dozen

Toronto.

EGGS.—The weakness in storage eggs made itself more strongly evident by a decline in price of 1c per dozen in some quarters. The lower range of quotations was from 45c to 46c per dozen for storage selects and 42c to 43c for No. 1 storage. New-laid continue to be very scarce and prices took on a firmer tone, quotations having been raised to 60c and 65c per dozen. The market would seem to point toward a further weakening in the price of storage eggs, induced by the heavy stocks that are being held on this continent. There has been some space for import of eggs within recent days, and this has helped to give some buoyancy to a market that otherwise would perhaps give greater evidence of weakness.

Eggs—

New-laid, in cartons	0 60	0 65
Storage selects, ex-cartons	0 44	0 47
Storage, No. 1, ex-cartons	0 42	0 44

Reports On Cheese Make Not Yet Made

Toronto.

CHEESE.—Although the season's make of cheese is about completed, there have been no official returns so far as to the actual production of cheese in Can-

ada during the year. The Department at Ottawa intimates that it will be some time in the future before the statistics are compiled. There is a quiet tone to the cheese market now that the factories have practically completed their operations for the season. Quotations held unchanged at the figures of last week, with a fair demand reported.

Cheese—

New, large	0 22½	0 23½
Old, large	0 24	
Stilton (new)	0 25	0 26
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Producers More Eager To Sell Turkeys

Toronto.
POULTRY.—There was a more general disposition on the part of producers to market their turkeys during the week. The best producing sections this year appear to be in the neighborhood of Peterboro, Lindsay, Kinmount, and Fenelon Falls. Considerably better prices were paid during the week to producers, which may have had some effect in bringing the turkeys out. Quotations for live turkeys were raised from 18c to 24c, and quotations were made on the basis of 20c to 25c, the lower price being for old tom or hen turkeys and the higher price for young live birds. Quotations on dressed turkeys were advanced to 25c and 30c per pound. Chickens came into the local market in fairly good quantities, but the demand was not heavy, and local dealers took occasion to place some of the arrivals in cold storage.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$0 13-0 17	\$0 16-0 21
Geese	0 15-	0 18-
Turkeys	0 20- 0 25	0 25- 0 30
Roosters	0 18- 0 19	0 17- 0 18
Hens, over 5 lbs.	0 18- 0 19	0 17- 0 18
Hens under 5 lbs.	0 18- 0 19	0 16- 0 20
Chickens, 4 lbs. and up.	0 19- 0 20	0 23- 0 25
Chickens, under 4 lbs.	0 17	0 21- 0 22
Squabs, dozen	4 50	

Prices quoted to retail trade:

Geese	0 17- 0 19	0 20- 0 23
Hens	0 13- 0 16	0 20- 0 25
Ducks	0 18- 0 22	0 22- 0 25
Chickens	0 16- 0 18	0 23- 0 28
Turkeys	0 20- 0 24	0 30- 0 35

Run Of Fresh Lake Fish Over; Frozen Now In

Toronto.
FISH, OYSTERS.—With the bad weather that has prevailed on the lakes for a week past the fishermen have been driven ashore and supplies of fresh fish have been practically nil during the week. Lake herring was expected to be plentiful this week, but fishermen reported the lake was frozen over and prevented their operations. Trout and whitefish supplies were also very limited. Wholesalers have been conserving the stock of herring to the best of their ability through freezing of these fish. One wholesaler alone in Toronto put away two carloads. Other wholesalers also took care of considerable quantities to be turned into ciscoes. Cod, with heads on, is also off the market. Herring prices were higher by 1c per pound during the week. Lower-priced oysters were

cleaned out of the market, quotations now ranging from \$2.75 per gallon to \$3.50. Demand for oysters is fair.

SMOKED FISH.

Haddies, per lb., new cured	0 12	0 15
Haddies, fillets, per lb.	0 15	0 18
Kipperd herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	1 85	2 00

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks	3 00	3 40
Acadia cod, 2-lb. blocks	4 00	4 50
Halifax shredded cod, 24s.	2 00	2 20
Salt mackerel, kits 15 lbs.	2 25	2 50
Labrador salt herring, barrels		10 00
Do., half barrels	5 00	5 50

FRESH SEA FISH.

Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 14	0 15
Do., red spring	0 23	
Do., Cohoe	0 20	
Haddock, fancy, lb.	0 09	0 10
Herrings, frozen	0 04	0 06
Steak, cod, fancy, lb.	0 10	0 11
Haddock, heads on, lb.	0 08	0 10
Cod, market, heads on, lb.		
Mackerel, frozen, lb.	0 12	0 13
Flounders, lb.	0 09	0 10
Swordfish, lb.		

FRESH LAKE FISH.

