

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, DECEMBER 29th, 1916

No. 52

Greetings

WE embrace this opportunity of extending to our patrons the Season's greetings and our sincere Best Wishes for the New Year.

The year just closing to a considerable extent has marked a departure from the very regrettable practice of price-cutting. In some instances the situation is not much changed, but in the main the improvement is substantial.

Price cutting is pleading guilty to a weakness. If it meant lower cost to the consumer it might have some virtue, but in this line it represents a lower standard of service and quality.

Let there be a New Year's resolution to get oysters to the consumer in the best possible condition and get a price that will afford your doing so with a legitimate profit. Let the competition be on service and constructive work.

Do not overlook the opportunities the remaining winter months afford for oyster suppers and home gatherings.

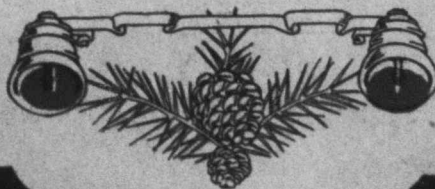
The Connecticut Oyster Co., Limited

"Canada's Exclusive Oyster House"

50 Jarvis Street

..

Toronto, Ontario



This Spiralite Sign Will Draw All Eyes To Your Store Window

With its light, and constant whirl of colors it will make your store window more attractive and profitable. It will advertise O-Cedar and everything you have displayed in your window.

IT IS GIVEN FREE WITH

O-Cedar Polish

(MADE IN CANADA)

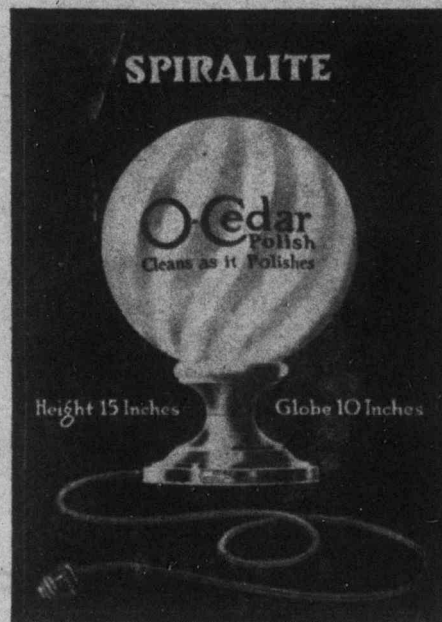
Display Deals 63 and 64.

Display Deal No. 63.		Display Deal No. 64.	
3½ doz. 4-oz. O-Cedar Polish	Sells for \$10.50	10¾ doz. 4 oz. O-Cedar Polish	Sells for \$32.25
7 doz. 12 oz. O-Cedar Polish	42.00	4 doz. 12 oz. O-Cedar Polish	24.00
½ doz. qts. O-Cedar Polish	7.50	¼ doz. qts. O-Cedar Polish	3.75
1 only Spiralite.		1 only Spiralite.	
	<hr/> \$60.00		<hr/> \$60.00

(The above prices subject to usual discount.)

Send an order for one of these assortments to your jobber to-day and get one of these electric signs. You must act quickly as our supply is limited. The sooner you have it in your window the sooner you begin to profit by it.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

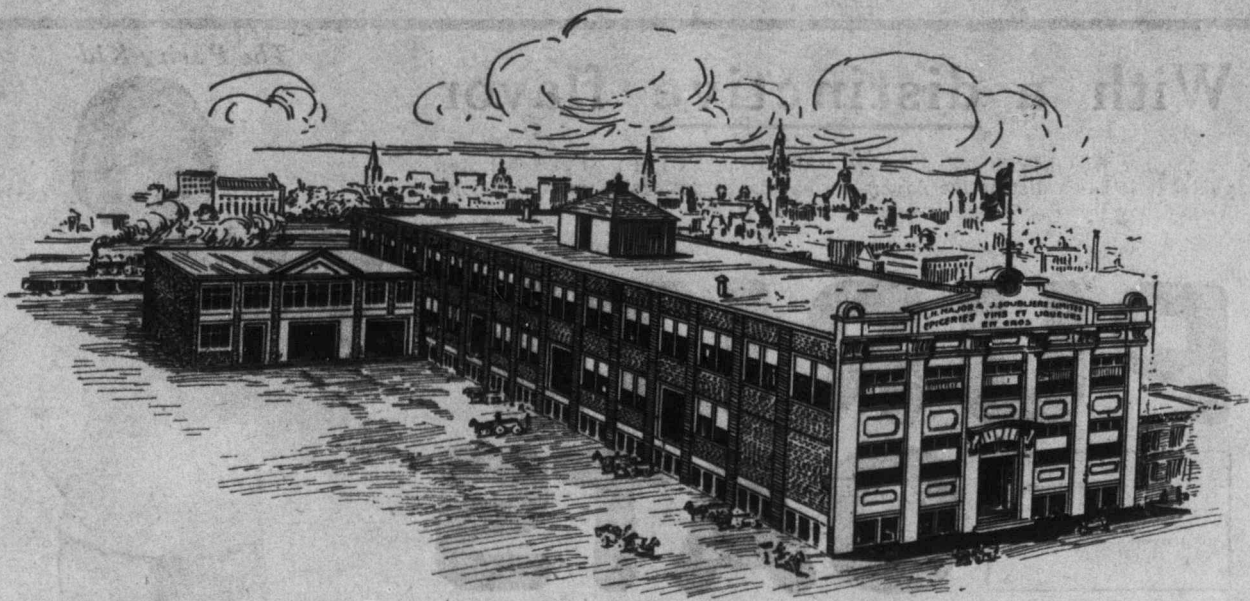
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND



TO THE MANUFACTURERS

Who are anxious to protect their trade and save money:

OWING to the shortage of men, the railroad companies are having much trouble in handling all their freight and things are getting worse every day. Consequently it will be advantageous for anyone to store a good quantity of their merchandise in large distributing centres like Ottawa.

Our warehouse is situated in a position to handle at least 10 carloads of merchandise a day. It is right in the centre of the city and our siding connects with every railroad coming into Ottawa.

You will not only be in a position to protect your trade in storing your goods in our warehouse, but you will save money in the freight rate, which is going to increase soon, and also in your fire insurance premiums, because we have a fireproof building and the rates of insurance are very low. You will have no cartage to pay on any goods coming into our warehouse in carload lots.

We possess one of the best steam heating plants and can regulate the temperature in any way we wish to have it.

L. H. MAJOR & J. SOUBLIERE LIMITED

Manufacturers Agents, Wholesale Grocery Brokers and Warehousemen

160 Nicholas Street

Ottawa, Ontario

Domestic and Foreign Agencies Solicited

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

With a distinctive flavor

Anyone who has tasted porridge made from PURITY OATS will tell you that it has a **distinctive** flavor—an oat flavor noticeably more delicious. As one boy put it, "There is more smack to it."

It is because of this distinctive quality that the demand for

PURITY OATS

Milled from high-grade Alberta oats by our improved Scotch process.

is increasing very rapidly. And it is the line to push to-day. Wholesalers are carrying good stocks of it. Dealers can procure supplies promptly.

A profit-sharing coupon—a strong selling feature—in every large-size package.

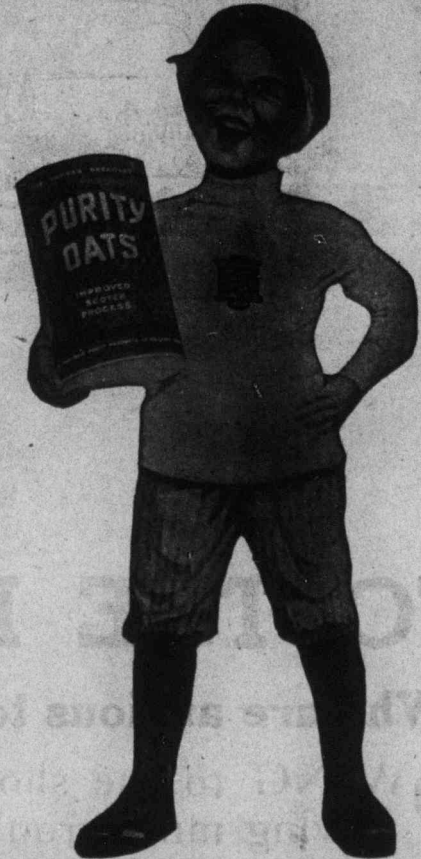
Attractive Purity Oats window display furnished by us on request.

Western Canada Flour Mills Co., Limited

Millers of World Renowned Purity Flour

Toronto Winnipeg Calgary Goderich 'Montreal St. John, N.B.

The Purity Kid



Don't think popularity can be won by high quality alone

Unless you can give **POSITIVE** assurance that your product will fully retain all the delicious flavor and delicious goodness you claim to obtain for it. Anchor Caps, the perfect seal, can help you to secure this popularity.

Dealers, careful of the consequences that attend the sale of their goods, keep to the fore in their windows

and displays, goods sealed with **ANCHOR CAPS**. Users, desirous of getting the best flavors, the most satisfying goods, just as they come from your cauldrons, have a strong preference for **ANCHOR CAPS**.

If you want to win satisfying popularity for your product, write to-day for complete information regarding **ANCHOR CAPS**.

Anchor Cap & Closure Corporation of Canada

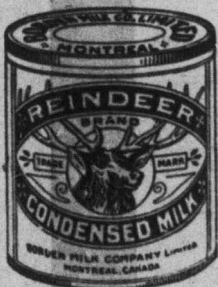
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

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

On the threshold of 1917



is an ideal time to plan bigger things, to resolve that tried and trusty lines will always dominate your displays during the coming year.

What better group of sellers can you possibly feature than the popular Borden Milk Products? Lines whose delicious goodness has won the unstinted approval of the most critical. Every Borden sale is worth while because it is the forerunner of more to follow.

Concentrating on Borden Milk Products during 1917 will be a big factor in bringing you bigger business and increased prosperity which is what we sincerely wish you all.

May the close of 1917 mark another milestone for you on the road to success.

Borden Milk Co., Limited

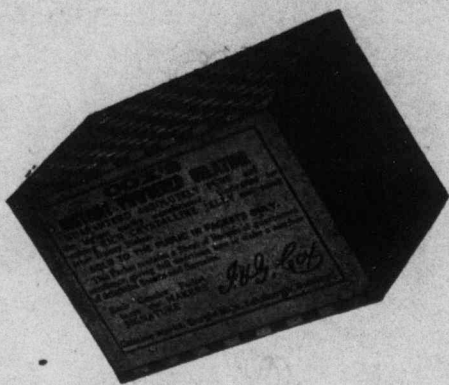
Leaders of Quality

Montreal

Branch Office, No. 2 Arcade Building, Vancouver



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



GROWTH is a matter of merit and service

The sales of Cox's Gelatine never stand still. Their unqualified goodness and world-wide reputation are building big business for thousands of grocers. But more particularly during the winter months, when social events call for dainty, unusual desserts.

Get them on display prominently in your store. Get their reputation, their quality, their goodness, working behind your sales. Write your nearest wholesaler to-day for particulars and supplies.

Arthur P. Tippet & Company Montreal

Winnipeg: Tees & Persee, Ltd.

Vancouver: Martin & Robertson, Ltd.

A National Call for Information!

THIS CARD MUST BE FILLED IN AND PROMPTLY RETURNED BY ALL MALES BETWEEN THE AGES OF 16 AND 65 INCLUSIVE.

NATIONAL SERVICE. CANADA.

1. What is your full name?		2. How old are you? years	
3. Where do you live? Province		5. In what country were you born? }	
4. Name of city, town, village or Post Office }		6. In what country was your father born? }	
Street Number		7. In what country was your mother born? }	
10. How much time have you lost in last 12 months from sickness? }		8. Were you born a British subject?	
11. Have you full use of your arms?		9. If not, are you naturalized?	
12. Of your legs?		15. Which are you—married, single or a widower? }	
13. Of your sight?		16. How many persons besides yourself do you support? }	
14. Of your hearing?			
17. What are you working at for a living?			
18. Whom do you work for?			
19. Have you a trade or profession?		20. If so, what?	
21. Are you working now?		22. If not, why?	
23. Would you be willing to change your present work for other necessary work at the same pay during the war?			
24. Are you willing, if your railway fare is paid, to leave where you now live, and go to some other place in Canada to do such work?			

INSTRUCTIONS FOR FILLING IN THIS CARD ARE ON THE OTHER SIDE. IT ASKS 24 QUESTIONS. COUNT YOUR ANSWERS

Write your Answers on the Card which you will shortly receive and Return Promptly. It is Obligatory!



“I’ll know at a glance exactly what we did to-day”

See the owner of any up-to-date grocery store on his morning rounds. First he looks at the shelves, and wonders what “Special” he can offer for the day. Then at his National Cash Register and thankfully says: “Tonight at closing time I will know at a glance each and all of the day’s transactions—cash sales, how much was charged out, how many orders went C.O.D.—the fullest details of the day’s turnover all produced automatically.”

It matters not whether your store is large or small, Mr. Grocer. A National Cash Register is a necessary asset if you wish your profits to grow. It will save you time, labor, and worry over details, leaving you free to plan and carry out ideas for the enforcement of your business. It will enable you to attend to window displays, that attract customers, to attend to stock and the replenishing of your shelves. Thus it will open the way for more profits.

The receipt-giving service is essential if you wish to keep

worth-while customers. There are no disputes to cause annoying friction with customers if you can hand them the printed, unchangeable receipt from a National Cash Register. The back of this receipt is a valuable place on which to advertise your “specials.” Every transaction is recorded on the duplicate slip, without delay with the proverbial accuracy of a machine. No longer do you forget to charge customers—the National Cash Register saves your profits as well as building them up.

New 1917 Models particularly suited to the needs of your grocery store will build up your business.

The NATIONAL CASH REGISTER CO. OF CANADA, LIMITED

CHRISTIE STREET

TORONTO, ONT.

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

Furnivall's

FINE FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. 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. Winnipeg, Man.—W. L. MacKenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

QUALITY dealers the country over are reaping big benefits from Furnivall popularity, a popularity based absolutely and entirely on unbeatable quality and positive deliciousness.

TO get the maximum results from your jam stock, make sure that Furnivall's occupies a prominent place in your displays. It will build up your profits through steady repeat orders.

FURNIVALL-NEW, Limited
Hamilton Canada



Waste Paper
\$13.00 a ton.

"Climax"

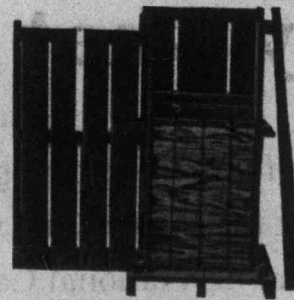
All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario

WHY WASTE PAPER should be baled



THE JEWEL PAPER BALER

It is worth \$10.00 per ton and up.

It is more easily and quickly baled than burned or otherwise disposed of.

The JEWEL BALER means a permanent convenience and a permanent revenue.

Write to-day for full particulars re baler and paper market.

General Sales Co.
203 Stair Bldg., TORONTO

Every Day Is Pay Day

THAT'S right—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange your spare time, representing our publications, we will show you how that same spare time, properly used, will produce for you as much cash as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue, Toronto, Ont.



Give these two sellers a trial

Get them working for you. Your most critical customers will find in them a purity and a deliciousness that will bring them in again after a first trial.

Malcolm Milk Products are as pure and as high grade as the scientific processing of the best milk can produce. Hence in recommending any Malcolm line you run no risk whatever. Their purity and deliciousness will vindicate you every time.

Get a small trial supply of St. George Evaporated and Banner Brand Condensed Milk.

The Malcolm Condensing Co.
St. George, Ontario

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

CLARK'S SOUPS

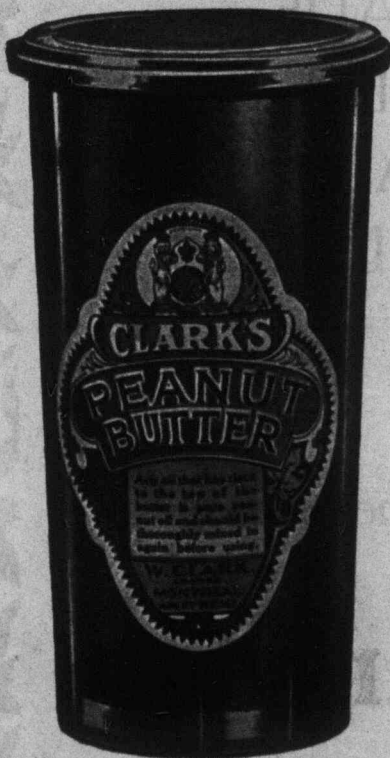
Highly Concentrated, Absolutely
Pure and Prepared from the
Very Finest Ingredients

The quality is there, selling price is
popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON



MADE IN CANADA



Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

W. CLARK, Ltd.



MONTREAL



Wagstaffe

Suggest

Wagstaffe's Pure Marmalade

with every Christmas order



ORANGE MARMALADE
GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE



With the Compliments of the Season.

Wagstaffe Limited

HAMILTON, CANADA

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

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

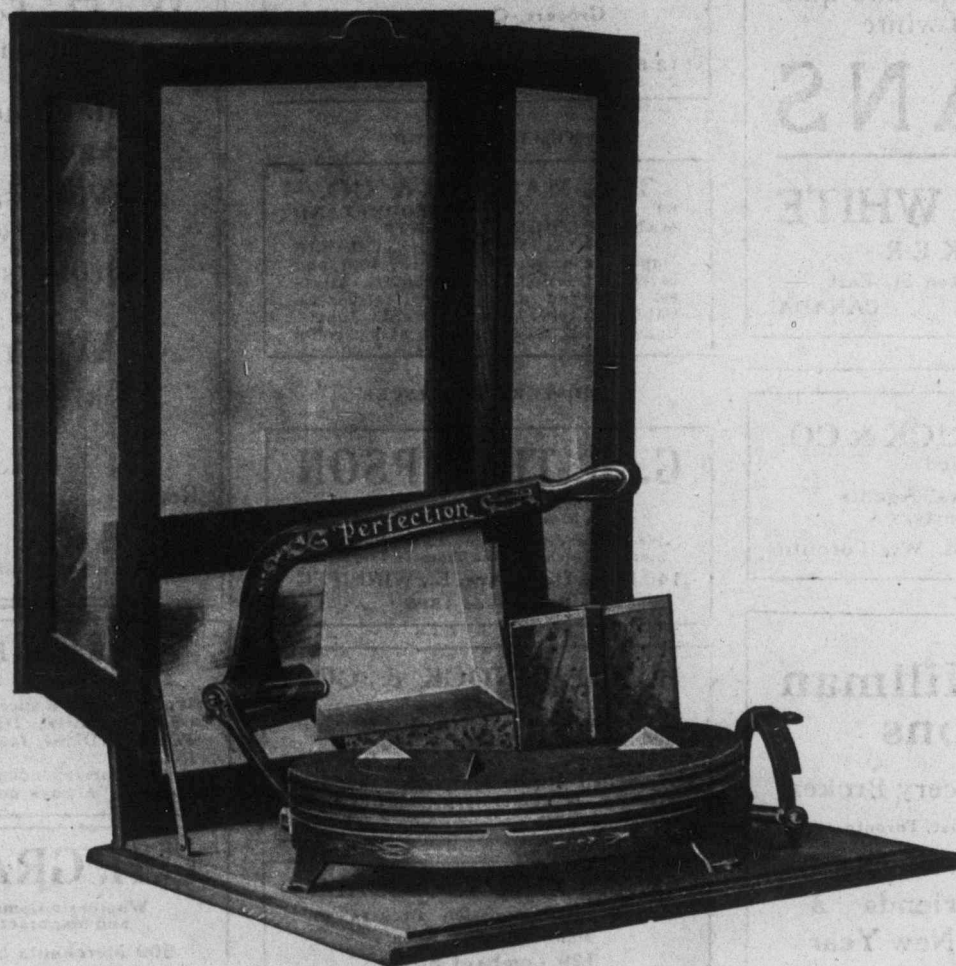
IT IS A CHEESE CUTTER WORTH HAVING

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.**

American Computing Company

HAMILTON, ONT.

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.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

Send me samples and quotations of white

BEANS

FRED J. WHITE BROKER

27-29 Wellington St. East
TORONTO CANADA

Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES

G. B. THOMPSON

Wholesale Commission Broker
and Manufacturers' Agent.

We can handle a few more good lines.
Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1895

H. P. PENNOCK & CO., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG MAN.
Domestic and Foreign Agencies
Solicited.

C. S. Turner Co.

147 Bannatyne Ave. East
WINNIPEG

Manufacturers Agents
Excellent Storage, Forwarding and
Distributing Facilities

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.;
John Taylor & Co., Ltd., Toronto, and many
other large British, American and Canadian
firms. We can give the same time and service
to your product.

140 Notre Dame Avenue, East, Winnipeg

W. H. Escott Co. Limited

Manufacturers'
Agents

Wholesale
Grocery
Brokers

Winnipeg
MANITOBA

BRANCHES:

Regina
Calgary

Saskatoon
Edmonton

ESTABLISHED 1907

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. H. Millman & Sons

Wholesale Grocery Brokers

27 Front St. East, Toronto

We Wish
All Our Friends a
Prosperous New Year

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

FOR SALE

Choice Potatoes, Selected Eggs,
Creamery Butter, Honey,
Fancy Dressed Poultry.

"C. A. MANN & CO."
78 KING ST. LONDON, ONT.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency.
Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

C. H. GRANT CO.

Wholesale Commission Brokers
and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can
give you results on yours.

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

CALGARY ALBERTA

We solicit agencies for staple lines.

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

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.

QUEBEC.

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

To The Trade
Buyers and sellers of
**All Kinds of Grains
and Seeds**

Denault Grain and Provision
Co., Limited
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne / Grocery Broker
and Manufacturers' Agent

We have a connection in Quebec City
and throughout the province.
111 Mountain Hill Quebec City

To Manufacturers and Shippers

To take care of our agencies we have complete sales staffs, offices,
and large warehouses at

Winnipeg
(Manitoba)

Regina
(Saskatchewan)

Saskatoon
(Saskatchewan)

Calgary
(Alberta)

Edmonton
(Alberta)

Vancouver
(British Columbia)

We are in daily touch with every Wholesale Grocery Jobbing House in the provinces of

**Manitoba, Saskatchewan, Alberta and
British Columbia**

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

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

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

Some Intimate Facts About Jell-O



The waxed-paper bag inside the Jell-O carton affords absolute protection to the contents against moisture and atmospheric conditions.

It is air-proof and moisture-proof, keeping the Jell-O always pure, clean and sweet.

The Jell-O in every package is fresh, whether made yesterday or many months ago. It does not lose its flavor or grow stale.

The last package of the dozen on the grocer's shelf is as fresh and sweet as the first.

From start to finish the operation of "putting up"

JELL-O

is an interesting one. Wonderful automatic machines perform it—each completing a package of Jell-O in two seconds—from making the waxed-paper bag and filling it with Jell-O, to putting

the filled bag and a recipe folder in the carton and closing and sealing it.

It is all very sanitary and very satisfactory.

The seven flavors of Jell-O—all pure fruit flavors—are Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate.

The Genesee Pure Food Company of Canada Limited
Bridgeburg, Ont.

Made in Canada.

Excelsior Brooms are the kind worth while

*To-day Brooms are Brooms, and
will continue to be for 12 months*

Sure they are, and will be high in price.

Mr. Grocer, buy your stock now, and don't prolong the agony. Don't see your customer go across the way for a broom.

Excelsior brooms are always priced right. They are well made and of good stock.

GET OUR PRICES

J. C. SLOANE CO.
OWEN SOUND



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

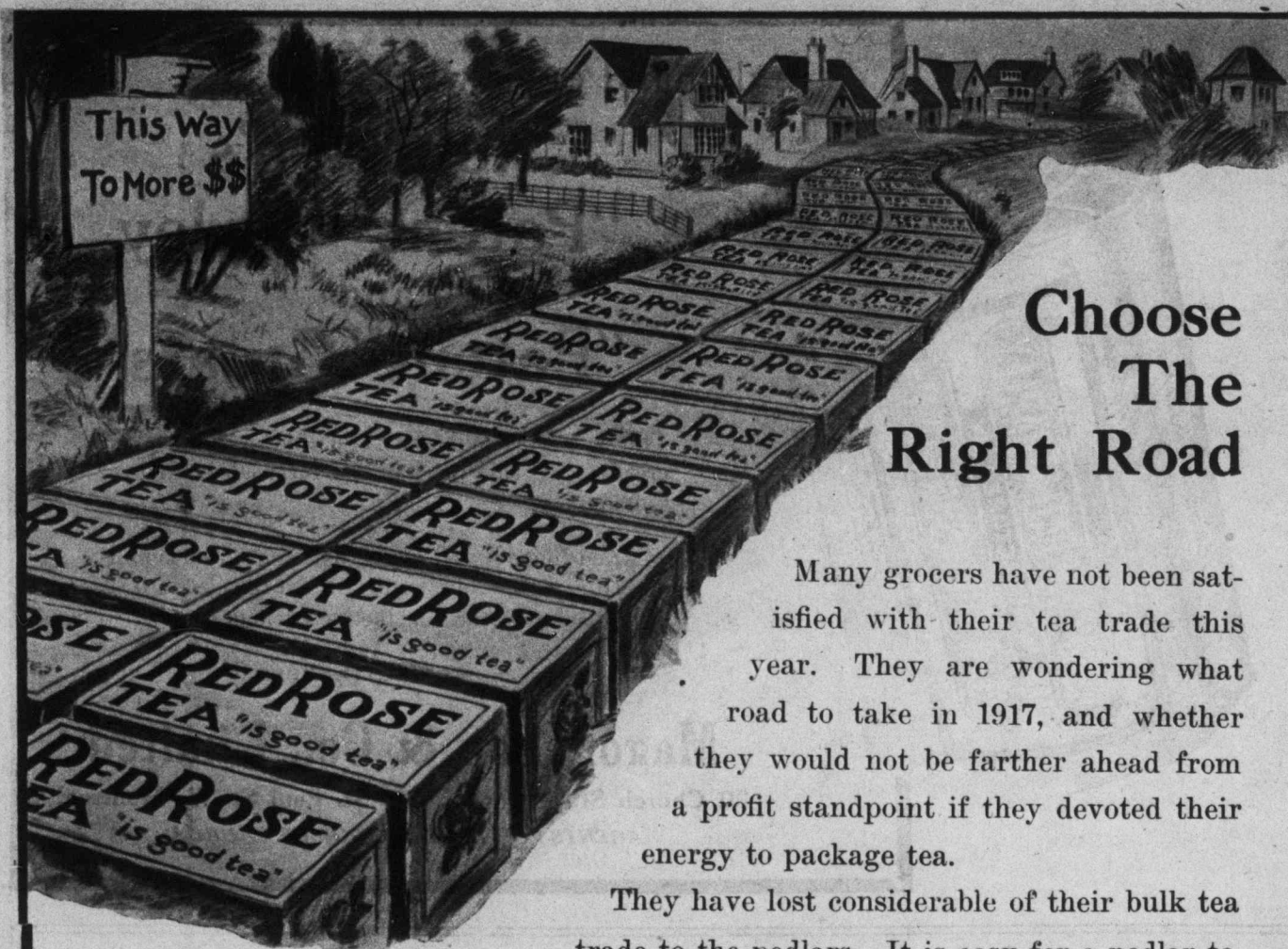
Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY

LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

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



Choose The Right Road

Many grocers have not been satisfied with their tea trade this year. They are wondering what road to take in 1917, and whether they would not be farther ahead from a profit standpoint if they devoted their energy to package tea.

They have lost considerable of their bulk tea trade to the pedlars. It is easy for a pedlar to convince a woman that his bulk tea is as good as the grocer's bulk tea. It all looks alike to a woman.

With Red Rose Tea it is different. It has a distinctive flavor, a distinctive name, a distinctive package. It is a tea apart from bulk tea. Women know that they cannot get the Red Rose flavor, the Red Rose richness, and the Red Rose uniformity, except in the Red Rose package. Red-Rose patrons are pretty hard to win away from Red Rose Tea. Occasionally one will try some bulk tea, but it is rare, indeed, if she does not quickly return to Red Rose Tea.

It is this trade-holding quality of Red Rose Tea that makes it the right tea for the grocer to push—a tea that paves the road to a larger tea trade. Make it your leader for 1917.

The grocers of Canada have our best wishes for a successful trade in 1917. To them and their clerks we extend a hearty New Year's greeting.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary

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



In demand everywhere—

Robinson's "Patent" Barley and "Patent" Groats

The widespread popularity of these two cereals is creating big sales and profits for dealers all over Canada.

Your customers need no introduction to such well-known cereals. Just remind them through a neat little display of these attractive packages.

See if your stock needs replenishing.

Magor, Son & Co., Limited

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

AGENTS FOR THE DOMINION OF CANADA.

ICING SUGAR IN PACKAGES

If there is one kind of sugar as against another that should be put and sold in original packages it is Icing.

When stocked in bulk for any length of time it becomes hard and lumpy. Avoid unnecessary trouble in this direction by handling only

Lantic Icing Sugar

packed 20 and 50 *one pound* packages to the case.

In addition to the carton our Icing is packed in a paraffin bag on the inside which insures keeping qualities.

Order a case to-day for your Christmas trade.

Atlantic Sugar Refineries, Limited

St. John, N.B.

Montreal, Que.

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CANADIAN GROCER

Vol. XXX.

TORONTO, DECEMBER 29, 1916

No. 52

A Year of Fluctuation in Sugar

A Difference of \$1.55 Between the High Figure of \$8.26 and the Low of \$6.71—A Comparative Study of Price Conditions in the Sugar Market this year and last

DURING the course of this year sugar set a new high mark for itself, nor was this increase in the nature of a sudden market change based on some sudden flurry of opinion. It found this high level early in May and retained it throughout the months of June and July, as well. Despite the rapid rise that preceded this unusual figure, the market remained strong and throughout that period showed no indication of any weakening. The reported drought in the south, with the accompanying probability of a short yield of raw sugar, was given as the main reason for the rapid rise, though extensive foreign buying and heavy freight rates also had their part. August was a month of declines. Opening at this high figure, there was an almost immediate decline of 20c, followed by a similar decline toward the middle of the month. Light demands and a dragging market were the prevailing feature of this period. September continued the decline, registering another 40c drop during the month following, on the general slow demand for raw material on the New York market.

The month of October found a little better feeling in the market for raw, and in sympathy with this the price advanced 10c at the opening of the month. The month registered a total advance of 55c.

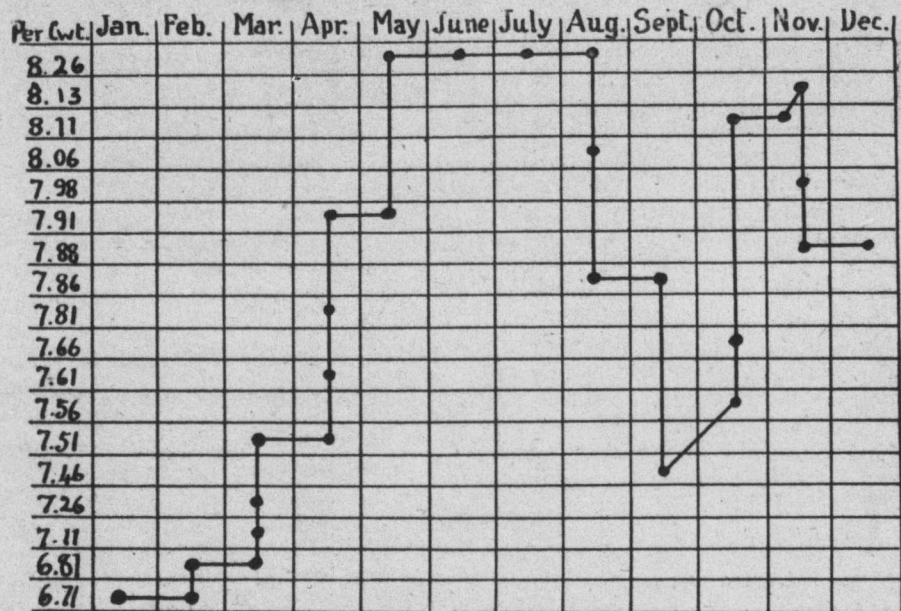


Diagram of Sugar Changes During 1916.

The first of November showed an advance of only two cents to cover an increase in freight rates and from that declined 10 cents. This price remained constant until the middle of December when our chart closes.

It is interesting to compare the market changes of this and last year. Starting practically at the top figures regis-

tered for last year it never for an hour dropped anywhere near the lowest figure registered in the year 1915. This year differs from last, too, in the very wide variation in prices that have marked the market conditions. Between the high and low of last year was only a matter of some 75 cents per cwt. This year showed a total variation of \$1.55

1915 SUGAR CHANGES.

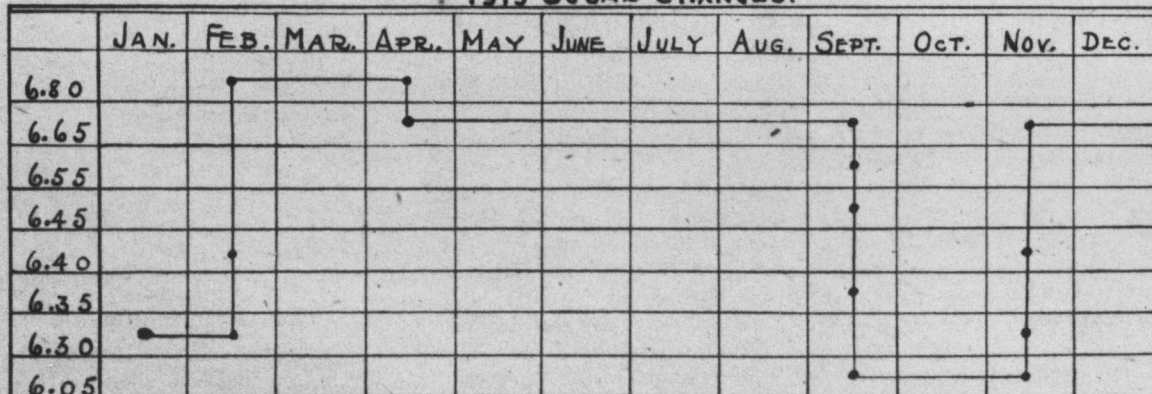


Diagram showing fluctuations in sugar prices during 1915.

per cwt. Even 1914, the year of war outbreak with the consequent upheaval of business conditions, has nothing to equal these figures, as far as price goes for its top quotation was \$7.05. It must be noted, however, that the price variations in that year put even this year of sudden changes into the background, there being a total variation of \$2.90 per cwt.

In this comparative study one other thing is particularly noticeable. In the three years mentioned, quotations have all started at or very close to the low figures of the year, they have closed measurably close to the high figure. In other words there has been a steady and persistent climb on the part of sugar from the \$4.15 price of April, 1914, to the \$8.26 figure of May, June, July 1916.

Featuring Cheaper Lines

Good Business in Suggesting Lines of Food Products That Have Not Advanced in Price—How Taking the Customers' Viewpoint in This Regard Works to the Advantage of the Store—Some Suggestions of Lines That Might be Featured.

THE cry of high prices has become such a persistent one that it is becoming a habit, and many people are grumbling and complaining that they can't get anything without paying fabulous prices for it. In this respect the grocer is partly to blame. The customer buys the familiar lines of goods. They are not familiar with market conditions, and the only way they can have of discovering what commodities have not risen is by inquiring about them. This, of course, they very seldom do, and in most instances the grocer makes no effort to enlighten them.