Herring, per lb.	0 07	0 08
Pike, lb.		0 12
Whitefish, lb.	0 13	0 15
Do., frozen, lb.	0 12½	0 13
Trout, lb., frozen	0 12	0 14
Tullibee, fresh, lb.	0 09	0 10
Oysters, per gal.	2 30	3 50
Blue points, bbl.		11 00
Malpeque, bbl.	12 00	15 00

Hot Weather Eggs Make Demand Less

Winnipeg.
PRODUCE AND PROVISIONS.—The run of hogs has been fairly heavy, the price, however, remaining firm. The market last week advanced from 16c to 16¾c. Provision prices also remained very firm. The market on pure and compound lard advanced half a cent and one cent respectively, this being due to the fact that the American Government has stopped the exportation of cotton seed oil. Butter—Creamery prices and dairy prices have remained unchanged, and there is very little to report. There is a good demand for creamery butter, and wholesalers seem to think it will stay around the present level. Eggs.—The situation is somewhat improved owing to the fact that ocean space has been secured for some contract orders. Although there is still a large quantity of hot weather eggs on hand, there is a tendency on the part of retailers to swing to early storage eggs, and thereby get select stock. The consuming public have had a lot to do with this; there were so many hot weather eggs going on the market, and the quality was so poor, the demand commenced to fall off, with the result that packers commenced to bring out their early storage eggs. Quotations to-day are: No. 1 candled 42c, selected eggs, 45c-47c. Cheese.—There is no change in this market.

Hams—

Light, lb.	0 30	0 32
Medium, per lb.	0 28	0 30
Heavy, per lb.	0 26	0 28

Bacon—

Breakfast, per lb.	0 34	0 36
Breakfast, select, lb.		0 39
Backs, regular		0 38
Backs, select		0 45

Dry Salt Meats—

Long clear bacon, light.	0 27	
Backs	0 31	

Barrelled Pork—

Mess pork, bbl.	48 00
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Lard, Pure—

Tierces	0 27
20s	5 80
Cases, 5s	17 03
Cases, 3s	17 10

Lard, Compound—

Tierces	0 23
Tubs, 50s, net	11 63
Pails, 20s, net	4 90

Fresh Eggs—

No. 1 candled	0 40	0 42
Select	0 45	0 47

Cheese—

Ontario, large fresh	0 24	0 24½
Manitoba, large fresh		0 23½

Butter—

Fresh made creamery, No. 1 cartons	0 45	
Fresh made creamery, No. 2	0 44	
Dairy, prints	0 40	
Dairy, tubs	0 38	0 39

B.C. Smelts At 7c; Fresh Lake Herring 12c

Winnipeg.
FISH AND POULTRY.—Frozen salmon and frozen halibut are in good supply: Fresh salmon is finished. A new arrival on the market is Pacific coast smelts, selling at 12c; these usually arrive during the winter. Another arrival is fresh lake herring at 7c; there is not a big demand for these, and as a rule they do not arrive until the lake freezes up; the mild weather has permitted the arrival of a few fresh ones. There is a fair demand for fresh killed poultry and prices are a little stronger than they were a week ago.

Pickarel, frozen, cleaned	0 12
Haddock, frozen	0 09
Salmon, frozen	0 18
Halibut, frozen	0 20
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Lake trout	0 17
Mackerel, frozen	0 14
Finnan haddie, lb.	0 14
Salt herrings, new, ½ bbl.	7 25
Salt herrings, 20-lb. pails	1 85
Smelts, Pacific Coast	0 12
Smelts, extra	0 23
Brook trout, frozen	0 35
Sea herring	0 07½
Goldeyes	0 05
Smoked goldeyes, doz.	0 70

Poultry—

Roasting chickens, lb.	0 22
Fowl, lb.	0 19
Domestic ducks	0 24
Turkeys	0 30

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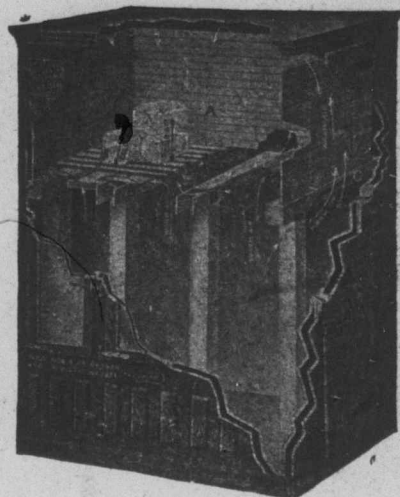
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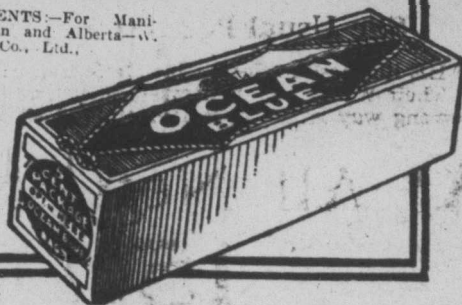
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Gadsby's Story of the Union Government

GADSBY is saturated with Ottawa knowledge—much of it of the inside variety. He pokes about, talks with big men; and big men, and lesser ones, talk with Gadsby. Useful sort of man, is Gadsby. What he hears and learns he writes about for MACLEAN'S; and in this story of his about the new Union Government, he reveals the undercurrents on the movement that developed into negotiations, and which finally resulted in a Union Government. Gadsby adds interesting biographical information to his brilliant study.