Now there would seem to be a good opening for a little diplomatic selling in the goods that have not increased in price. It is a pretty safe estimate that the greater proportion of the customers at any grocery store will sooner or later complain about the high prices. Instead of admitting the fact boldly, some progressive grocers are seizing the opening and suggesting a list of goods that have not increased in price, or where the increase has been negligible.

This willingness to look at the matter from the customers' standpoint and to suggest how the burden of housekeeping may be made a little less onerous, will unquestionably tend to engender good feeling toward the store. It is a part of the service that a store should give, not only to supply the goods, but to see that the customer's money should become as effective a buying agent as may be.

Selling from the Customers' Standpoint

Despite the fact that people as a general rule are well to do, there are a great many to whom the increasing price of food has been a real hardship, and the store that serves them best, who from its knowledge of trade conditions, is enabled to suggest ways in which buying may be made as economic as possible, is doing them a real service. It is to be remembered, too, that everyone has a buying limit. A certain part only of their

resources can be spent on food, and forcing trade has often enough meant the making of a bad account where the fostering of that same trade would have assured good credit and a steady, profitable customer. No one would suggest a merchant making no effort to push his business, the only contention being that it is wise to keep an eye on the customer's advantage as well as the profit to be gained by the grocer.

Making a Leader of Cheaper Lines

The contention of a number of merchants with whom the CANADIAN GROCER representative has spoken, was that there are enough lines of goods where the increase, if any, has been merely nominal to make a very successful leader. Take rice, for instance. There has been very little increase in this commodity; yet, despite this fact, there has been no very pronounced increase in the sale. People use it, as they have always used it, as a pudding, or in soup; but there has been no increase in its sale, despite the fact that as a food product it has few equals. South of the Mason and Dixon line, the dish of grits, a variety of rice or hominy, is a necessity. No Southerner would think that he had been fed at all if his dish of grits were not included in every meal. It is mostly used as a vegetable, but may be eaten with sugar and milk. This is one of the healthiest of dishes, yet practically no grocers have taken the trouble to attempt to stimulate the trade in this line. No suggestion has been made that to half the world rice is a vegetable and a staple of food, not a mere dessert.

Macaroni is an inexpensive food, and its nourishing qualities are very high. It has not increased to any extent in price. Some grocers have noticed an increase in the sale of this commodity, but not on account of any pushing on their part, the popular demand for this wholesome food is increasing, and the sales are growing from day to day.

Why Not Use More Oysters

Meat is high, and fish is high, but oysters have remained about at normal figures. As everyone should know, there is the maximum of nourishment in the oyster, and there is not an atom of waste. It is one of the most inexpensive of foods, as well as one of the most attractive.

Butter is high, abnormally high, but why not feature honey as a substitute. Very few people exist who do not like honey; yet comparatively few use it to any extent. A little encouragement would help to stimulate the sale to the benefit of both yourself and your customers. Corn and cane syrups can be had without any increase in price, and these also may be used to conserve the butter supply. Cocoa as a beverage provides the maximum of nourishment, and has no heavy increases chalked against it to make its sale prohibitive. These are a few of the lines that suggest themselves.

Why should not the grocer get behind them and make them move. Every day the opportunity is presented to speak a word for the inexpensive lines. The complaint of high prices is an open invitation to speak of lines that are not high. Yet the bulk of the grocery trade has missed the opportunity; in doing so, they have to a certain extent at least helped to lay the onus of the high prices on their own shoulders.

Why not adopt the idea of selling lines that have not advanced? Why not feature them a little in your advertising? There are many of them if you will take the time to seek them out. Draw them to the attention of your customers in every way. In doing so, you are working both for his benefit and your own.

FURTHER FROSTS IN CALIFORNIA INJURE ORANGE CROP

Early this month another severe frost visited the northern California orange belt about one quarter of the available crop remaining being destroyed. The Tulare section was the most seriously effected though the Lindsay and Porterville sections also suffered considerable loss. The sections most severely effected were in the Northern Orange belt where a very fair proportion of the crop had already been marketed, so the result was not as serious as it otherwise might have been. Southern California where the bulk of the crop comes from, while it has felt some frost has not suffered as much as the Northern districts and it is not thought that the crop from this section is materially effected.

H. Monette, of Mont Rolland, Que., paid a business visit to Montreal this week.

Selling Bananas by the Pound

A Reasonable Method of Marketing That Is to the Advantage of Both the Retailer and Ultimate Consumer—Selling by the Dozen an Unbusinesslike Method

OF recent date there has grown up quite an agitation to put the selling of bananas on a more reasonable basis. The old system of selling by the dozen is open to a manifold number of objections and, is one that might well be superseded by more businesslike methods.

It has become a custom hallowed by long usage to sell fruit by the dozen. A good deal of fruit lends itself naturally to such a method of sale. Oranges, lemons and grapefruit are so graded before packing that there is an established unity in the pack. The purchaser is assured of getting a certain standard quantity in every dozen purchased. There is no variation in size because this fruit is mechanically graded and every orange in the box in the matter of size at least, is the exact replica of all the others. Consequently the dozen may be adopted as the standard of sale without any difficulty. But with the banana it is different. Bananas, it is true, are graded at the point of loading for size of bunch and general quality, but this is a rough grading at best when it is remembered that thousands of bunches may be graded by two or three men in the space of an hour or two. In the nature of things, too, any mathematical grading is an impossibility. Just as all oranges on a tree are not of the same size, so the bananas on a bunch, which is the usual production of the banana plant, show to an extent at least, the same variation. All bananas are not the same size. Consequently either you or the customer must lose in the transaction. The public has come to accept certain prices per dozen and within those limits are apparently satisfied. There is a growing feeling, however, that the trade in this valuable and profitable fruit could be stimulated by a new system of sale and at the same time, the retailer assured of a surer method of judging his margin of profit.

Wholesaler Buys by Pound, Retailer by the Bunch

The case for the retailer stands about this way. The wholesaler buys his bananas by the pound. That is he, buys

cars on the basis of their net weight. As most people know even in the best graded car there is a wide variety of quality and size, yet in the main the price of these bananas to the retail trade is based on the net cost of this car divided by the number of bunches with the wholesaler's profit added. In other words the man who buys the smallest and poorest bunch in the car is liable to pay the same price as the man who buys the best. Possibly very small bunches may be singled out for a lower price, but in the main there will be no discrimination.

Nor is this the fault of the wholesaler. No man living can judge to a fraction the exact proportionate values of a car of bananas. The fault is in the system of sale, not in the sellers.

Who Loses, Retailer or Customer?

Possibly you buy one of the smaller bunches. Custom says that you shall sell at so much per dozen. Your neighbor buys one of the larger bunches, and sells at the same price. Now, which loses, you or your customer? The answer is, "probably both." The small bunch will not show you the same margin of profit. The dozen from this bunch will not have the same quantity of fruit as is found on the larger bunch. Yet we are hidebound to this antiquated system because dealers, generally, lack the initiative to change to a better system.

With this old method the dealer at best can but estimate his profit per bunch, and a very rough estimate it is. As a consequence, a good many dealers, though they may not know it, are selling bananas at no margin of profit and not improbably at a loss.

The Method Outlined

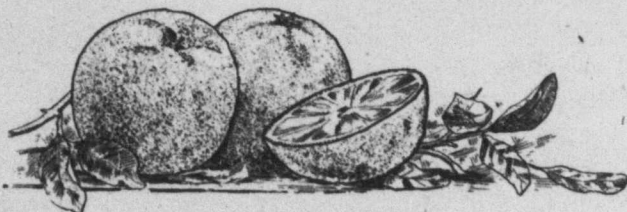
Now, how would it work out under the selling by the pound system. Take, for instance, a bunch of bananas weighing about 80 pounds, a pretty good average weight, the stalk would weigh about 8 pounds, leaving exactly 72 pounds of fruit to be disposed of. Selling this

bunch at 20 cents a dozen, what profit would be made? There is a beautiful uncertainty about the method that renders it impossible to state definitely, but there isn't a question of a doubt that the profit would be a negligible quantity. But supposing this bunch were bought by the retailer at 3 cents a pound, which would bring it to \$2.40, which is about the price that is ranging at present, the dealer has a definite price on which to base his selling. Suppose he sells for 5 cents a pound, surely not a high price for bananas, yet the dealer is sure of 2 cents a pound profit on 72 pounds of fruit, or \$1.44, and that is more than most grocers have netted in many a long day.

What Would be the Customer's Attitude

How will the customers take to this new method? No one can guarantee the public taste, but it seems reasonable to suppose that any method that can be backed by a sound, forceful and logical argument should meet with the approval of the public in general. It should not be difficult to explain to the average customer that the first buyer by this method cannot get the pick of the bunch without paying for it, that the last customer will not have to pay the same as the first for a much inferior quality of fruit. It might take a little training, for habits are strong chains, but it is fairly certain that the customers would realize that it was to their benefit as well as to the grocers, that this buying and selling in the dark was an outworn system.

This method of selling has never been tried in Canada, but it has been in the United States, and its popularity is growing. Providence, R.I., Lincoln, Neb., Oklahoma City, are among some of the cities who have put this plan into successful operation and have given it their unqualified endorsement. Why go on trading in the dark? Why not put every item of your trade list on a sound selling basis?



CANADIAN GROCER

ESTABLISHED 1886

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THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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

Vol. XXX.

TORONTO, DECEMBER 29, 1916

No. 52

THERE is this difficulty about a food boycott. Every person has the secret inclination or intention of letting everybody else do it.

* * *

ONE CANNOT help admiring the perseverance of President Wilson. He has made so many mistakes. It must have taken some courage to go ahead and make another one.

* * *

THE NEWS of Germany's peace proposal was received with rejoicing at the meeting of the Executive Board of the National Association of Retail Grocers in the Hotel Sherman, Chicago.

* * *

SPEAKING of the antique eggs that investigators are discovering in storage these days, a friend reports that he even found "The Lays of Ancient Rome" in a second-hand establishment.—*Chicago Herald.*

* * *

THE HIGH Cost of Living seems to strike in queer quarters. It is reported that John D. Rockefeller has been complaining to his grocer of the high charges on his grocery bill. Now if we were just half as well upholstered in this world's goods as is John D. Jr., we wouldn't greatly care if eggs were selling at \$2.00 a dozen. Perhaps prosperity might cause us to lose that generous streak, however.

* * *

SOME small boys of Sacramento, California, the other day discovered \$5,000 hidden in an old tin can. Within a very short time they had managed to dispose of \$3,000 in the purchase of candy and doubtless would have gotten rid of the whole amount if the police had not intervened. To these small boys fifty cents' worth of striped candy looked like a very good exchange for a few paltry thousands.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—142-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address; Atabek, London, England.

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PUBLISHED EVERY FRIDAY.

ANOTHER WORD FOR MARGARINE

THE agitation in favor of the sale of Oleomargarine seems to be increasing, nor do these opinions come from those whose opinions may be lightly set aside. From the Toronto Health Bulletin we quote the following:

OLEOMARGARINE

There has been considerable controversy recently in regard to oleomargarine and the question is frequently asked whether its manufacture and sale should be permitted. In answer to this we would say that there is no scientific reason why oleomargarine should not be manufactured and sold as a substitute for butter, insisting, however, that it be sold only as a substitute and labelled as such. It contains practically as much nourishment as butter and as far as experiments have gone, has been shown to be quite as digestible, in fact preferable to the lower grades of butter. It can be manufactured and sold for decidedly less than butter. Steps should undoubtedly be taken at once to secure legislation that would warrant the manufacture and sale of this article of diet, in view of the prohibitive cost of butter at the present time.

EXPANDING COCOA TRADE

THE United States Department of Commerce noted a very pronounced increase in the consumption of Chocolate and Cocoa. This would seem an unusual condition, as prior to the war, the trade in these commodities was controlled largely by European middlemen. The difficulties of transportation and trade generally has had the effect of shifting this balance of trade, and as a rule shipments in these

commodities have been coming direct from the country of their production.

Despite this change in the usual trade conditions the supply has been most decidedly increased and has been readily consumed. According to the departments figures, during the fiscal year 1916 the importations of these commodities amounted to the large total of 243,232,000 pounds as against a total import of 192,306,000 pounds of the year preceding. This shows an increased importation of 50,926,000 pounds, the value of this increased item reaching the handsome figures of \$12,000,000. The dry spell that is sweeping over the United States as well as Canada must be having effect. There has been no corresponding decline in the sale of Teas and Coffee, hence it is natural to suppose that this increased consumption of temperance beverages has taken the place of something stronger.

THE TRAVELER, GOD BLESS HIM!

BY all means let us say a good word for the traveler. His "merry morning face" alone has started many a merchant out on a successful day. His very presence is an outward and visible sign of your prosperity. Who is going to make a bid for the trade of the down and outer? Ah, but say some, he induced me to buy a lot of dead stock. Well you didn't think it dead when you bought it, and it is only dead now probably because you have come to think so. He handed you a line of argument that you, a hard headed business man with an eye peeled for the sight of profit, assented to. The goods haven't changed, and the argument hasn't lost its force. Why then is the stock dead? May it not have to be admitted that the stock is dead because you are showing an inferior brand of salesmanship to the cheerful lad who sold you in the first instance. Yes, the good old traveler goes on traveling rain or shine, always with a cheerful smile and an apt retort. You can't help liking the beggar, even if he does eat into your time. Well if he does, he gives you value for it.—Little useful hints, selling ideas, and advertising possibilities. He's a friend at court. He serves his firm loyally, but is loyal to his customers also. He takes a lot of abuse with cheerfulness, perhaps he deserves a little of it, but at the back of it all he is one of the best friends the retailer has.

Don't be stingy with the kind words. Remember you probably had a better breakfast than he did, and you didn't spend the night, in a draughty moth eaten hotel. Yet he's cheerful. Don't let him beat you in the little matter of cheerfulness. And don't forget to say a kind word for the traveler—God bless him.

THE MAN WHO READS THE ADVERTISING PAGE

RECENTLY a prominent American business magnate was asked the type question that is always put to men of his class. To what do you attribute your success? Out of every hundred who

have faced this question, about 99 have dropped a few modest words relative to their own early diligence. This one exception remarked, "I read the advertisements." He was a well-posted man because he was abreast of the commercial activity of his time. He was keen to notice and quick to profit by a suggestion that might be of use to him. Out of the thousand and one advertisements that daily met his eye the one might be a lead for him to follow. Waste time? Certainly not. Nothing is waste that can show results and this system showed one man at least a fortune beyond the dreams of avarice. There is a certain hint here too for the merchant. Following advertisements may prove a very valuable occupation for you. For one thing advertising is a fine art. Men are paid large salaries for ideas suggestive enough to catch the fickle public taste. Here is a training school for salesmen. For yourself, for your clerks. If another man can sell goods by these methods, so in all probability can you.

People nowadays are reading advertisements, they know what goods are advertised and to a great degree judge them on that standard. The public judgment is of necessity your judgment if you are to serve that public successfully. If you do not study the advertisements you are placing yourself at a disadvantage; you are not abreast of the public demand. For, say what you will, the public demand is to a large extent built up on successful advertising.

Ponder the suggestion of the man who made a million by reading the advertisements.

COMMON-SENSE vs. THE BANKRUPTCY COURTS

HOWEVER, we may try to hide the fact these are perilous times for the trade. To carry on even a small business requires a very considerable outlay of capital, and an intelligent understanding of conditions that has never before been so urgently demanded. The merchant who now buys indiscriminately is courting disaster. It is a hard saying this, for the merchant is being faced daily with opportunities of buying goods that are sure to rise. He sees large profits in anticipation. If he is not clear headed and cautious he may be induced to buy more than he can possibly expect to sell within a reasonable time. It is this indiscriminate buying that provides the material for the commercial agencies' bankruptcy reports. The only safe rule is to buy so that all your liabilities can be liquidated within thirty days. It may mean passing by what may look like golden opportunities. Better to do that than to have these same golden opportunities prove your ruin. They will prove that this year for a great many merchants beyond doubt. Men who have financed on enthusiasm and optimism, both be it noted, good qualities if backed by common horse-sense, and common-sense in this regard spells Capital.

Buy wisely, buy intelligently, but before all buy within your range of capital. Eternal vigilance is the price of safety.

Finance Dept. Says "Original Cost"

New Commissioner on Taxes Agrees With Theory That Inventory Should be Taken at "Original Cost"—Department Will Accept This as Fair Basis—Not After "the Last Cent."

From interview by CANADIAN GROCER representative with R. W. Breadner, of the Finance Dept., Ottawa.

THE attitude of the Department of Finance and the new law on the taxation of excess profits on a capitalization of \$50,000 and over, in its relation to the annual valuation of the stocks, both of manufacturers, wholesalers, and retailers, has been ascertained by a staff member of CANADIAN GROCER in an interview that was secured with the Commissioner on Taxes, R. W. Breadner.

In a word, Mr. Breadner, who has been placed in charge of the new department by Sir Thomas White, declared that the department not only "allows" the merchant and the manufacturer to value their stocks on the basis of the cost, in spite of the big advances that have taken place lately, but will encourage them to follow this practice.

CANADIAN GROCER found the new official thoroughly in sympathy with the theory which we have been endeavoring to impress on every merchant, that he should form his plans, both in buying and selling, on the assumption that a turn is certain to come in the market with a suddenness that cannot be met on the instant, and will require "preparedness" of many months to meet with comfort.

Unwise to Inflate Values

The commissioner realizes that with the market reversed it may be difficult to secure normal profits and that it is unwise for a merchant to inflate the valuation of his stocks at this time simply because wholesale prices happen to be high.

The new Act, as most will recall, gives the Government 25 per cent. of the profits after allowing 7½ per cent. dividend on the capital. If the stock is taken in at the present wholesale cost prices, the net "profits" will be correspondingly greater than if the basis of the inventory were the invoiced cost of the goods.