Robt. W. Service is back again

BACK in MACLEAN'S, that is—in body, he is still in Flanders—where the fighting grows uglier all the time. Service has taken time to write verse for MACLEAN'S. You know well the virility of his style, and the gripping, human character of his verse. It is about life and men in the trenches he writes—about our boys far from us. It is worth something to see our boys as Service sees them. Read "The Shape at the Wheel" in the December MACLEAN'S.

Arthur Stringer writes a Beautiful Christmas Poem

STRINGER is a wonderful man—wonderfully versatile, wonderfully human. He is a master of the short-story and of the detective and mystery type of story; and he can climb the heights of literary endeavor, as he has in this passing sweet poem—Christmas Bells in War-time. Your heart is tender these times of horrible slaughter and of heroic achievement, and you'll be grateful to Stringer for putting beautifully your innermost thoughts and feelings.

New Season Japan Teas

All grades of this year's crop have now arrived in store. We have a splendid selection to offer at prices ranging from 60c. to 23c. per lb.

Packed in 5-10-20-40-80 lb. boxes.

Siftings and Fannings in 1 lb., 3 lb. and 5 lb. packages at lowest prices.

Before purchasing for your requirements drop us a postal for samples and quotations.

**SATISFACTION
GUARANTEED**

OR

**RETURN AT
OUR EXPENSE**

KEARNEY BROS., LIMITED

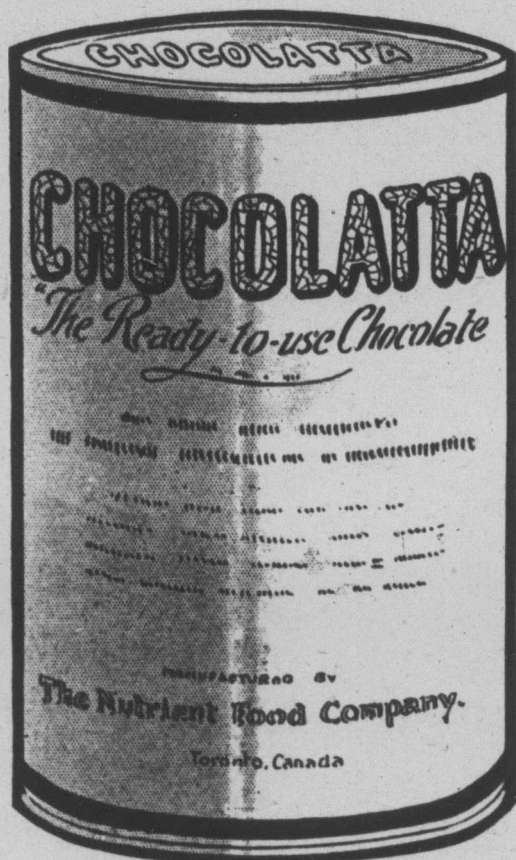
TEA AND COFFEE MERCHANTS

Established 1874

33 St. Peter St.

WHOLESALE ONLY

Montreal



CHOCOLATTA

*is easy to sell and
certain to satisfy*

The goodness of Chocolatta is only equalled by its popularity.

Everywhere people to whom quality appeals are strong for Chocolatta. They find in its delicious, wholesome goodness all that they desire in the way of a really good and easily prepared food.

And Chocolatta *is* easily prepared. Boiling water is all that's necessary to make it ready for use—and it averages higher in actual food value than 90% of the foods eaten by your customers in every-day life.

Feature Chocolatta now during the social season. Its convenience will appeal.

The Nutrient Food Company
TORONTO, CANADA

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

ADVANCE—OR RETIRE?

there's no standing still in business

Its lines like H. P. SAUCE that make for progress.
Good Value, Good Profit and Good Advertising—some of you are
doing great things through H. P. SAUCE. Now, how about you?

H.P.

SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, Etc.
R. B. Seeton & Co., Halifax, N.S.



W. C. Edwards & Co., Ltd.

**OTTAWA
ONTARIO**

Manufacturers of

BOX SHOOKS

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King
EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W.
MONTREAL

Two Safe Investments



"McCASKEY"
Safe Systems
and
Victory Bonds

McCaskey Systems
Limited

245 Carlaw Ave., - Toronto

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Carefully selected fruits ripened in Nature's own way, combined with pure cane sugar, make Furnivall's Jams the most delicious and customer-pleasing on the market.

Show Furnivall's always. They're good money makers.

Furnivall's

FINE
FRUIT
PURE JAM

FURNIVALL-NEW, Limited

Hamilton, Canada

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatchewan—The H. L. Perry Co. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

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



Sell good fish



Brunswick Brand Sea Foods

are good. Their quality and goodness have long been recognized as the standard of sea food quality.

Fish is becoming more popular every day. Turn the demand to good account, help your customers conserve Canada's meat supplies by selling Brunswick Brand Sea Foods.

**CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.**



**QUOTATIONS FOR
PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR**

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots	Per doz.
Dime	\$ 1 05	
4-oz.	1 50	
6-oz.	2 15	
8-oz.	2 80	
12-oz.	4 10	
16-oz.	5 35	
2 1/2-lb.	12 85	
5-lb.	24 50	

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

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

Screw Vac Top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 55
Currant, Black	2 65
Plum	2 40
Pear	2 45
Peach	2 45
Raspberry, Red	2 65
Raspberry and Red Currant	2 55

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops.	1 35
Pts., Delhi Epicure	2 40
Pts., Red Seal	1 85
Qts., Delhi Epicure	2 60
Qts., Red Seal	2 40
Qts., Lynn Valley	2 40

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz.; 3's, Plain, Tall, \$2.75 doz.; 3's, Tomato Sauce, \$3.20 doz.; 3's, Chili Sauce, \$3.20 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$10.25 doz.	

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 40
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 50
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 50
2's Tin, 2 doz. per case	3 40
4's Tin, 12 pails in crate, per pail	0 62
5's Tin, 8 pails in crate, per pail	0 76
7's Tin or Wood, 6 pails in crate	0 99
7's Tin or Wood, 4 pails in crate, per lb.	14 1/2
30's Tin or Wood, one pail crate, per lb.	14 1/2

BLUE.

Keen's Oxford, per lb.	0 17 1/2
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—Per lb.

Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28

Icings for Cake—Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.

Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate 1/2's, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

NORWEGIAN SARDINES

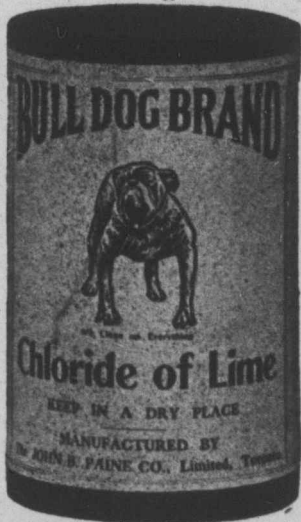
(STYLED
SMOKED
SILD)

NOTHING LIKE IT!
NO BONES
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)

Apply: STANDARD IMPORTS, LIMITED, Montreal



Get acquainted with the Bulldog family

Get your customers acquainted with them.

Nineteen "Bulldog" Cleaners—and every one a customer-pleaser.

They have been shown, advertised and sold for fifteen years and are going stronger than ever to-day.

Be one of the dealers handling "Bulldog" lines. It will pay you.

John B. Paine Co., Limited

Factories at Toronto and Winnipeg

Agents:

Mowat & McGeachy, Saskatoon;
Oppenheimer Bros., Vancouver, B.C.

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.

and

John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

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

Do You Keep Sunset Soap Dyes

?

We ask this question in your interest. If you answer "No," you are missing a generous profit on a quick-selling specialty that is a wonderful little repeater.

If your customers have to ask you this question, you are losing sales that ought to be yours, for "out of sight is out of mind" so far as most of your merchandise concerns the customer.

So, if you sell Sunset Soap Dyes, keep them on display, and make the most of their profit-earning ability. And if you are not selling them, send for a trial assortment and try them out, and you will find that your customers will readily buy these simple, practical, cleanly dyes for home use.

For prices and trade discounts write—

Canadian Distributors:
HAROLD F. RITCHIE & COMPANY
LIMITED
TORONTO : ONTARIO

Manufactured by
SUNSET SOAP DYE CO., Inc.
NEW ROCHELLE, NEW YORK

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

- 2½-quart Tall Cylinder Can
- No. 1 Pint Cylinder Can.....
- No. 16 Jar.....
- No. 4 Jar.....
- No. 10 Can.....