Not Out After the Last Cent

"If the merchant advances his valuation as you suggest, he will show a big surplus, which at once becomes taxable, but we do not wish to gain from this. The department desires to administer the Act with equity and fairness. We are not going out after the last cent; we are not going to jeopardize any one. Just as in the case of the "stocks" of the stock market, we do not recognize high quotations as real assets, for the

THE BIGGEST PROBLEM OF THE YEAR

Undoubtedly the biggest problem that has faced the merchant in years has been the question of stock-taking this year. In the first place the past twelvemonth has seen such remarkable advances in the cost of goods that every merchant finds himself to-day with a very considerable increase in the amount of capital tied up in his business. Some retailers have partially overcome this by reducing their stocks; but, when the increased costs of doing business are added to the advanced valuation of stocks, it is safe to assume that all retailers have more money tied up now than ever before. Important problems arise out of this situation, involving banking arrangements and matters of credit generally. The problem of the moment, however, is that of the inventory.

In last week's issue two articles appeared, dealing with several phases of stock-taking. The question was discussed as to whether the retailer should take stock at the original cost of the goods in stock or at the present wholesale value of same and the conclusion was reached that it was better to "play safe" by inventorying goods on the basis of original cost. Since the appearance of this article there has been considerable discussion in the trade and the conclusion reached has found very general acceptance. It is probable that a large majority of grocers will proceed along these lines.

Another point that comes up in this connection is the matter of war taxes. The Government exacts a tax on war profits and the question arose as to whether increase in the value of stock held as a result of rising prices could be counted as profits. This interpretation would have created a serious situation and CANADIAN GROCER sent a representative to Ottawa to get information from the Government on this point. The result of the visit is given in the accompanying article.

market may drop the next day. We would accept the price paid by a "private" shareholder as a far more reliable criterion—the value he considers the stock to hold for investment purposes.

Take in Stock at Actual Cost

"So with 'stocks' in the form of merchandise. We would not consider the increases in value as profits until the goods actually had been disposed of. Let the merchant set down his merchandise at actual cost; if he makes more when he comes to sell it, he will get it next year; if the market goes down, then he is not out in his estimate for 1916."

Many Inspectors at Work

The department has a number of inspectors at work in various centres advising manufacturers, jobbers, retailers, and all other kinds of business firms as to the proper method of figuring out their returns to the Government. There

are two or three at work practically all the time in Toronto, one in Hamilton district, one in London, two in the Lower Provinces, three in Quebec, one in Winnipeg, another in Calgary, another in Vancouver, and so on.

TO FACILITATE IMPORTS

The Department of Trade and Commerce stated that it would greatly facilitate the despatch of business if firms in Canada desiring to import from the United Kingdom such goods as are on the restricted export list would communicate with the Department of Trade and Commerce, Ottawa, as soon as the order is placed.

The death occurred very suddenly at his home of Peter Hastings, grocer and confectioner, 1264 College St., Toronto. Death was due to heart failure. The late Mr. Hastings had been a resident of Toronto for the past twenty-five years.

Roads from the Merchants' Standpoint

What a Number of Progressive Merchants Actually Think of the Bearing of Good Roads on Business—Some Telling Instances to Prove the Contention That Roads Influence Trade—An Interesting Discussion.

CANADIAN GROCER published last week an article dealing with the effect of good roads on the general merchants' trade. This matter is of such great moment to the trade at large that a number of retailers were queried to get their opinion on the matter. From replies received it is very evident that there is a widespread belief that the coming of good roads would have a most decided effect on the business of the grocery store, more especially in the smaller centres, though even the cities feel the effect of better road conditions.

N. Lalonde, of 364 Charlevoix Street, Montreal, believes that improved road conditions have a very marked effect on trade. "Two years ago," he states, "our street was in such a bad state that we lost a good deal of business on account of it. People would not pass on such a street. Last year all our streets were paved, and we at once noted a most decided improvement in business."

City and Town Stores Benefit Most

J. E. Marshall, of Niagara Falls, Ont., is of the opinion that city and town stores would be the chief ones to benefit by the improvement in roads. The country stores, he thinks, would break about even, losing some trade and gaining some, that would otherwise go to larger stores.

Northern Opinions

Opinions from the north country all agree in the value to the merchant of good roads. Chas. Reekin, Cobalt, Ont., is a strong believer in good roads, though he states that there is very little farmers' trade in his vicinity.

G. G. Smith, New Liskeard, Ont., gives a definite instance of the effect of good roads on trade: "The greater part of the trade of the township east of Earlton went to Thornloe about two years ago on account of a bad piece of road east of Earlton."

N. G. Armstrong, of North Bay, notes: "The road from North Bay south to Callandar, through the Township of Chisholm, has been improved, and has been the means of bringing new business to North Bay."

W. H. Ewing, of Sault Ste. Marie, Ont., notices one outstanding instance of the drawing power of a good road. Since the trunk road from Sudbury to Sault Ste. Marie was built, he states that farmers will come as far as 20 to 30 miles to deal at that city.

A Town With No Roads

W. Sproule, of White River, Ont., is not troubled by the matter of roads as long as the railway keeps moving, and even if it doesn't, he apparently doesn't worry greatly. He writes: "We are in the peculiar position of having no roads outside of the C. P. Railway. You could not drive in or out of here. A tie-up on the C. P. R. is if anything good business for us. We could not speak from experience for this reason."

David B. Ritchie, St. Chrysostome, Que., states that his community has done something in regard to good roads, but seems to have grown indifferent to the matter. He is himself a staunch exponent of the value of good roads.

A Bennington merchant notes that last spring the roads in his vicinity were in a desperate state, with the result that the persons who would naturally pass his door were diverted to roads north and south.

A Doubtful Voice

The Young Trading Company, of Young, Sask., speak with a doubtful voice. They believe that bad roads may be detrimental to trade in some places.

H. H. Guay, Ltd., Victoriaville, Que., on the other hand, believes that good roads have a decided effect on business. He states: "We are sure that business has been driven from localities by bad roads. He notes, however, that his community has done a good deal to improve the roads, especially in the last three years, and with the co-operation of the farmers."

Country versus Town Stores

Charles Asoyuf, Eel River Bridge, N.B., puts the case as a matter between the town and country store. "Where the roads are good, the people like to go to town; when they are bad, they would sooner go to the country store."

Hart & Ellis, of Meaford, Ont., believe that bad stores are detrimental to trade, especially to that of town stores. Their letter continues: "We have no definite instances where trade has been switched by bad roads, but we believe that when the farmers are continually talking of the poor roads that the town surrounded and approached by good roads will get a better amount of business. Also we believe that bad roads tend to encourage mail order business by rural mail delivery."

J. A. Sneath, Thorold, Ont., believes that good roads are of advantage, especially situated as his store is four miles from one city and seven from another. He notes that they have good roads in the country and paved streets in the town—surely a happy combination.



A Bituminous Surface Treatment, using an oil carrying 70 per cent. of asphalt.

C. A. Elsey, of Campbellville, notices that many people come to Campbellville for goods instead of going to another neighboring town. The explanation he gives is that the roads leading to the other town are heavy at certain seasons of the year.

The Grills Co., New Liskeard, states that the roads in that section are very bad spring and fall, and they notice that people living near Thornloe come to New Liskeard more during those seasons than at other times, owing to the still worse roads in other directions.

A Comprehensive Western Opinion.

E. T. Marks, of Elbow, Sask., thinks that bad roads are most detrimental to villages. Mr. Marks letter continues: "During Government relief work, an improvement was made on a road coming into Elbow from across the river. It had always been a complaint from those compelled to travel it. Other facilities opened up before the stated improvement was made so that the results were not realized that were expected.

In addition to above I can cite flag station, Aiktow, Sask. A bad piece of sand was encountered when hauling grain from Maple Bush district, causing hauling to be diverted to other points. The sand road was strawed and otherwise firmed up and now the station enjoys good patronage.

I have tried to influence councillors towards improving road to Elbow, but other villages are so situated that equal claim can be made hence nothing much done. In my opinion village council would be justified in assisting if need be improvement on such road or urging municipality doing it.

It is very evident from this discussion that good roads bear a very close relationship indeed to business, and it behooves the merchant to bend his energies to seeing that the roads in his vicinity are improved. If he does not some other locality may be more progressive and the trade that is naturally his may be turned into other channels.

Is There a Limit to Sale?

Is There a Price Beyond Which Goods Will Not Sell?—

Is There a Price Beyond Which It Is Not Wise to

Buy?—A Toronto Merchant Thinks There

Is—The List of Goods That His Store

Has Not Advanced in Price.

"THERE is not a single line in my store that I would feel safe to invest heavily in at the present market prices," declared George Barron, of Robt. Barron & Sons, Toronto grocers, in an interview this week with CANADIAN GROCER. "There is not a single line of groceries that I would advise any merchant to stock up in at the present time," he added.

"What about butter?" inquired C. G.

"Not even butter. We heard a lot a while ago about butter going up to 75 cents or more a pound, but I cannot see where there is a chance of its doing so. Not because, theoretically, 75 cents may not be a fairer price for butter in a month or so than fifty cents is to-day, but I have found, and these war days are proving no exception to the old rule,—that there is a price level beyond which merchandise cannot and will not advance. If it touches a very high point, it at once recedes, for the simple reason that the public refuses to follow it, and when sales stop, automatically merchandise must go down to meet the buyer.

High Prices Ring Their Own Knell

"You have heard about eggs going up to fabulous prices. One dollar was

asked on the market the other day, but were there any buyers? The eggs reached dollar—asked—and then went down. The price was too high, the demand ceased, and the price had to come down. I do not think I have sold any eggs above 65 cents and I don't expect to.

"So with apples. In a few months there will of course be a far greater scarcity than there is to-day, but will the price at which apples are sold be much higher than it is to-day? All that will be allowed to the holder of apples at the end of a few months will not be an advance on account of the greater scarcity of this line, but a bare increase to cover the extra cost of carrying over the fruit for the extra time.

"No, the market to-day is not a proper one on which to speculate. I think that in practically every line it has just about reached the high level."

Goods That Have Not Advanced

Mr. Barron had worked out a list for a customer who had been complaining of increased prices.

"The public do not seem to realize that there are many lines that have not gone up," he said. "I have jotted down here some of these, where ad-

vances have not been made in our store prices. In some the wholesale has gone up, but we have so far, absorbed the increase, such as on olives, and in other cases have stocks on hand still, that were bought before the rise."

The list is of interest: Bulk teas, coffee, rice, baking powder, laundry soaps (will go up soon), ammonia powder, preserved fruits, domestic jams and jellies, oranges, grape fruit, shredded wheat biscuits, corn flakes, prunes, olives, pearline, bon ami, cocoa, chocolate, salt, shoe dressings, stove polishes, honey, and extracts.



CALIFORNIA'S RECORD LEMON CROP

The California lemon crop this year bids fair to make a record mark. It is estimated that the state will ship ten thousand cars. This is a very marked increase over the shipment last year which reached only seven thousand.

The extent of this crop may be better estimated when it is realized that up to the present the amount of lemons consumed by Canada and the United States has totalled only some 12,000 cars. In other words, California is expected to produce this year almost as many lemons as were consumed by these two countries from all sources.

The lemon industry of California is of comparatively recent growth. Ten years ago the State shipped only three thousand cars and the lemons were very little known on the Eastern market. From that date, however, the output has been steadily increasing, and will continue to do so for there are many groves that have not yet come into bearing. Indeed this year's crop is only considered of ordinary proportions. It is the increase in the bearing groves that has made the difference.

The California lemon season is at its height in October and November, and from that on lemons can be obtained practically all the year. Unlike oranges, a lemon must be picked green to ensure it keeping. A peculiar feature of the lemon tree that few people understand is that it is an all-the-year producer; blossoms, young lemons and fully developed lemons are all found on the tree at the same time. The fruit is picked every month, as soon as it has reached a certain size.

The lemon up to the present has been a much underestimated fruit. People have known it as a beverage and a pie, but the many other uses have passed them by. With the enormously increasing supply, however, the lemon is gradually coming to its own and its many other virtues are being discovered.

Synopsis of Law Conditions Governing the Sale of Food Products

The Standards of Sale Outlined—How Infringements May Occur, and the Penalties Attached Thereto—Information That Is of Value to the Retailer

THE laws respecting the sale of food commodities are of such direct interest to the grocery trade that we are reprinting herewith a syn-

opsis of these laws arranged by the Department of Trade and Commerce, for the information and protection of the trade.

A thorough understanding of these laws may be of inestimable value to the retailer and may, in many cases, mean an actual protection to him.

Commodity.	Existing Law Governing Sale.	Penalty for Violation Thereof.																																																																				
<p>Flour, meal, rolled oats, rolled wheat and feed.</p> <table border="1"> <thead> <tr> <th></th> <th colspan="2">Net Weight in Dominion Standard pounds.</th> </tr> <tr> <th></th> <th>Barrel.</th> <th>Half-brl.</th> </tr> </thead> <tbody> <tr> <td>Flour</td> <td>196</td> <td>98</td> </tr> <tr> <td>Meal</td> <td>196</td> <td>98</td> </tr> <tr> <td>Rolled oats</td> <td>180</td> <td>90</td> </tr> <tr> <td>Rolled wheat</td> <td>100</td> <td>50</td> </tr> </tbody> </table> <p>Vegetables and Other Articles.</p> <table border="1"> <thead> <tr> <th>Bushels.</th> <th>Weight in Dominion Standard pounds.</th> </tr> </thead> <tbody> <tr><td>Artichokes</td><td>56 lbs.</td></tr> <tr><td>Beans</td><td>60 "</td></tr> <tr><td>Beets</td><td>50 "</td></tr> <tr><td>Bituminous coal</td><td>70 "</td></tr> <tr><td>Blue grass seed</td><td>14 "</td></tr> <tr><td>Carrots</td><td>50 "</td></tr> <tr><td>Castor beans</td><td>40 "</td></tr> <tr><td>Clover seed</td><td>60 "</td></tr> <tr><td>Hemp seed</td><td>44 "</td></tr> <tr><td>Lime</td><td>70 "</td></tr> <tr><td>Malt</td><td>36 "</td></tr> <tr><td>Onions</td><td>50 "</td></tr> <tr><td>Parsnips</td><td>45 "</td></tr> <tr><td>Potatoes</td><td>60 "</td></tr> <tr><td>Timothy seed</td><td>48 "</td></tr> <tr><td>Turnips</td><td>50 "</td></tr> </tbody> </table> <table border="1"> <thead> <tr> <th>Bags.</th> <th>Weight in Dominion Standard pounds.</th> </tr> </thead> <tbody> <tr><td>Artichokes</td><td>84 lbs.</td></tr> <tr><td>Beets</td><td>75 "</td></tr> <tr><td>Carrots</td><td>75 "</td></tr> <tr><td>Onions</td><td>75 "</td></tr> <tr><td>Parsnips</td><td>65 "</td></tr> <tr><td>Potatoes</td><td>90 "</td></tr> <tr><td>Turnips</td><td>75 "</td></tr> </tbody> </table> <p>Potatoes in barrels, 165 lbs.</p> <p>Eggs</p> <p>Salt</p> <p>Butter</p>		Net Weight in Dominion Standard pounds.			Barrel.	Half-brl.	Flour	196	98	Meal	196	98	Rolled oats	180	90	Rolled wheat	100	50	Bushels.	Weight in Dominion Standard pounds.	Artichokes	56 lbs.	Beans	60 "	Beets	50 "	Bituminous coal	70 "	Blue grass seed	14 "	Carrots	50 "	Castor beans	40 "	Clover seed	60 "	Hemp seed	44 "	Lime	70 "	Malt	36 "	Onions	50 "	Parsnips	45 "	Potatoes	60 "	Timothy seed	48 "	Turnips	50 "	Bags.	Weight in Dominion Standard pounds.	Artichokes	84 lbs.	Beets	75 "	Carrots	75 "	Onions	75 "	Parsnips	65 "	Potatoes	90 "	Turnips	75 "	<p>Flour, Meal, Rolled Oats, Etc. (Chap. 36, 1914, Amendment to Inspection and Sale Act.)</p> <p>Every barrel, half barrel, bag, sack or package must have marked thereon the name of the packer and the brand and the weight of the contents, and in the case of feed, the composition thereof.</p> <p>Vegetable and Other Articles. (Chap. 36, 1914, Amendment to Inspection and Sale Act.)</p> <p>Unless a bushel by measure is specially agreed upon, it must weigh the number of pounds set opposite each article.</p> <p>A bag of any of the articles mentioned, must weigh the number of pounds set opposite the name of such article.</p> <p>A barrel of potatoes shall mean, unless a barrel of specified size, kind or content by measure is agreed upon, 165 Dominion standard pounds of potatoes.</p> <p>Eggs. (Chap. 85 Inspection and Sale Act.)</p> <p>When eggs are described as sold by the standard dozen, the dozen shall mean one pound and a half.</p> <p>Salt. (Chap. 85 Inspection and Sale Act.)</p> <p>Every barrel of salt packed in bulk, sold or offered for sale, shall contain two hundred and eighty pounds of salt, and every barrel or sack of salt sold or offered for sale, shall have the correct gross weight thereof, and in the case of a barrel the net weight also, marked upon it in a plain and permanent manner.</p> <p>When bags of salt are packed in barrels, the number of bags contained in the barrel and the weight of the aggregate amount of salt shall be marked, stamped or branded on one head of the barrel.</p> <p>The name or the registered trade-mark of the packer of the salt, if it is packed in Canada, or the name and address of the importer, if it is packed elsewhere than in Canada, shall be marked, stamped or branded on every barrel or sack of salt sold or offered for sale in Canada.</p> <p>Butter. (Chap. 7, 1914, Dairy Industry Act.)</p> <p>The manufacture and import of oleomargarine or other like substitutes for butter is entirely prohibited, nor must any person incorporate</p>	<p>Every barrel or half barrel not properly marked shall be liable to a penalty of 10c. Vide sections 172 and 173 of chap. 85 as amended by chap. 36, 1914.</p> <p>Every bag, sack or package not properly marked shall be liable to a penalty of \$1. Vide sec. 15, chap. 36, statutes of 1914.</p> <p>Every person who violates the provision that a bushel of any article shall be determined by weighing and specifying the number of pounds such bushel shall contain, shall be liable on summary conviction, to a penalty not exceeding \$25 for a first offence, and not exceeding \$50 for each subsequent offence. Vide sec. 357, chap. 85, R.S.C.</p> <p>Every person who sells or offers for sale any bag of the vegetables mentioned that does not contain the number of pounds called for shall be liable, to a fine of \$25 for a first offence, and \$50 for each subsequent offence. Vide sec. 19, chap. 36.</p> <p>No specific penalty is provided.</p> <p>No specific penalty is provided.</p> <p>Every person who neglects to comply with any of these provisions relating to salt, and every person who sells or offers for sale any salt in contravention of any of such provisions, shall be liable, on summary conviction, to a penalty of not less than ten dollars for each offence; but no deficiency in the weight of the salt contained in any package shall be deemed a contravention of such provisions unless such deficiency exceeds five per centum.</p> <p>No penalty shall be recoverable under this section unless proceedings for the recovery thereof are instituted within twenty days after delivery of the package of salt with respect to which it is claimed that a contravention of such provisions has been committed.</p> <p>A fine of from \$10 to \$50 is provided, and in default thereof, imprisonment for a term not exceeding 6 months.</p>
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Commodity.	Existing Law Governing Sale.	Penalty for Violation Thereof.
Butter	Butter (continued) any ingredients in butter not provided by the Act and Regulations based thereon. The character and weight of butter is described in sec. 6 of the above Act. Butter must not contain over sixteen per cent. of water. The full net weights are provided for ¼ lb., ½ lb., 1 lb. and 2 lbs. when moulded or cut.	The Act provides for a fine of from \$200 to \$400 on summary conviction, and in default of payment, imprisonment for a term not exceeding 6 months.
Cheese	CHEESE. (Chap. 7, 1914, Dairy Industry Act.) Sections 7 and 8 of the said Act, provides that no cheese shall be made from skimmed milk, and no adulteration shall take place during the process of making.	Penalties up to \$500 have been enacted to cover various provisions of the Act.
Meat and canned foods	Meat and Canned Foods. (Chap. 27, 1907, Meat and Canned Foods Act.) These articles are governed by the Act just above quoted which applies only to such when intended for export out of Canada or from one province of Canada to another. The following definition explains what the various terms cover: Unless the context otherwise requires,— (a) 'carcases' means the carcases of cattle, sheep, swine, goats, game or poultry; (b) 'establishment' means any abattoir, packing house, or other premises in which such animals are slaughtered, or in which any parts thereof or products thereof, or fish, or fruit, or vegetables, are prepared for food for export or are stored for export; (c) 'export' means export out of Canada, or out of any province to any other province thereof; (d) 'food' includes every article used for food or drink by man, and every ingredient intended for mixing with the food or drink of man for any purpose. When an establishment is operated as an export house everything packed, handled or produced in same is subject in the province where situate or for export therefrom.	Penalties up to \$500 have been enacted to cover various provisions of the Act.
Apples	APPLES. (Chap. 85, Inspection and Sale Act and Amendments.) Barrels used for packing apples must be 26¼ inches between the heads inside measure, 17 inches in diameter at head and have a middle diameter of 18½ inches, containing as nearly as possible 96 quarts. Boxes used for packing apples must be not less than 10 inches deep, 11 inches in width and 20 inches long, representing as nearly as possible 2,200 cubic inches. Every such package (barrel or box), must be marked with the name of the person or corporation doing the packing, the name of the variety and the grade, viz.:—Fancy, No. 1, No. 2, No. 3.	For improper marking fines from \$10 to \$200. Faulty dimensions of barrels and boxes, 25c. each, with costs of prosecution.
Fruit	BERRIES, ETC. (Chap. 85 Inspection and Sale Act and Amendments.) Every box of berries or currants offered for sale and every berry box manufactured and offered for sale, in Canada, shall be plainly marked on the side of the box, in black letters at least half an inch square, with the word 'Short', unless it contains when level-full as nearly exactly as practicable,— (a) at least four-fifths of a quart; or, (b) two-fifths of a quart. 2. Every basket of fruit offered for sale in Canada, unless stamped on the side plainly in black letters at least three-quarters of an inch deep and wide, with the word 'Quart' in full, preceded with the minimum number of quarts, omitting fractions, which the basket will hold when level-full, shall contain, when level-full, one or other of the following quantities:— (a) Fifteen quarts or more. (b) Eleven quarts, and be five and three-fourths inches deep perpendicularly, eighteen and three-fourths inches in length, and eight inches in width at the top of the basket, sixteen and three-fourths inches in length, and six and seven-eighths inches in width at the bottom of the basket, as nearly exactly as practicable, all measurements to be inside of the veneer proper and not to include the top band. (c) Six quarts, and be four and one-half inches deep perpendicularly, fifteen and three-eighths inches in length and seven inches in width at the top of the basket, thirteen and one-half inches in length, and five and seven-eighths inches in width at the bottom of the basket, as nearly exactly as practicable, all measurements to be inside of the veneer proper This will reduce to 55¼ cubic inches.	Every person who violates any of these provisions shall be liable, on summary conviction, to a penalty of twenty-five cents for each barrel of apples, or box of apples, pears, quinces, berries, or currants, or basket of fruit, or berry-box, respecting which such violation is committed, together with the costs of prosecution; and in default of payment of such fine and costs shall be liable to imprisonment, with or without hard labor, for a term not exceeding one month, unless such fine and costs, and the costs of enforcing them, are sooner paid.