YUBA BRAND

- 2½-quart Tall Cylinder Can..
- No. 1 Pint Cylinder Can.....
- No. 10 Can.....
- Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days

- Eagle Brand, each 48 cans..\$8 75
- Reindeer Brand, each 48 cans 8 45
- Silver Cow, each 48 cans... 7 90
- Gold Seal, Purity, each 48 cans 7 75
- Mayflower Brand, each 48 cans 7 75
- Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans\$6 40
- Jersey Brand, Hotel, each 24 cans 6 40
- Peerless Brand, Hotel, each 24 cans 6 40
- St. Charles Brand, Tall, each 48 cans 6 50
- Jersey Brand, Tall, each 48 cans 6 50
- Peerless Brand, Tall, each 48 cans 6 50
- St. Charles Brand, Family, each, 48 cans..... 5 50
- Jersey Brand, Family, each 48 cans 5 50
- Peerless Brand, Family, each 48 cans 5 50
- St. Charles Brand, small, each 48 cans 2 60
- Jersey Brand, small, each 48 cans 2 60
- Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

- Reindeer Brand, "Large," each 24 cans 5 75
- Reindeer Brand, "Small," each 48 cans 6 00
- Regal Brand, each 24 cans... 5 40
- Cocoa, Reindeer Brand, large, each 24 cans 5 75
- Reindeer Brand, small, 48 cans 6 00

GELATINE

- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
- Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85
- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35

W. CLARK LIMITED MONTREAL

- Assorted meats, 1s, *\$4.25.
- Compressed Corn Beef—½s, *\$2.90; 1s, *\$4.25; 2s, \$9; 6s, \$34.75; 14s, *\$75.
- Lunch Ham—1s, *\$4.25; 2s, \$8.
- Ready Lunch Beef—1s, *\$4.25; 2s, \$9.
- English Brawn—2s, \$8.50.
- Boneless Pigs' Feet—1s, \$3.50.
- Roast Beef—½s, \$2.90; 1s, \$4; 2s, *\$8.85; 6s, \$34.75.
- Boiled Beef—1s, \$4; 2s, \$8.85; 6s, \$34.75.
- Jellied Veal—½s, \$2.90; 1s, \$4.25; 2s, \$9.
- Corned Beef Hash—½s, \$2; 1s, \$3.50; 2s, \$5.50.
- Beefsteak and Onions—½s, \$2.90; 1s, \$4.25; 2s, \$8.50.

Cambridge Sausage, 1s, \$4; 2s, \$8. Boneless Pigs' Feet, ½s, \$2.50; 1s, \$3.50; 2s, \$8.50.

Lamb's Tongues, ½s, \$2.35; 1s, \$3.35; 4s, \$20.

Sliced Smoked Beef, glass, ½s, \$1.75; ½s, \$2.75; 1s, \$3.50.

Tongue, Ham and Veal Pate, ½s, \$1.95.

Ham and Veal, ½s, \$1.95.

Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 65c; ½s, \$1.30.

Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, \$2.

Ox Tongues, tins, ½s, \$3.75; 1s, \$7.50; 1½s, \$12; 2s, \$15.50.

Ox Tongues, glass, 1½s, \$14; 2s, \$17.

Mincement, in tins, 1s, \$2.70; 2s, \$3.80; 5s, \$12.

In Pails, 25 lbs., 17c lb.

In 50-lb. Tubs, 17c lb.

In 85-lb. Tubs, 16½c lb.

In Glass, 1s, \$3.25.

Clark's Peanut Butter—Glass Jar, ¼, \$1.22; ½, \$1.70; 1, \$2.25.

Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.

Clark's Tomato Ketchup, 16 oz., 12 oz., 8 oz.

Pork and Beans, Plain, Talls, 1s, \$1.15; 2s, \$1.75; 3s, \$2.75; 6s, \$9; 12s, \$16; 3s, flat, \$2.45.

Individuals, 85c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, \$1.25; 2s, \$2; 3s, \$3.20; 6s, \$10.25; 12s, \$19.50; 3s, flat, \$2.90.

Individuals, 95c doz.

Pork and Beans, Chili, 1s, \$1.25; 2s, tall, \$2; 3s, flat, \$2.90.

Individuals, 95c.

Pork and Beans, Tomato Sauce, 1½s, \$1.85; Chili Sauce, 1½s, \$1.85; Plain Sauce, 1½s, \$1.60.

Vegetarian Baked Beans, Tomato Sauce, Talls, \$2.

Clark's Chateau Chicken Soup, \$1.75.

Clark's Chateau Concentrated Soups, 13 kinds, \$1.25.

No. 1 assorted, \$1.30; No. 2 assorted, \$1.30.

Spaghetti with Tomato and Cheese, ½s, \$1.30; 1s, \$1.75; 3s, \$2.90 doz.

Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at \$10 per doz.

Canadian Boiled Dinner, 1s, \$2.50.

English Plum Puddings, ½s, \$2.45.

MUSTARD.