Commodity.	Existing Law Governing Sale.	Penalty for Violation Thereof.
Fruit	<p style="text-align: center;">Berries, etc. (continued)</p> <p>and not to include the top band: Provided that the Governor in Council may, by proclamation, exempt any province from the operation of this section.</p> <p>(d) Two and two-fifths quarts, as nearly exactly as practicable.</p> <p>The practice now in the Fruit Commissioners Branch is to have the Inspection performed at the initial points where the fruit is packed, thereby providing for the protection of the consumer in Canada, as well as the consumer abroad. Formerly this was done at the points of exit out of the country when fruit was inspected for export only.</p> <p>Imported Fruit, the kind of which may be prescribed by regulation made by the Governor in Council must be branded or marked according to such regulation and any packages not so marked may be destroyed, and a fine of not more than \$50 imposed.</p>	
Hay and Straw.....	<p style="text-align: center;">HAY AND STRAW. (Chap. 85 Inspection and Sale Act.)</p> <p>The grades of hay shall be as follows:—</p> <p>Prime timothy shall be pure timothy, perfect in color, sound and well cured;</p> <p>No. 1 timothy shall be timothy with not more than one-eighth of clover or other tame grasses mixed, of good color, sound and well cured;</p> <p>No. 2 timothy shall be timothy with not more than one-third of clover or other tame grasses mixed, of good color, sound and well cured;</p> <p>No. 3 timothy shall consist of at least fifty per cent, of timothy and the balance of clover or other tame grasses mixed, of fair color, sound and well cured;</p> <p>No. 1 clover shall be clover with not more than one-quarter of timothy or other tame grasses mixed, of good color, sound and well cured;</p> <p>No. 2 clover shall be clover with not more than one-quarter of timothy or other tame grasses mixed, of fair color, sound and well cured;</p> <p>Mixed hay shall be hay which does not come under the description of timothy or clover, and which is in good condition, of good color, sound and well cured;</p> <p>No grade shall include all kinds of hay badly cured, stained or out of condition;</p> <p>Shipping grade shall be hay in good condition, pressed, sound and well cured.</p> <p>The rates for the inspection of hay shall be twenty cents for every ton.</p> <p>In the province of Quebec, the following shall be the standard weights for hay and straw, unless sold by the ton, or unless it appears that the parties to the contract agreed otherwise:—</p> <p>a bundle of timothy, clover or other hay, with a timothy band, fifteen pounds;</p> <p>a bundle of timothy, clover or other hay, bound with a withe, sixteen pounds;</p> <p>a bundle of straw, twelve pounds.</p>	<p>No specific penalty is provided.</p>
Pickled Fish	<p style="text-align: center;">PICKLED FISH. (Chap. 45, 1914, Inspection and Branding of Pickled Fish.)</p> <p>The act applies to salted herring, alewives, mackerel and salmon, but the Governor in Council may extend any or all of its provisions to other kinds of fish.</p> <p>No branding by the Inspector is permitted, unless the fish is caught, cured and packed according to regulations.</p> <p>The fish to be packed in barrels, half barrels or other packages.</p> <p>Branding is to be done only by the Inspectors, who may enter any premises to examine barrels, half barrels, or other packages of fish suspected of being falsely marked.</p> <p>Inspection under the act is not compulsory, but the act does not permit of any one branding or marking any barrels, half barrels or packages of fish except the inspectors as aforesaid.</p>	<p>Penalties under the act range from \$20 or two months imprisonment to \$500 and 6 months imprisonment or both.</p>
Fish Oils	<p style="text-align: center;">FISH OILS. (Chap. 85, Inspection and Sale Act.)</p> <p>The Act applies to whale, seal, porpoise, herring, sturgeon, siskawitz and all other kinds of oils derived from fishes and marine animals. Fish oil shall be packed in good, tight casks sound and staunch and made of hardwood. The Inspector or Deputy Inspector shall determine the gauge of each cask containing Fish oil and the outs thereof and shall mark the same on the cask. If the same contained water or other adulteration the fact shall be scribed or branded thereon, also the quality, month, last two figures of the year when inspected, initials of the Inspector, place of inspection, initial letters of the province. Nothing in this Act shall oblige any person to cause any article to be inspected but if inspected it shall be subject to the provisions of this Act.</p>	<p>No Specific penalty is provided.</p>



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec

A. F. Plant, Sherbrooke, has sold the stock of his grocery store.

A. Pellerin, of St. Agathe, Que., was a visitor in Montreal just before Christmas. M. Pellerin is in the fruit business.

H. D. Marshall, Montreal, has been appointed representative of the Phoenix Packing Co., of California, for Montreal and district.

F. E. Bolin, of the Robin Hood Milling Company's Montreal staff, has been transferred to the firm's branch and offices at Moose Jaw, Sask.

J. H. McDonald, of the B.C. Manufacturing Co., Ltd., paid a visit to Montreal during the week before Christmas, renewing business acquaintances.

From St. Johns, Que., just before the Christmas holidays, L. Papineau, fruit and vegetable merchant, arrived in Montreal to do some holiday business.

C. B. Hart, broker, Montreal, has returned from a business visit to New York. He found the American Metropolis in the throes of about the busiest Christmas season he has seen for some time.

Representatives of most of the large business houses of Montreal are now in town for the holiday season, and reports of good business conditions in the rural districts and country towns are being generally heard.

For the first time since his illness Peter Kearney, of the firm of Kearney Bros., tea merchants, Montreal, has been able this season to spend Christmas and New Year holidays in the Adirondacks. This further sign of his steady progress towards recovery is welcomed by many friends in the business circles of Montreal.

A new Montreal appointment of especial interest in tea trade and other business circles is that of W. J. Roberts to the Canadian Agency of the W. R. Grace Co., of New York, importers and exporters of teas, coffees, dried fruits and many other lines. For the past nine or ten years Mr. Roberts has been with W. H. Halford, of the Furuya Nishimura Co., tea importers, Montreal, and besides being popular in a wide business circle, he is regarded as an exceedingly efficient man in his line of business. His appointment to the Montreal branch of the Grace Co. with offices in the Lewis Building, Montreal, is cause for the congratulations of many friends.

Zephirin Hebert, president of Hadon Hebert et Cie, Montreal, desires to correct the impression (due to an evening paper error) that he considers canned goods high in price because the industry is trust controlled. Mr. Hebert, when going into this matter before the Legislative Committee at Quebec lately, explained the functions of the "Holding Company" in regulating the canned goods business against the glutting of the market through over-production in rich fruit and vegetable seasons. An evening paper reporter apparently misheard or misunderstood him, with the result that his views were erroneously taken to imply, "trust control." He



GEORGE BOLTON,
of Campbell Bros. & Wilson, Ltd., elected
President of the Northwest Commercial
Travellers' Association, Winnipeg.

also mentions that at the same meeting he did not advise the removal of the duty on sugar from U.S.A., but on the matters being drawn to his attention, he agreed that to remove the duty would reduce the price in Canada, but left the question to the Dominion Legislature.

Ontario

J. M. McComb, confectioner, Dunnville, has sold out to E. Wilson.

Lizzie Walker, Toronto, has sold her grocery business to Lillian Cowling.

The Wentworth Milk Producers' Association has notified the local retail milk dealers that on January 1, the price of milk will be advanced to 24 cents per

gallon. This action is said to be in direct contravention of their agreement with the retailers, which is still in force. The farmers claim a technicality or joker in this agreement which permits them to raise the price, when good and sufficient reasons are shown. The reasons put forward are the high cost of cows, feed and labor. It is not likely that the dealers will make fight to have this contract for milk at 21 cents per gallon enforced, but there is a chance that they will take the matter into the courts.

Western Provinces

Evans & Lougheed, Macrorie, Sask., have sold their general store to Mrs. D. R. Gallop.

Anderson's Grocery held its second annual banquet for employees and friends on Tuesday, December 12, at the Hotel Selkirk, Edmonton.

J. E. Macfarlane, general manager of the Western Canada Flour Mills, is visiting Toronto, Ottawa, Montreal and New York, and will not return to Winnipeg until the New Year.

Officers elected last Saturday evening by members of the Northwest Commercial Travelers' Association, were George Bolton, of Campbell Bros. & Wilson, Winnipeg, president; O. H. Dingman (Gutta Percha Rubber Co.), vice-president; L. C. McIntyre, treasurer; and F. J. C. Cox, secretary. In commemoration of his having completed 20 years in office as treasurer of the association, Mr. McIntyre was presented with a diamond set locket. The membership of the association now stands at 5,772, an increase of 247 over last year. It was reported that steps were being taken to prepare for after war conditions by cooperation as far as possible with kindred organizations.

H. B. Elford, who is covering Northern Manitoba and Saskatchewan for the Western Canada Flour Mills, went East to his home in Ingersoll, Ont., to spend the holidays. He is accompanied by his wife and daughter, and will be back on the job early in the New Year. R. J. Marriott, Regina representative of the above firm, spent the holidays in Winnipeg; so did J. H. Long, their Saskatoon representative. Carl Hairsine, representative in B.C. interior, went to Leamington, Ont., for Christmas, and will return with his wife and family, taking up residence at Vernon, B.C.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUGAR is easier in tone and further declines would not come as a surprise when the new Cuban crop of raws begins to reach the market in volume in the first month of the year. Prospects for a record crop of cane sugar in Cuba continue good. Live and dressed hogs held steady with an anticipation of light supplies which is expected to make firmer prices before the week is over. Butter is easier in tone and a downward tendency is not improbable. Eggs are also easier in price. Consumption has been curtailed and new-laid are coming in little better numbers, with the prospect of better supplies in January. Cheese is holding firm, due to the export demand. Poultry received a setback in Ontario during the week. Considerable stocks were left in the hands of Toronto wholesalers and retailers after the Christmas trade. This will have the tendency to make prices easier for some little time.

Canned tomatoes are easier, owing to the decreased demand. Corn and peas, however, hold firm. There is still some inquiry for United States canned goods. Dried fruits were well cleaned out of wholesaler's hands for the holiday trade. Some California fruit now on the way is being held up through freight embargoes on the American railways.

Flour advanced during the week and has recovered some of its former strength.

This week business is quiet, owing to most travelers being in off the road, and on account of stock-taking, which is now under way in most wholesale and retail businesses.

QUEBEC MARKETS

MONTREAL, Dec. 26.—The holiday feeling is over all the markets. Quebec Province is making seasonable cheer. Demand for the many lines of eatables from necessities to luxuries has been brisker than had been expected. In some special luxury lines such as dried fruits from Europe, and especially figs from Smyrna, there was a noticeable lack of goods to meet market appetite. Still the atmosphere of holiday making continues, and will continue for some time into 1917. Flour has been slightly firmer, but uncertain in tone. Sugar is decidedly weaker. Fruits and vegetables have been in very seasonable demand, and have maintained their firmer prices. Fish has been in brisk demand, and is at steady prices. Nuts show no sign of reduction in prices even should holiday demand drop off. Tea is very firm. Coffee shows a slight firming tendency. Cocoa is quiet but in demand. Canned goods are in rather unsettled market with a tendency to firmness. Cereals are very firm, and there is no improvement as regards the great difficulty in securing dried fruit supplies from Europe.

Still Inquiry For U.S. Canned Goods

Montreal.

CANNED GOODS.—Undoubtedly high prices have affected the demand for canned goods to some little extent, so that the market does not maintain at the even-price levels of ordinary times. It has been possible for retailers here and there to secure canned goods at easier prices than were at first quoted, and even where high prices have meant reduced stocks public demand has been correspondingly lessened so that there has been no need to besiege the wholesale stores for canned goods, and prices have been in keeping with the conditions. There is however an outlook for steady demand for canned goods during the early part of the New Year, and several jobbers have been endeavoring to secure further imported supplies of canned goods. Reports from New York are to the effect that these goods are not particularly easy to obtain now for Canadian consumption, so that some hint of firmness is found in the market. One line increased in price—Canned Shrimps. They

advanced 15 cents a doz. to \$1.90 per doz.

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

Salmon Sockeye—	
1 lb. talls, cases 4 doz., per doz.....	3 00
½ flats, cases 8 doz., per doz.....	2 00
Chums, 1-lb. talls	1 20
Pinks, 1-lb. talls	1 45
Pinks, 1-lb. talls	1 45
Cohoos, 1-lb. talls	1 75
Red Springs, 1-lb. talls	2 00
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canned Vegetables—	
Tomatoes, 2½s	1 90
Peas, standards	1 35
Corn, 2s, doz.	1 60
Corn (on cob gallon, cans), doz.....	5 75
Red raspberries, 2s	2 45
Red cherries, 2s	2 45
Strawberries, 2s	2 80
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75

Sugar in a Weak Market for Year-End

Montreal

SUGAR.—The market for sugar at the end of the year 1917 is found in distinctly weak tone. New York in fact has gone in for a marked decline, the price of the American granulated being \$6.95 per 100 lbs. Whether there will be any further decline in Canadian sugar or not is hard to determine. Much depends on the call from the wholesale trade for refined. Should there be an increased demand the refiners will go into the market for raw cubas, and there may be a passing firmness in sugar again until larger supplies of new crop cubas come forward. Meantime owing to wet weather the crops in Cuba are delayed, and this tends to maintain the price for raws.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 60
Acadia Sugar Refinery, extra granulated	7 50
Special icing, barrels	7 80
Yellow, No. 1	7 20
Powdered, barrels	7 70
Paris lumps, barrels	8 20
Crystal Diamonds, barrels	8 20
Assorted tea cubes, boxes	8 20

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.

Real Greek Currants Arrived in Montreal

Montreal

DRIED FRUITS.—With the market for dried fruits in the uncertain condition in which it is at present the arrival of a consignment of package currants grown in Greece, but cleaned and re-cleaned in the United States, was hailed by wholesalers of Montreal with satisfaction. These unexpected currants came in just in time for the

Christmas snap-dragon, and met with ready demand at 21 and 22 cents per pound. By way of contrast it may be noted that for the same line of dried fruits last year at this time, top price was 13 cents per pound. The once famous story of the lady who returned a fly found in a currant bun, to her baker, and duly received a currant to replace it, becomes half believable. In all respects the market for dried fruits remains as last week especially as regards the great difficulty experienced in importing from European ports.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 12
Apples, choice winter, 50-lb. boxes	.....	0 12
Apricots (old crop)	.....	0 16
Slabs	.....	0 18
Choice, 25's, faced, new crop	.....	0 22
Neectarines, choice	.....	0 11 1/2
Peaches, choice	.....	0 10
Pears, choice	.....	0 13 1/2
DRIED FRUITS.		
Candied Peels—		
Citron	.....	0 27
Lemon	.....	0 24
Orange	.....	0 25
Currants—		
Fillatras, fine, loose, new	.....	0 18
Fillatras, packages, new	.....	0 21
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	.....	0 12
Fards, choicest	.....	0 12 1/2
Hallowee (loose)	.....	0 12 1/2
Excelsior	.....	0 10
Anchor	.....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11 1/2
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 16 oz.	.....	0 09 1/2
Cal. bricks, 16 oz.	.....	0 10
Cal. fancy, table, 10 lbs.	.....	1 50
Figs—		
Spanish (new), mats, per mat	.....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	.....	0 13
40 to 50, in 25-lb. boxes, faced	.....	0 12
50 to 70, in 25-lb. boxes, faced	.....	0 12 1/2
70 to 80, in 25-lb. boxes, faced	.....	0 10 1/2
80 to 100, in 25-lb. boxes, faced	.....	0 10
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster	.....	3 75
Muscatels (loose), 2 crown	.....	0 10 1/2
Muscatels, loose, 3-crown, lb.	.....	0 12 1/2
Muscatels, 4-crown, lb.	.....	0 10
Cal. seedless, 16 oz.	.....	0 12 1/2
Fancy seeded, 16 oz. pkgs.	.....	0 11 1/2
Choice seeded, 16 oz. pkgs.	.....	0 10 1/2
Valencias, selected	.....	0 11
Valencias, 4-crown layers	.....	0 11 1/2
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

Molasses and the Syrups Keep Firm

Montreal
MOLASSES AND SYRUPS.—The market for molasses has experienced the usual increase in demand for the holiday season, and the wintry weather which accompanied Christmas has aided in this increase. As a result molasses prices show every indication of firmness, and may before long be found higher. With prospects for new crop pointing to late arrival, however plentiful, the outlook is for very firm molasses markets indeed during the early months of 1917. Demand for corn syrups is exceedingly brisk, and prices while firm show no change. The corn itself is in firm market which helps hold price tendencies steadily in the same direction. Maple syrup supplies are now rapidly dwindling, and prices are held firmly. Eight pound tins are costing

at least 95 cents, and 10 lb. tins \$1.07 1/2 to \$1.10. There is every prospect of a shortage of maple syrup before new crop can be supplied.

	Prices for	Fancy, Chtice.
	Island of Montreal.	
Barbadoes Molasses—		
Punchoons	0 65
Barrels	0 68
Half barrels	0 70
For outside territories prices range about 3c lower. Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, 1/2 doz. in case, case	3 55
20 lb. tins, 1/4 doz. in case, case	3 50
Barrels, about 700 lbs.	0 04 1/2
Half barrels, about 350 lbs.	0 04 1/2
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38 3/4 lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—		
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, 1/2 doz. in case, per case	4 05
20 lb. tins, 1/4 doz. in case, per case	4 00

Rice and Tapioca Quiet, But Steady

Montreal
RICE AND TAPIOCA.—Owing to small expectations of new supplies of tapioca, the prices for this keep firm as last week. Rice remains also at prices as previously quoted, and demand for rice is still brisk and satisfactory. No outstanding consumption of either commodity for the holiday season is reported, however, but market conditions are considered reasonably firm, and likely to remain so.

Rangoon rice, per 100 lbs.	.....	4 30
"Texas" Carolina, per 100 lbs.	.....	7 00
Real Carolina, per 100 lbs.	.....	7 50
Patna (fancy)	.....	7 50
Patna (good)	.....	4 50
Siam, No. 2	.....	4 50
Siam, (fancy)	.....	5 75
Tapioca, per lb.	.....	0 09 1/2

Beans Still Scarce And Market Firm

Montreal.
BEANS.—At present it is difficult for brokers to place definite orders for beans, and secure acceptance of the orders and assurance of delivery. That is as regards Californian and Japanese beans. Reports of market conditions are all towards firmness in the direction of bean business. Canadian growers are holding well on to their product for the best prices. Manchurian beans are reported to be about 15 per cent. better as to harvest than last year, but none of these are coming forward to the market at present. There has been some exportation to the States of Canadian peas, orders for which were placed back in the fall. Barley still keeps very scarce and firm. Prices unchanged from last week's quotations.

Beans—	
Canadian 3-lb. pickers, per bushel	..... 6 75
Canadian hand-picked	..... 7 00
Canadian, 5-lb. pickers	..... 6 50
Yellow Eyes	..... 7 25
Lima, per lb.	..... 0 05 1/2
Peas, white soup, per bushel	..... 3 50
Peas, split, new crop, per bag 35 lbs.	..... 6 75
Barley (pot), per bag 35 lbs.	..... 5 75
Barley, pearl, per bag 35 lbs.	..... 6 50

Nut Price Prospects Warrant No Changes

Montreal
NUTS.—This season contrary to the usual condition after Christmas, nuts will probably maintain their price scales quite firmly. The temptation to the retailer to reduce his stocks of such seasonable luxuries as nuts, and to convert these lines as speedily as possible into money is now greatly reduced, in fact absent altogether. The reason is that prices for nuts to replace stocks disposed of will rule from two to four cents higher in many cases on account of the tremendously disturbed state of the transportation systems of the seas affecting nut cargoes. All imported nuts from Europe are considerably higher in price, and to part with previously purchased stocks hastily at reduced prices after the holiday season is not considered the wisest policy for the retailer under present conditions of trade. At least, that is the view of some leading importers of this class of goods.

Almonds (Tara), per lb.	.....	0 21	0 22
Almonds (shelled)	.....	0 39	0 40
Brazil nuts (1916 crop), per lb.	.....	0 22	0 23
Pilberts (Stilly), per lb.	.....	0 18 1/2	0 19
Hickory nuts (large and small), per lb.	.....	0 09	0 10
Peanuts (coon), per lb.	.....	0 09	0 10
Peanuts (Jumbo), per lb.	.....	0 13	0 13
Pecans (new Jumbo), per lb.	.....	0 21	0 21
Pecans, New Orleans, No. 2	.....	0 21	0 24
Pecans, "paper shell," extra large Jumbo	.....	0 40	0 40
Walnuts (Grenoble)	.....	0 18 1/2	0 19
Walnuts (shelled)	.....	0 45	0 46

Cocoa in Very Steady Market

Montreal
COCOA.—Fluctuations in the cocoa market are unusual, and seldom find reflection in the market that most intimately affects the retailer, and the year 1917 is, in the opinion of one of the most experienced men in the business, not likely to see any sudden changes in cocoa prices or any very substantial advances, even if containers do get more expensive through war's effects on the metal markets. At present cocoa is considered a very profitable line for the retailer to handle, and demand for cocoa and cocoa products, such as chocolates, etc., is very good and brisk owing to the cold weather, the holiday season, and the general prosperity of the public. To encourage the use of chocolate for children in place of less nutritive candies has been found successful in increasing chocolate sales by retailers, and the cocoa drinking population of Canada also circulate more coin for their favorite beverage in cold weather.

Cocoa—	
1 lb. tins, per doz.	..... 4 60
1/2 lb. tins, per doz.	..... 2 40
1/4 lb. tins, per doz.	..... 1 25
"10-cent" tins, per doz.	..... 0 90

Coffee to Turn Over a New Leaf

Montreal—
COFFEE.—Market conditions as regards coffee are unchanged from last

week's report, but the note that there is a likelihood of greater firmness in the beginning of the New Year may be sounded again. Coffee actually did experience a certain passing excitement with higher prices in view when the peace rumors came out. Gradually, however, the primary market conditions reverted to their previous dullness as the determination of the Allies to carry on the war to its logical conclusion became evident with the reception accorded to President Wilson's Christmas peace note. Large factors like these, however, have less effect on the coffee market than the smaller factors of war-priced metals, which mean high-priced coffee canisters and other packing materials. Factors like these, also ocean freights and war risks, are all firmer, and coffee may go slightly firmer also in 1917.

Coffee, Roasted—

Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18 1/4	0 21
Santos, Bourbon, lb.	0 23	0 24
Santos, lb.	0 22	0 23

Tea Market Keeps Firm for Year End

TEA.—Firmness in tea is here, but some market opinions incline to the belief that the firmness may not be very long lasting. Nevertheless the indications at the end of the year are certainly towards firmness. Japan teas particularly are steadily maintaining their firmness in price, as stocks in first hands are rapidly diminishing. There is a better demand for teas ranging in price from 17c to 20c now. Ceylon blacks are also very firm indeed. There is no change in prices from last week, however. China greens of good quality have been meeting with very ready market lately. The market looks now towards the close of the season for Indian teas, which will soon be over. Ceylons will continue, of course, steadily.

Pekoe Souchongs, per lb.	0 25	0 26
Pekoes, per lb.	0 28	0 30
Orange Pekoes	0 30	0 35

Stocks of Spices Steadily Dwindling

SPICES.—Conditions as regards spices in Montreal markets are much as described last week before the business lull, due to the season's holidays, came into effect. There has been a very evident firming tendency in all spices, but especially in the peppers of late, and, while prices to the retail trade have been held reasonably steady in spite of growing anxiety on the part of large wholesale houses and grinders as to prospects for renewal of stocks in the future, there is

almost a certain prospect of increased prices in spices before the New Year has advanced very far. It is known that stocks in America of all the most used spices are dwindling, sometimes shrinking rapidly, and importers are aware that only limited cargoes of peppers, gingers, and the seed spices are on their way to this continent at present. Prices for spot stocks and arrivals were firming steadily, and the outlook for the incoming year is for greater firmness.

	5 and 10-lb. boxes.	1/4-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 30	0 39
Cream tartar—45 to 50c.			
Ginger, Cochin	0 26	0 28	0 31
Ginger, Jamaica	0 28	0 16	0 28
Jiaca	0 80	0 80	0 80
Nutmegs	0 45-0 45	0 45	0 40
Peppers, black	0 30	0 87-0 95	0 40
Peppers, white	0 37	1 17-1 22	0 39
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 18-0 22		
Turmeric	0 21-0 23		

Lower prices for pails, boxes or ballers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch	0 18	0 41
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded coconut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

Brisk Holiday Demand For Vegetables, Etc.

FRUIT AND VEGETABLES.—The market for fruit and vegetables has been steady as regards prices during the holiday season, but has also been exceptionally busy. In both vegetables and fruit exceedingly good business has been done with the retailers, who report active demand for all lines offering. The absence of Nos. 740 and 420 oranges from the range of market offerings this week has caused an increased demand for the other numbers available. Demand for oranges generally has been good. All varieties of apples also have been in request. There has been plentiful demand for Brussels sprouts, cabbage, lettuce, cauliflower, celery, onions, potatoes, carrots, beets, parsnips, and cranberries have sold by the barrelful to go with the Christmas turkey. Holly and evergreens have been in good demand, though the market noted a certain surplus of holly being disposed of on the eve of Christmas at low prices.

	No. 1	No. 2
Oranges, Navels, per box	3 75	4 00
Oranges (Floridas)	4 50	3 50
Oranges (Porto Rico)	2 97	2 97
Lemons	4 00	5 25
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	7 00
Fameuse, per bbl.	7 00	7 00
Spies	6 50	6 00
Rainier	5 00	4 50
Kings	5 00	4 85

Brussels Sprouts (quarts)	0 15	0 20
Cauliflower, per doz. bunches	2 50	2 50
Celery (California) crate	7 75	7 75
Onions, red, per lb. 4 1/2 ds.	6 00	6 00
Onions, Spanish, per crate	1 50	2 00
Potatoes, per bag (80 lbs.)	0 75	0 75
Carrots, per bag	1 00	1 00
Beets, per bag	1 00	1 00
Parsnips	1 00	1 00
Lettuce, Head, doz.	1 00	1 00
Lettuce, Curly, (boxes 1/2 doz.)	2 50	2 50

Lettuce, Romaine, doz.	1 00
Lettuce (Boston), per box of 2 doz.	2 10
Tomatoes, hothouse, lb.	0 25
Horse Radish, per lb.	0 20
Cabbage, (barrel)	3 50
Cranberries (Cape Cod), barrel	10 00
Beans, U.S. wax, basket	11 00
Beans, U.S. green, basket	4 00
Leeks, per doz. bunches	3 50
Parsley, doz.	1 50
Mint, doz.	2 00
Watercress, doz.	0 50
Holly, per case	4 50
Holly, per doz.	1 50
Evergreen, per bale	2 00

Good Catches of Cod and Haddock

FISH.—Holiday trade in fish has been as good as could be expected, demand being mostly for all kinds of luxuries, such as Malpeque shell oysters, bulk oysters, scallops, lobsters, and so forth. This last Advent, though short, has been a very busy one; in fact, one of the best ever experienced for quite a long time. Prices have been advancing every day, but it seems now that the top notch has been reached, and as there will be a lull in market activities now and for a few days after the New Year opens, prices may weaken in some or a few lines. Stocks of salt and pickled fish are not very large, but no great activity in salt or pickled fish is anticipated until dates well advanced in the winter. Good catches of haddock and codfish have been reported, and naturally large quantities will be cured, so that good supplies of finnan haddies and filets are expected for distribution in the near future. Filets show the only advance noted this week.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet	0 15	0 15
Digby herring, per bundle of 5 boxes.	1 00	1 00
Smoked boneless herring, 10-lb. box	1 40	1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	8 50
Salmon (Labrador), per bbl.	18 00
Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	15 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	3 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 38
Prawns, Imperial gal.	2 50
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.

Halibut	18	—20
Haddock, fancy, express, lb.	8	8
Mackerel (med.), each	20	20
Mackerel (large), each	25	25
Cod, steak, fancy, express, lb.	19	19
Salmon, Western	15	—15
Salmon, Gaspe	15	—20

FRESH FROZEN LAKE FISH.

Pike, lb.	0 10	0 11
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	0 10	0 10
Dore	0 12	0 13
Smelts	0 10	0 15

OYSTERS—

Selected, gal.	2 00
Ordinary, gal.	1 50
Malpeque oysters (choice) per bbl.	13 00
Malpeque Shell Oysters (ordinary), bbl.	10 00
Cape Cod shell oysters, per bbl.	12 00
Clams (med.) per bbl.	8 00

FRESH FISH.

Haddock	0 08	0 09
Steak Cod	0 09	0 10
Market Cod	0 07	0 08
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Dec. 28.—Trade for the Christmas season was exceptionally good in the face of shortages in many lines. In dried fruits and nuts stocks were pretty generally cleaned out. Some stocks are yet billed for arrival, but the arrivals in all dried fruits will be comparatively light for this season. While there may be a shortage of these stocks in the spring it is felt by some wholesalers that prices are not likely to be much higher than present quotations. There is a point beyond which the consumer will not go. Once that is reached the demand for certain articles is often shut off with amazing suddenness. Wholesalers often marvel at the general way in which the consuming public are besieged with the same idea to get along without a certain line. The present week is a quiet one in the grocery trade. Most of the travellers are not making their regular calls, and the wholesale houses will be engaged in stock-taking during the week. There has been a steadiness in the markets throughout the week, with an advance of 20c registered in flour and a continued firmness in the market. Sugar is in an easy market. Cooked hams are firmer in price, due to a fairly heavy Christmas demand. Poultry stocks carried over from the Christmas period are fairly heavy. Merchants look forward to a good year.

Sugar Market is Quiet and Easier

Toronto

SUGAR.—With a decline of 10c on Tuesday of this week in the United States refiners' prices, there is a continued easiness in the Canadian refined sugar market. Business has been of a hand-to-mouth nature with the wholesalers, there being a disposition to wait until after the turn of the year to see what the new crop conditions will bring forth. Very little business is being booked. The raw sugar market is also in an easy condition, due to the prospect of a good crop in Cuba. Grinding is well under way on the Island now, with 39 mills grinding at the latter part of last week. Weather is still reported favorable to the growing crop. The prospect for the coming season is that the crop in Cuba will be nearly 500,000 tons greater than last year. Last year, on the other hand, was almost 500,000 tons greater than for the season 1914-15. In other words, from present indications, the crop for 1916-17 will be approximately 1,000,000 tons greater than in 1914-15. There are indications that the Canadian sugar market will be slightly easier in price in the near future.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 05
Acadia Sugar Refinery, extra granulated	7 30

Yellow, No. 1	7 28
Special icing, barrels	8 03
Powdered, barrels	7 33
Paris lumps, barrels	8 30
Assorted tea cubes, boxes	8 30
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. and 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. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.	