COLMAN'S OR KEEN'S

Per doz. tins

- D. S. F., ¼-lb.\$ 1 85
- D. S. F., ½-lb. 3 50
- D. S. F., 1-lb. 6 80
- F. D., ¼-lb. 1 15

Per jar

- Durham, 4-lb. jar, each..... 1 30
- Durham, 1-lb. jar, each..... 0 87

JELL-O

GENESEE PURE FOOD CO.

- Assorted case, 4 dozen.....\$ 3 60
- Lemon, 2 dozen 1 80
- Orange, 2 dozen 1 80
- Raspberry, 2 dozen 1 80
- Strawberry, 2 dozen 1 80
- Chocolate, 2 dozen 1 80
- Peach, 2 dozen 1 80
- Cherry, 2 dozen 1 80
- Vanilla, 2 dozen 1 80

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

- Assorted case, 2 dozen.....\$ 2 50
- Chocolate, 2 dozen 2 50
- Vanilla, 2 dozen 2 50
- Strawberry, 2 dozen 2 50
- Lemon, 2 dozen 2 50
- Unflavored, 2 dozen 2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

ROYAL BAKING POWDER

Pleases Customers

Millions of families
Use ROYAL
exclusively and
always find
it satisfactory



Pays Grocers

Thousands of grocers
Sell ROYAL
steadily and never
find it
dead stock

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

Made in Canada

Contains No Alum

Send Your Order To-day For Populaire's Egg Powder

Ten cents for a dozen eggs—that is what it means to your customers.

Populaire's Egg Powder is guaranteed to give as good results as fresh eggs for all cakes, puddings, etc., and it will keep for any length of time. Full directions on each package.

WRITE US NOW

THE IMPERIAL COMPANY, REG'D.
645 St. Valier St., Quebec, P.Q.

Politics! Politics! Nothing but Politics!



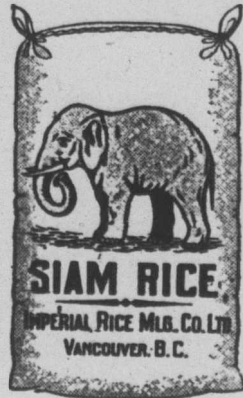
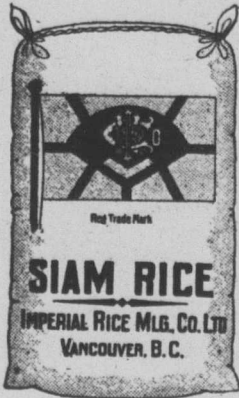
But for a clean Administration in the home sell

MATCHLESS AMMONIA POWDER

Keenleyside Oil Company
LONDON, CANADA

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

SUN-KIST

SEEDLESS RAISINS

REG. U.S. PAT. OFF.

It is really surprising how business on SUN-KIST Seedless Raisins will grow when you give them a chance. They are the most delicious of all raisins—a special, sweet, thin skinned, delicately flavored variety, grown without seeds. No wonder they sell so fast and folks come back for more—they require no seeding—no washing—they are ready for immediate use.

Packed—and backed—by 50 years' experience.

Wholesale distributors in every territory. Ask THEM

KLIM

Hotel size, 6 10-lb. tins to case	\$15.50
Household size, 1-lb. 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—

Boxes	Cents
40 lbs. Canada Laundry ...	.10½
40 lbs., 1 lb. pkg., White Gloss .....	.11
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons .....	.11½
100-lb. kegs, No. 1 White ..	.11
200-lb. bbls., No. 1 White ..	.11
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs. ..	.12
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13½
100 lbs., kegs, Silver Gloss, large crystals .....	.11½
40 lbs., Benson's Enamel, (cold water), per case ..	3.50
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	.15
Celluloid, 45 cartons, case ..	4.80
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.12
40 lbs. Canada Pure Corn ..	.11
(20 lb. boxes ¼c higher).	

BRANTFORD STARCH Ontario and Quebec.

Laundry Starches—

Canada Laundry	0.10½
Boxes about 40 lbs.	0.10½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. 0.11	
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. 0.11½	
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ..	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. 0.11	
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. 0.12	
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. 0.12	
(20-lb. boxes ¼c higher than 40's)	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.75
---	--------

2-lb. tins, 2 doz. in case ..	5.15
5-lb. tins, 1 doz. in case ..	5.50
10-lb. tins, ½ doz. in case ..	5.25
20-lb. tins, ¼ doz. in case ..	5.20

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	0.07½
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.08
2-gal. wooden pails, 25 lbs. 2.65	
3-gal. wooden pails, 28½ lbs.	3.75
5-gal. wooden pails, 65 lbs. 5.85	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ..	\$5.65
5-lb. tins, 1 doz. in case ..	6.00
10-lb. tins, ½ doz. in case ..	5.75
20-lb. tins, ¼ doz. in case ..	5.70