Certain Molasses Grades are Short

Toronto

MOLASSES AND SYRUPS.—During the present week there has not been a heavy trade in molasses or syrups. Wholesalers are busy with their stock-taking. For the first of the New Year some fairly heavy bookings have been made for the canned molasses. There is a big shortage in the country of particular grades of molasses used by packers for various purposes. Inquiry for this grade has been keen during the week, but dealers were unable to supply the need, as supplies are not available in the country. There is a firmness in the molasses market. Syrups of all kinds hold steady in price.

Corn Syrups—	
Barrels, per lb.	0 04 1/4
Cases, 2-lb. tins, 2 doz. in case	3 25
Cases, 5-lb. tins, 1 doz. in case	3 65
Half barrels, 1/2 over bbls.; 1/4 bbls., 1/2 over bbls.	
Cane Syrups—	
Barrels, lb., 5/4c; 1/2 bbls.	0 05 1/4
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, gal.	0 40
New Orleans, gal.	0 40

Tomatoes Continue in Very Dull Market

Toronto

CANNED GOODS.—The sale for tomatoes has been small during the week, and there was a disposition to look for lower prices. It is expected that wholesalers may get tired holding their stocks and decide to dispose of them at lower prices rather than have their money tied up. Considerable stocks of American tomatoes are reported to be in the market at certain points, but they are in the same position as the Canadian goods—they are not turning. The condition would seem to indicate lower prices for tomatoes. Corn and peas, however, have had a good demand, and are in firm market. Some Alaska salmon are in the market, and are quoted at \$2.40 per dozen for the 1-lb. tals.

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

Salmon Sockeye—	
1 lb. tals, cases 4 doz., per doz.	3 00
1/2 flats, cases 8 doz., per doz.	2 00
Chimas, 1-lb. tals	1 20
Pinks, 1-lb. tals	1 45
Pinks, 1/2-lb. tins	1 00
Cohoos, 1-lb. tals	2 20
Red Springs, 1-lb. tals	2 00
Canned Vegetables—	
Tomatoes, 2 1/2c	2 25
Peas, standards	1 25
Corn, 2's, doz.	1 50

Red raspberries, 2s	1 65
Red cherries, 2s	2 45
Strawberries, 2s	3 00
Pumpkins, 2 1/2c	1 75

Dried Fruits Well Cleaned Out at Holiday

Toronto

DRIED FRUITS.—Wholesalers have been pretty well cleaned out of their dried fruit stocks for the Christmas trade. Some stocks are still due to arrive, and when these are disposed of the market is expected to be comparatively bare of these fruits. Some seedless California raisins in 12-oz. packets that are due to arrive are quoted at 13 1/2c, which is 1c above the highest quotations on goods that have already been disposed of. The prune market is firm, with prices ranging high at primary points. Most of the wholesalers have disposed of their stocks in these, with the exception of some of the largest sizes. Evaporated apples are holding firm. There is a disposition to look for higher prices in certain quarters. Candied peels are quoted up 1c per pound for lemon.

Apples, evaporated, per lb.	0 11 1/4	0 12
Apricots, choice, 25's, faced	0 19 1/4	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 24
Citron	0 26	0 28
Currants—		
Filiatras, per lb.	0 22	
Patras, per lb.	0 23	
Vostizas, choice	0 24	
Cleaned, 1/2 cent more.		
Australians, lb.	0 22	
Dates—		
Packages, 3 doz. in case	3 80	3 30
Dromedary dates, 3 doz. in case	3 85	4 25
Hallowee, per lb.	0 11 1/4	0 12
Prunes—		
30-40s, per lb., 25's, faced	0 14 1/4	
40-50s, per lb., 25's, faced	0 13 1/4	
50-60s, per lb., 25's, faced	0 12 1/4	
60-70s, per lb., 25's, faced	0 12	
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Strs., 50-lb. boxes	0 10 1/4	0 11 1/4
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
Valencia, Cal.	0 10 1/4	0 10
Seedling, fancy, 1-lb. packets	0 12	0 13 1/4
Seedless, 12-oz. packets	0 12	0 13 1/4
Seedless, 16-oz. packets	0 15	0 16

Spice Prices Firm: Advances Probable

Toronto

SPICES.—There is a lull in the spice market during the week, due to the fact that there is no disposition to change prices during the holiday season. There is a firm tone in the market, and dealers assert their belief that higher prices are almost inevitable in many lines in the near future. They state their present prices are not in keeping with the high prices in the primary markets. Recent quotations have remained unchanged.

Allspice	Per lb.	0 10
Cassia	0 20	
Cinnamon	0 20	
Cayenne	0 25	
Cloves	0 25	
Ginger	0 30	0 35
Mace	0 30	1 25
Pastry	0 30	
Pickling spice	0 25	0 30
Peppers, white	0 25	0 30
Pepper, black	0 25	0 30
Turmeric, select, whole	0 40	0 45
Mustard seed, whole	0 25	
Celery seed, whole	0 40	0 45
Coriander, whole	0 17	0 20
Caraway seed, whole	0 30	0 35
Cream of Tartar—		
French, pure	0 45	0 50
American high test	0 51	0 54

Coffee Changed Hands With Peace Proposal

Toronto

COFFEE.—There is a continued firmness in the coffee market, due to the fact that considerable quantities of coffee changed hands in the primary market in New York as a result of the recent peace proposal. There is some expectation that as soon as peace is possible there will be heavy buying by the Central Empires—if they are able. There are heavy stocks held in the warehouses in the United States, the amount being 1,684,904 bags. Last year the stocks in warehouses in that country at this time amounted to 1,361,297 bags. It will be seen the stocks in that country are over 300,000 bags greater than last year. Afloat there are now 950,000 bags headed toward the United States, as compared with 838,000 bags at the same time in 1915. At the ports of Rio and Santos, in Brazil, the stocks at the present time amount to 3,400,000 bags, as compared with 2,602,000 bags at the same time last year. In other words, the stocks in Brazil and the United States are in the neighborhood of 1,200,000 bags greater than last year. Locally prices have remained unchanged.

Bogotas, lb.	0 25
Maracaibo, lb.	0 25
Mexican, lb.	0 27
Mocha, lb.	0 33
Rio, lb.	0 20
Santos, Bourbon, lb.	0 25
Chicory, lb.	0 13

Tea Market Steady: London Auction Not Held

Toronto

TEAS.—Conditions in the tea market have held steady during the week. There were no London tea auctions held during the week owing to the holiday period. This caused a quietness in the local market owing to the absence of news from that centre. All teas, however, are in firm market, and the demand has been good. Prices are unchanged locally.

Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

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

Scouring Powders Up; Jelly Powders Firm

Toronto

JELLY POWDERS, SCOURING MATERIALS.—There is a firm market for all jelly powders, due, it is asserted, to the higher prices that the manufacturer must pay for flavoring extracts and gelatines. From the present status of the market it would seem that jelly manufacturers will either be compelled to advance their prices or sacrifice the quality of their goods. Scouring powders are also in firm market, an advance having been recorded in Bon Ami of 5c, the selling price from the wholesalers

now being \$1.25 per case as compared with \$1.20 previously.

Nut Stocks Were Well Cleaned Out

Toronto

NUTS.—A number of lines of nuts have been cleaned out owing to the heavy Christmas demand. There has been a heavy consumption of walnuts and almonds, some of the wholesalers being out of the Marbot walnuts altogether at the present time. The arrivals for the Christmas trade were rather meagre, and this helped further to clean up available supplies. Shelled Brazil nuts have been pretty generally cleaned out also, with higher prices asked for any stocks that might still remain. These are now quoted at 70c per pound, as compared with 65c formerly. Supplies of these are hard to get.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Marbots	0 16½	0 17
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18½	0 19
Pilberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	.....	7 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 45	0 48
Brazil nuts, lb. ....	.....	0 70
Pecans, lb. ....	.....	0 85

Rices of All Kinds Are in Big Demand

Toronto

RICE AND TAPIOCA.—There is a continued firmness in rice and tapioca. Available supplies of tapioca are small, and when these are exhausted there are no future supplies in sight for the near future. High freight rates have operated to put a firmness into the market for rices from the Far East and in the Southern United States, the rice farmer apparently dominates the situation, and is holding for better prices. He has sold enough at a good profit to warrant his holding the balance for better terms. There is a good demand for rice, and with firmness in the primary markets there is every possibility that local prices will be firmer in the near future.

Rangoon B. per 100 lbs.	4 50	4 75
Peking rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10½	0 11

Lima Beans Quoted Higher ½c Per Pound

Toronto

BEANS.—There is a firmness in the market for lima beans, and prices have been quoted up ½c per pound during the week. There has been a good crop of these beans in California, but the high price for the white boiling beans has caused the price to go upward. This commodity has advanced in the neighborhood of 2½c per pound during the

past six weeks. An embargo on freight shipments coming into Canada from United States points is holding up stocks now in transit at the present time. When this situation will be relieved is not apparent. Ordinarily lima beans sell for more than the ordinary white beans, but under present conditions they are quoted at about the same figure. White beans hold steady in price, with a quiet feeling prevailing in the market, due to the holiday season.

Ontario, 1-lb. to 2-lb. pickers, bush.	6 50	7 00
Rangoon, per bushel	5 50	6 00
Japanese, per bushel	.....	6 00
Limas, per pound	0 10	0 10½

Big Fire Will Not Cause Cereal Advance

Toronto

PACKAGES.—Announcement as to the effect of the recent big fire of the plant of the Quaker Oats Company at Peterboro' has been awaited with interest, as it was thought probable the effect might be a firmness in prices. The company, however, during the week announced that the present list prices would remain in effect. They state that their stocks at outside points will enable them to carry their trade until new goods can be again placed on the market. They advise that wholesalers conserve their stocks for the next thirty days. All other package cereals are holding in steady market.

Cornflakes, per case	2 50	2 95
Rolled oats, round, case	4 00	4 50
Rolled oats, square case	4 25	4 85
Shredded wheat, case	.....	3 60
Cornstarch, No. 1, pound cartons	.....	0 08½
No. 2, pound cartons	.....	0 07½
Starch, 5-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	.....	0 08½

Oysters May Advance; Weather Curtails Supply

Toronto

FISH AND OYSTERS.—The cold weather of the past few weeks has made the oyster fishing industry one of a good deal of uncertainty. The smaller fishers have been unable to get out owing to the weather being too severe to allow any but the most modern boats to go out. As a consequence there is a very considerable scarcity in some of the primary markets. Some of these markets are advising a probable advance of 20c. The trade here, however, is of the opinion that this advance does not represent a real market, that the moderation of the weather would have a marked effect and, therefore, they are endeavoring to ward off an advance as long as possible in the hope that no further advance may be necessary.

Haddies are another line that is showing a tendency to advance. They are quoted now at 12c per pound. Digby herrings are quoted higher, \$1.25 being the latest price. Lake Superior herrings are also firming in price.

SMOKED FISH.		
Ciscoes, per lb. ....	.....	0 13
Haddies, per lb., new cured	.....	0 12
Friedies, fillets, per lb.	0 12	0 13
Digby herring, bundle of five boxes	.....	1 25
Smoked boneless herring, 10-lb. box	.....	1 50

PICKLED AND DRIED FISH.		
Labrador herring, keg	4 00	
Labrador herring, barrel	7 75	
Salt mackerel, kits	2 25	
FRESH SEA FISH.		
Crabs, per dozen	2 50	
Hallibut, frozen	0 15	0 15 1/2
Coho salmon (red), frozen	0 14	
Qualla salmon (pink), frozen	0 09	
Haddock, fancy, express, lb.	0 06	0 09
Steak cod, fancy, express, lb.	0 09	0 10
Flounders, Maritimes	0 09	0 10
New York	0 10	0 10
Mackerel, frozen, lb.	0 10	
FRESH LAKE FISH.		
Pike, lb.	0 06	0 07
Whitefish, lb., frozen	0 11 1/2	0 12
Herrings, frozen, Lake Superior		0 04
Lake trout, frozen, lb.	0 12	0 12 1/2
Smelts, No. 1, lb.		0 12
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel		8 50
Shrimps—		
Wine gallon cans	1 40	
No. 2	2 70	
No. 3	5 30	
Winkles, per bag	1 75	

California Oranges And Lemons Lower

Toronto

Following the holiday rush, there is the usual lull on the fruit market. Merchants, anticipating this quietness, have not stocked heavily in fancy lines. The most noticeable feature of the trade is the decrease in the price of navel oranges. These are now selling at from \$2.75 to \$3; the former price is for the poorer quality goods, or for larger sizes. Good standard stock of desirable sizes can be bought for \$3.25.

Lemons are also somewhat easier for the California variety. These are not very heavily stocked by the trade, however, at the moment owing to the fairly heavy holding of Italian lemons. Bananas have advanced another 25c. Emperor grapes in drums are practically off the market, the stock that remains showing a very heavy percentage of waste. Almeria grapes are being quoted considerably higher for anything extra fancy. This grade is pretty well off the market after the Christmas trade, and consequently brings a premium. Cranberries and California pears are two other lines that show a tendency to advance. Tangerines and grapefruit, especially in the larger sizes, show a slight weakening.

Apples—		
Barrel	3 25	6 00
Spya, No. 1	6 00	7 00
Spya, No. 2	2 25	5 50
Boxes, American	2 25	2 75
Boxes, B.C.	2 25	2 50
Bananas, bunch	2 50	2 75
Cranberries, bbl.	10 00	11 00
Boxes, 28-qt.	3 50	4 00
Oranges—		
Jamaicas, box	3 00	3 50
Floridas, case	3 25	3 50
Cal. Navels	2 75	3 50
Mexican, case		2 75
Tangerines, Florida, case	2 75	3 30
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	10 00
Grapefruit, Florida, case	3 75	4 00
Grapefruit, Jamaica, case		3 00
Grapefruit, Cuban, case	2 50	3 50
Porto Rican, case	2 50	3 50
Lemons, Cal., case	3 50	3 75
Messinas, case	3 75	4 25
Pears—		
California, case		4 50
Pomegranates, case		4 50
Pineapples, Porto Rican	4 50	5 00
Strawberries, 1-qt.		1 00

Celery Inclined To Higher Prices

Toronto

VEGETABLES.—The persistent cold weather has rendered the shipments of

California celery uncertain, the danger of frost being so great that some merchants are not handling it for the time. There has been no noticeable advance in price, however, though Canadian celery has shown a tendency to increase. In fact, most Canadian vegetables have shown this tendency, bag carrots being quoted 15c higher, and onions being firm at \$3.75. Barrel cabbage is also quoted 25c higher.

Imported green beans are very scarce, and as a consequence the price has advanced considerably, the best quality now selling at \$7 a hamper.

Artichokes, Cal. French, doz.	1 25	
Beans, green string, hamper	5 50	7 00
Beets, bag	1 35	1 50
Brussel sprouts, imported, quart	0 15	0 25

Cabbage, barrel	3 50	
Red, barrel	3 25	
per pound	0 65	
Cucumbers, hothouse, doz.	3 25	2 50
Cauliflower, Cal., 12 in box	2 00	2 25
Carrots, bag		1 40
Basket, 11-qt.	0 35	0 60
New, hamper		1 50
Celery, Canadian, dozen	0 40	0 75
Case	4 50	4 75
California, case	6 75	7 00
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Mushrooms, 6-qt.	2 25	2 75
Onions—		
Spanish, crate 120 lbs.	5 00	5 50
Spanish, small crate		1 75
B.C. onions, 100-lb. sack		3 75
Green, per bunch		0 50
Potatoes—		
New Brunswick, Delaware, 90-lb. sacks	2 25	
Sweet, New Jersey, hamper	2 00	
Ontario, 90-lb. bags	2 15	
B.C., 90-lb.	2 10	2 15
Parsnips, bag		1 50
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	0 25	0 50
Yellow, bag	0 65	0 85

MANITOBA MARKETS

WINNIPEG, Dec. 27.—The most interesting market just now is flour. It seems to be governed by peace rumors, and the holiday which the grain exchange took over Christmas from Friday night until Tuesday morning, no doubt gave it an opportunity to settle down. Those who saw the flour market going down, down, down, were wrong. After dropping to a basis of 8.50, the market recovered, and last week was bringing 9.00, and more than that in the East. Rolled oats remained where the weak market sent it—at \$3.00 for 80's. Feeds were not affected by peace talk, bran bringing \$28, and shorts and middlings \$30. The demand is much greater than the supply.

There seems to be every probability of white beans going up again. The jobber has been selling Japanese stock around \$5.00, but in view of the fact that beans are costing from \$6.25 to \$6.50 to lay down in Winnipeg to-day, they cannot long be sold at that figure. It also looks as though Limas will have to advance again, although last week they were still selling for 9 1/2c. A jobber states that Limas will cost the jobber laid down in Winnipeg to-day 10 1/2c. Split peas are said to be costing \$6.50 laid down here.

Jobbers are advising dealers to go slow with their sugar buying while the market is on the decline. One of the reasons advanced for the weakness is that the Cuba crop, which will be marketed very soon, is said to be in excess of last year. The same story was told last year, but instead of going down on the arrival of the Cuban crop, the market went up and never stopped. It is a fact, however, that the market for refined in Canada declined 10c last week.