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case ..	\$5.50
Barrels, per 100 lbs.	6.50
½ barrels, per 100 lbs.	7.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	\$4.00
½ lb.	2.00

NUGGET POLISHES

Polish, Black, Tan, Toney	Doz.
Red and Dark Brown .....	.90
Card Outfits, Black and Tan ..	3.80
Metal Outfits, Black and Tan ..	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 15s, 8 lb. cads.	
8½s, 14 lb. cads, per lb.	\$ 0.65
Bobs, 7s and 14s	0.55
Currency, 7s; Navy, 14s, 8 lb. cads., bars, per lb.	0.54
Stag Bar, 7½s, boxes 6 lbs. 0.57	
Pay Roll, thick bars, 9s, 5½ lb. boxes	0.70
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0.70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0.65
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. boxes ..	0.72
Forest and Stream, tins, 12s, 2 lb. cartons	0.98
Forest and Stream, ¼s, ½s and 1-lb. tins	0.95
Forest and Stream, 1-lb. glass humidors	1.15
Master Workman, 10s, 2 lb. cartons	0.80
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0.74
Derby 8s, ½ butts, 8 lb. boxes 0.65	
Golden Rod, 8s.	0.64
Ivy, 8s, ½ butts, 9 lb. boxes 0.64	
Old Virginia, 10s.	0.87
Empire, Navy (bars), 9s.	0.70
Fig Leaf, 8s.	0.64
Old Kentucky (bars), 6s.	0.72
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes ..	0.58
Walnut, 9s	0.70

Just Now

New Florida { **Tangerines**
Oranges
Grape Fruit

New Nuts are here: Filberts, Almonds, Brazils and Fresh Shipment Jamaica

Cocoanuts

Apples in Boxes and Barrels. Spanish and Domestic Onions.

The Best of Everything.

Ciscoes

Fresh from our own smokehouses every morning. 15 lb. Boxes. You must try them. The cold weather is here.

Big Demand for All Classes of Fish.

We can supply every variety: **Fresh Smoked Salted Pickled**

Also Oysters in Bulk or Shell.

WHITE & CO., LIMITED

The Wholesale Fruit and Fish House

Front and Church Sts.

Toronto

Branch at Hamilton

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

- (payable in advance)
- 2c per word, first insertion.
- 1c per word, subsequent insertions.
- 5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

- Is Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use. Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

New Crop

"St. Nicholas"

"Queen City"

"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.

OWEN SOUND, ONT.



Sterling Tomato Catsup

A Catsup combining the very utmost in good quality with a deliciousness beyond compare—a catsup without the least bit of preservative or artificial coloring—a catsup so good that first purchasers become steady buyers—such is Sterling Tomato Catsup and the margin on every sale is big enough to make displays worth while.

T. A. Lytle Co., Limited
STERLING ROAD, TORONTO

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESSES FOR SALE

GENERAL STORE STOCK; THREE THOUSAND; good business; post office in connection. W. H. Bartholomew, Vanessa, Ont.

A WELL-ESTABLISHED GENERAL BUSINESS, stock and fixtures for sale, in splendid farming district in Oxford County. Good reasons for selling. Apply George Dennis, Woodstock, Ont.

ONE HARDWARE AND GROCERY STORE combined for sale. In a prosperous locality on the C.P.R. in southern Saskatchewan. Price and terms right. Apply Box 260, Canadian Grocer.

AGENTS WANTED

BUSINESS MEN, HAVING SPARE TIME, wanted to solicit accounts for us to collect. Reliable agency; seven years' standing; good proposition. Nagle Mercantile Agency, Westmount, Que.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

GOODS FOR SALE

FOR SALE—MULTIGRAPHED FORM LETTERS, for effective collection of slow accounts. Order just what you require of each "strength." Wording and punctuation correct. Sterling Brannen, Fredericton, New Brunswick.

FOR SALE—SEVERAL BUSHELS OF SHELL led hickory nuts, walnuts and butternuts for sale. Apply to Box 160, Cayuga, Ontario.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

JOB PRINTING — LETTERHEADS, ENVELOPES, neat and cheap. Samples free. Advocate Job Press, Avonlea, Sask.

AGENCIES WANTED FOR IRELAND

WE HAVE A GOOD CONNECTION WITH the grocery trade in Ireland, and would be glad to hear from Canadian manufacturers desiring aggressive, competent and thorough representation. McKay & Leatham, 53 Victoria St., Belfast, Ireland.

SALESMEN WANTED

YOU NEED THE KIND OF HELP THAT is trained, is alert, and has initiative. Readers of this paper are in this class, and they may be looking for just such a proposition as you have to offer. Try a condensed ad. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents per insertion extra for Box Number.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

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.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Paper Baler

Strongest, simplest, most efficient and easiest to operate - Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal

WRITE TO-DAY

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers
Ho-Mayde Products Co.
TORONTO

Western Agents
C. & J. Jones
WINNIPEG

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

SPOT CASH

FOR
Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited

175 King St. East
TORONTO

Long Distance Phone, Main 2378

OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

Kindly mention this paper when writing advertiser

LARGEST CANADIAN DEALER

ADEL 760
WASTE PAPER
E. PULLAN TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

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

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

Why you should advertise on Buyers' Guide Page

Many dealers are sometimes in doubt as to where they can buy supplies of various kinds. The Buyers' Guide gives it to them in condensed form, easily located.

Advertise in the Buyers' Guide page and reach nearly all the aggressive Canadian dealers.

CANADIAN GROCER

143-153 University Ave.

TORONTO, ONT.

The Birth of a New Beverage

TIZ-HOT



Miraculous—that's the only expression we can use when referring to the tremendous increase in the demand for Drewry's non-alcoholic beverages during the past summer months. While we attribute part credit to our aggressive advertising campaign, still we know your customers have been clamoring for these drinks because of their nutritive value, their health-imparting goodness.

This New Drink —TIZ-HOT

is prepared from fruits and herbs, and not only does it contain the nutritive and beneficial properties of our other unfermented beverages, but it has the "LIFE" and "BITE" of spirits. It is an excellent stomachic, and being a valuable aid to digestion, is the best meal-time drink. As the name implies, it is hot, and being so it will be a much-desired beverage by your customers, especially during the cold winter months.

Our new TIZ-HOT Folder gives you full information. When writing be sure to ask for prices on other lines. Don't forget the Winter Specialties. A good profit in these that should not be overlooked, and each one a steady, dependable seller. At present time we can fill your orders immediately. Let's hear from you NOW.

Winter Specialties

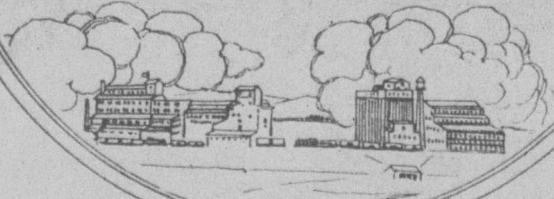
(Unfermented)

Cordials
Hot Toddy
Maltum Stout
Tomato Nectar
Imperial Beef Cordial
Johnston's Beef Cordial
Bovril Cordial
Ginger Stout
Oyster Cocktails
Fruit Wines
Lemon Squash
Ginger Wine
Creme de Menthe
Grapeine Squash
Grape Juice

Other Lines

Maltum
Ale
Hop Beer and Hop Stout
Ginger Beer
Tripure Water
Natura Water
Aerated Waters
Dry Ginger Ale
Dry Lemon
John Collins
Lemon Frappe
Grapeine Frappe
Grape Juice
Raspberry Vinegar
Syrups—Extra Heavy
Jersey Creme
Lemon Juice
Lime Juice Cordial
Lime Juice
Ciders
Lemon Beer

E. L. DREWRY, LIMITED, WINNIPEG



Your Personal Guarantee Still Holds Good

The weather we will have henceforth will be a determining factor in the quality of the flour you will sell next year.

While, of course, we cannot control the weather, your interest dictates that we carefully supervise our wheat selection and milling process.

It is because the LAKE O' THE WOODS are not only willing but equipped through their intricate elevator system to sift the crop for its finest fruit, irrespective of price influence, that the grocers and dealers on our list are so well able at all times to maintain the integrity of their personal guarantee to the housewives in their trading radius.

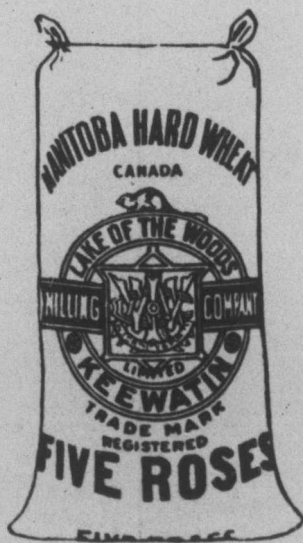
This Company's milling policy is based on the conviction that even in the leanest years there will be ample high grade wheat to insure the uniformly dependable standard of at least one brand of flour.

Even with the wheat still in the ground it is reassuring for you to know that your customers can rely on uniform baking results with FIVE ROSES flour. *Let your customers learn by experience that the words "Uniformity and Purity" on a FIVE ROSES bag are a genuine description of the contents.*

Such a belief on their part is the soundest basis of Goodwill!

**LAKE OF THE WOODS MILLING CO.,
LIMITED**

Montreal *"The House of Character"* *Winnipeg*
Offices in 16 Canadian Cities



Daily Capacity
27,400 Bags of 98 lbs.