While most soap manufacturers have advanced their prices 30c per case on soaps and soap powders, there are some who have not done so. A Western manufacturer, the Young Thomas Soap Co.,

has recently announced an advance. Difficulty is experienced securing deliveries of salt. Some packers are advancing their tea prices; others are making capital out of the fact that they have not advanced; at any rate, importers state that the tea market is exceedingly firm. Advances in grape juice are said to be due. This week Ingersoll package cream cheese, small size, went up 5c doz., and medium 10c per doz. Wethey's mincemeat is up to \$4.00 per case because of the high cost of raisins, currants, labor, packages, etc. New evaporated apples are bringing 11 1/2c for choice 50's. Finnan haddie continues scarce at 12c per lb. It opened at 9c.

Sugar Sales Light In the West

Winnipeg

SUGAR.—Sales to the retail trade in the West have been light for the past six weeks, and stocks in country stores must be getting rather low. They were pretty well full up in October about the time when prices were on the up-grade. The price of standard granulated fell to 8.30 last Tuesday, and there was a marked weakness in the raw market.

	Per cwt.	in sacks.
Sugar, Eastern—		
Standard granulated	8 30	
Extra ground or icing, boxes	9 15	
Extra ground or icing, bbls.	8 85	
Powdered, boxes	8 95	
Powdered, bbls.	8 75	
Hard lump (100-lb. case)	9 25	
Montreal yellow, bags	7 90	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 35	
Halves, 50 lbs., per cwt.	8 45	
Bales, 30 lbs., per cwt.	8 45	
Powdered, 50s	9 00	
Powdered, 25s	9 25	
Icing, barrels	9 00	
Icing, 50s	9 27	
Cut loaf, barrels	9 30	
Cut loaf, 50s	9 50	
Cut loaf, 25s	9 55	
Sugar, British Columbia—		
Extra granulated sugar	8 30	
Bar sugar, bbls.	8 75	
Bar sugar, boxes, 50s	8 95	
Icing sugar, bbls.	8 85	
Icing sugar, boxes, 50s	9 15	
H. P. lumps, 100-lb. cases	9 25	
H. P. lumps, 5-lb. boxes	9 50	
Yellow, in bags	7 90	

SYRUPS.—No change in either cane or corn syrups. The molasses market has been rather quiet lately.

Winnipeg

B. C. Cane Syrups—
 2-lb. tins, 2 doz. to case, per case..... J 80
 5-lb. tins, 1 doz. to case, per case..... 4 45
 10-lb. tins, ½ doz. to case, per case..... 4 15
 20-lb. tins, 3 tins to case, per case..... 4 05
 (These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses— Per gal.
 Barbadoes, ¼ bbls., per gal..... 0 61
 New Orleans, ¼ bbls., gal..... 0 42

California Fruits

Firm in Price

Winnipeg

DRIED FRUITS.—It may be taken as a fact that all California fruits are firm. Small prunes are very firm; the following are prices.—70-80 9c; 40-50 11¼c. Packers are not inclined to sell small sizes, preferring to sell equal quantity of the different sizes. Jobbers state that when the next shipment of seeded raisins comes in, the price will be much higher than that being quoted now. Prices continue to soar on evaporated apples; a jobber offers these; new choice 50's, 11½c. There seem to be few in the East, and they are held firmly. Dates have arrived, and are very good quality. Jobbers are carrying limited quantities of Spanish Valencia raisins. California white Adriatic cooking figs are offered at 9c per lb. in 25 lb. boxes. Portuguese cooking figs in 33 lb. mats are offered by one firm at 8½c as a bargain.

Dried Fruits—

Apples, evap., new, 50-lb. boxes, lb.	0 11½
Apples, evap., old, 50-lb. boxes, lb.	0 08½
Pears, choice, 25's	0 11½
Apricots—	
Choice, 25's	0 18½
Choice, 10's	0 19½
Peaches—	
Choice, 25-lb. boxes	0 08½
Choice, 10-lb. boxes	0 09½
Currents—	
Fresh cleaned, Australian, lb.	0 19
Amalias, Greek, wet cleaned	0 18 0 18½
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, new, bulk, lb.	0 11½
Pards, box, 12, 12 lbs.	1 95
Raisins, California—	
16 oz. fancy, seeded	0 11½
16 oz. choice, seeded	3 11
12 oz. fancy, seeded	0 09½
12 oz. choice, seeded	0 08½
Raisins, Muscatels—	
3 crown, loose, 25's	0 09½
3 crown, loose, 50's	0 09
Raisins, Cal. Valencias—	
3 crown, loose, 25's	0 09
3 crown, loose, 50's	0 08½
Figs, cooking, lb.	0 08
Prunes—	
70 to 80, 25s	0 09
40 to 50, 25s	0 11½
Peels—	
Orange, lb.	0 20½
Lemon, lb.	0 19½
Citron, lb.	0 24

Advances Predicted

On White Beans

Winnipeg

DRIED VEGETABLES.—While some houses continue to sell at low figures, it is evident from the way the primary market is acting that the retailer must pay higher figures for white beans during the coming years. It costs the jobber close on what the retailer is

paying some jobbers to lay them down here—anywhere between 6.25 and 6.60. We are quoting 4.75 and 5.30 per bushel, Japanese. In view of the above, it will be seen how ridiculous such figures will soon be, in fact few firms can be found selling at the low figure.—5.30 is nearer what the retailer is paying. Limas are still very firm, but are holding around 9½ or 9¼c. Splits are bringing 6.60 per bag of 98's, and they are not likely to go higher for the moment. Whole peas can be bought anywhere from 3.60 to \$4.00 per bushel, and they are likely to go higher, as they are hard to get. Barley remains on basis of \$4.40 for pot and \$6.60 for pearl.

Beans—

Japanese, white beans, bushel	5 00	5 30
Manchurian, bushel	4 25	4 65
California Lima Beans—		
80-lb. sacks	0 09½	0 09½
Barley—		
Pot, per sack, 98 lbs.	4 40	4 65
Pearl, per sack, 98 lbs.	6 00	6 60
Peas—		
Split peas, stk., 98 lbs.	6 00	6 60
Whole peas, bushel		4 00

Rice a Cheap

Food at Present

Winnipeg

RICE.—Rice continues a very cheap food in comparison with other foods. Tapioca and sago are advancing in the Orient, but as yet there has been very little change locally.

Rice and Tapioca—

Ex-fancy Japan, per lb., 100-lb. bags	0 06
Fancy Japan	0 06½
No. 2 Japan	0 04½
Siam, per lb., 100-lb. bags	0 04½
Patna, per lb., 100-lb. sacks	0 07½
Carolina, per lb., 100-lb. sacks	0 08½
Sago, pearl, sacks, per lb	0 07 0 08
Tapioca, pearl	0 08½ 0 09

Jobbers Urge

Immediate Orders

Winnipeg

CANNED GOODS.—Jobbers are advising dealers that their assortments of canned good are complete, and advise placing orders now, as prices will likely be higher in the spring. There is not the same excitement shown regarding this line as there was a few weeks ago when prices were named.

Heavy Demand

For Ducks and Geese

Winnipeg

FISH AND POULTRY.—Poultry was the big seller last week, due of course, to the Christmas demand. It was noticed there was little activity in sales for chicken and fowl, the big demand being for turkeys, ducks and geese. It appears that where people cannot afford a turkey, they buy either a goose or a duck. The following prices were being asked for poultry dry plucked and country dressed; turkeys 30-34c; chickens 3½ lb. and up 27c; 3½ and under 25-26c; fowls 3½ lbs. and up 24c and

ditto 3½ lbs. and under 22-23c. Ducks 20-23c. Geese, choice 22c; good stock 20-22c.

Oysters, Imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, fresh	0 16
Halibut, frozen	0 14
Lake trout	0 13
Cod, frozen	0 10
Smoked goldeyes	0 05
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50

Oranges and Lemons

Hold Firm in Price

Winnipeg

FRUITS AND VEGETABLES.—There was no falling off in the price of oranges over the holiday; both navels and Floridas brought \$3.50 per case. Lemons were a little firmer if anything, bringing \$5.00 per case, while grapefruit was bringing \$4.50, which is the same price as a week ago. No. 2 Ontario apples were selling for \$5.50 to \$6.00, and No. 3's \$4.50. Washington box Jonathans were realizing \$1.75 to \$2.25, and Rome Beauties and Wine Saps \$2.00 per box, No. 1, B.C. McIntosh Reds were offered for \$2.25. Japanese oranges were selling \$1.20 per bundle. The following price per crate instead of per dozen were being asked for California vegetables: Celery 7.00; cauliflower \$4.00; head lettuce \$3.50. Artichokes \$1.50 per dozen. Manitoba potatoes are up to \$1.00 per bushel. There is an advance of 50c per box in pears.

Artichokes, doz.	1 50
Manitoba potatoes, 10-bushel lots	1 00
Manitoba potatoes, carlots, bush., f.o.b.	
Winnipeg	0 90
Celery, Cal., crate	7 00
Carrots, bushel	0 75
Turnips, bushel	0 50
Onions, per cwt.	3 50
Cabbage, per cwt.	2 00
Cauliflower, Cal., crate	4 50
Head lettuce, Cal., crate	3 50
Imported mushrooms	0 50
Sweet potatoes, bbl.	5 00 5 50

Fruits—

Oranges, navels, case	3 50
Oranges, Japanese, bundle 2 boxes	1 50
Oranges, Florida, box	3 50
Lemons	5 00
Grape fruit	4 50
Emperor grapes, kegs	5 50
Malaga grapes, kegs	7 00 10 30
Ontario Greenings	5 50
Ontario apples, No. 2	5 50 6 00
Ontario apples, No. 3	4 50
Jonathans, Washington, box	1 75 2 25
Wine Saps, box	2 00
Rome Beauties, box	2 00
B.C. McIntosh Reds, No. 1	2 25
Cranberries, bbls.	11 00
Melons, Casaba, each	0 40
Pears, Winter Nellis, box	4 50
Pears, D'Anjou, box	4 00
Strawberries, box	0 90

The Crescent meat market and grocery, Corydon Ave., Winnipeg, and the Fort Rouge Confectionery in the same block, were seriously damaged by fire last week.

David J. Dyson has been elected Mayor of Winnipeg in succession to Mayor Waugh. Mr. Dyson is well known to the wholesale and retail grocery trade, being the president of The Dyson Company, manufacturers of pickles and vinegar.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, Dec. 26. — Wholesale trade in groceries, fruits and farm products was excellent last week and this week has opened up briskly. Despite many rumors of a slump potatoes remain firm at \$22 to \$35 a ton according to grade. Other root vegetables are firm. Green vegetables now coming mostly from California are slightly dearer than last year but are still selling freely. Oranges are easing up owing to the Northern California crop being ready for shipment. Apples are selling freely at \$1.80 per box for choice and down to 75 cents for cookers. Eggs have eased up and are expected to go down further in price before the week end. The prices now are 34 to 36 cents. Butter is firm at 45 to 47. Cheese prices rule in sympathy with eastern prices. Choice Ontarios are now 27½ cents.

VANCOUVER, B.C.:

	Open,	scarce
Beans, small white Japan, lb.	4 85	
Flour, No. 1 patents, 98s	3 55	
Rolled oats, 80s	0 09	
Sago and Tapioca, lb.	8 50	
Sugar, pure cane, granulated, cwt.	0 27½	
Cheese, No. 1 Ontario, large	0 47	
Butter, creamery, lb.	12 60	
Lard, pure, 3s, per case	0 23	
Bacon, smoked backs, lb.	0 25½	
Bacon, smoked sides, lb.	0 53	
Eggs, new-laid, doz.	0 34	
Eggs, storage, doz.	4 75	
Tomatoes, 2¼s, standard case	3 00	
Corn, 2s, standard case	5 25	
Peas, 2s, standard case	5 50	
Apples, gals., Ontario, case	4 25	
Strawberries, 2s, Ontario, case		
Raspberries, 2s, Ontario, case		
Peaches, 2s, Ontario, case		

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Dec. 26.—Flour is on the up grade again to-day's price being four eighty. Storage eggs are cheaper and are quoted at eleven dollars case. Lard and smoked meats firm. Evaporated fruits continue firm. Tapioca and sago are likely to see advances. New bulk dates were eagerly looked for last week but only arrived to-day. Spanish figs in mats are on the market selling for about nine cents pound. They are said to be superior to California cooking. Better grades of rice are likely to ad-

vance. Holiday business was good especially in the larger stores.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s	4 80	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s	3 55	
Rice, Siam, cwt.	4 75	
Sago and Tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	8 85	
Cheese, No. 1 Ontario, large	0 25½	
Butter, creamery, lb.	0 44	
Lard, pure 3s, per case	13 20	
Bacon, smoked backs, lb.	0 25	
Bacon, smoked sides, lb.	0 28	
Eggs, new-laid, doz.	0 45	
Eggs, storage, case	11 00	
Tomatoes, 2¼s, standard case	4 50	
Corn, 3s, standard case	3 90	
Peas, 2s, standard case	2 95	
Apples, gals., Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 25	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 25	
Salmon, finest sockeye, tall, case	12 00	
Salmon, pink, tall, a, case	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Dec. 26.—Local markets remain steady since last report. Few changes are reported although flour is expected to drop due to latest peace overtures emanating from Berlin. Mac-laren's cheese advances ten cents dozen packets. Norwegian sardines are now eighteen fifty cents; peaches four fifteen; apples two fifty for gallon case.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	9 00	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s, basis	3 70	
Rice, Siam, lb.	0 04½	
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	8 85	
Cheese, No. 1, Ontario, large	0 28	
Butter, creamery, lb.	0 45	
Lard, pure, 3s, per case	13 20	
Bacon, smoked backs, lb.	0 25	
Bacon, smoked sides, lb.	0 26½	
Eggs, No. 1	0 42	
Eggs, storage, case	11 50	
Tomatoes, 3s, standard case	4 50	
Corn, 2s, standard case	3 20	
Peas, 2s, standard case	2 90	
Apples, gals., Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 50	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 15	
Salmon, finest sockeye, tall, case	13 50	
Salmon, pink, tall, case	5 00	

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Dec. 26.—Flour followed the wheat, market advancing twenty cents per barrel during the week. Spices in bulk showed an increase of five cents a pound whilst lard was also noted among the advances there being a five cent increase per case of threes bring the cost

to retail trade to thirteen dollars fifty cents. The egg market is very strong and very few shipments coming in, new laid eggs command sixty cents a dozen while the storage eggs are holding at forty cents. There is a serious shortage of salmon both the canned product and fresh which sells at twenty-two cents retail. The butter market has been steady a good demand and no change in prices. Rolled oats show a decline twenty cents per bag of eights as compared to last weeks prices. Sugar as predicted has come down but only ten cents per hundred pounds. Vegetables and fruits are holding a firm place in the market with a scarcity of celery sending up the price. Trouble has been experienced with fruit in transit many cars reaching here in frozen condition. Apples have taken a drop to four dollars to four seventy-five per barrel. Cranberries showed an advance of fifty cents on the barrel but there was a good supply for the Xmas. trade. B.C. onions are all cleaned up and the only thing obtainable in that line are the Volencias at seven fifty per one hundred forty pound case. Confectionery advanced another half cent while nuts both shelled and whole took a little jump of one cent a pound.

REGINA—

Beans, small white Japan, bush.	5 10
Flour, No. 1 patents, 98s, per bbl.	9 50
Molasses, extra fancy, gal.	0 71
Rolled oats, balls	3 70
Rice, Siam, cwt.	4 35
Sago and tapioca, lb.	0 08½
Sugar, pure cane, granulated, cwt.	8 54
Cheese, No. 1, Ontario, large	0 28
Butter, creamery, lb.	0 47
Lard, pure, 3s, per case	13 50
Bacon, smoked backs, lb.	0 25
Bacon, smoked sides, lb.	0 30
Eggs, new-laid	0 40
Eggs, storage, No. 2	4 35
Tomatoes, 3s, standard, case	3 55
Corn, 2s, standard, case	2 88
Peas, 2s, standard, case	2 10
Apples, gals., Ontario	5 00
Strawberries, 2s, Ontario, case	5 25
Raspberries, 2s, Ontario, case	3 95
Peaches, 2s, Ontario, case	12 00
Salmon, finest sockeye, tall, case	6 00
Salmon, pink, tall, case	6 75
Pork, American clear, per bbl.	41 00
Bacon, breakfast	0 27
Bacon, roll	0 28
Eggs, new-laid	0 40
Eggs, storage	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 26.—While retailers did record breaking Christmas business in St. John this year wholesalers experienced usual ante-Christmas dullness during last week and lack of

changes in prices reflected quietness of markets. Most houses are now engaged in stock taking and by next week will be in better position to say just how another year of war conditions has affected them. Peace talk still shows some slight influence in markets but the prevailing impression is that this is sentimental rather than practical with regard to some of lines affected, as even immediate cessation of war would not relieve shortages now existing. Further drop in sugar prices is expected. Manitoba flour closes week twenty cents higher at \$10.40. American clear pork easier at \$40.25 to \$40.75. Rolled oats are a quarter higher now at \$8.50. California oranges cheaper at \$3.75 to \$4.50 and grape fruit has dropped to 4 and 4½ each.

Case eggs quoted 40 to 45 and new laid from 50 to 60 with few offering. Roll bacon at 26 and breakfast 26 to 30 cents.

Please add list American clear pork eggs and bacon omitted last week. Correct corned beef.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls, Manitoba	10 40
Ontario	9 85
Cornmeal, gran., bbls	7 50
Cornmeal, ordinary, bags	2 50
Flour, buckwheat, 100-lb. bag	5 75
Molasses, extra fancy, gal.	0 62
Roll ed oats, bbl.	0 53
Beans, white, bush.	7 00
Beans, yellow-eyed	7 00
Rice, Siam, cwt.	5 00
Sago and Tapioca, lb.	0 10
Sugar—	
Standard granulated, cwt.	7 75
United Empire	7 65
Bright yellow	7 55
No. 1 yellow	7 35
Paris lumps	9 00
Cheese, N.B., twins	0 25
Eggs, new laid	0 50
Eggs, case	0 40
Roll bacon	0 26
Breakfast bacon	0 26
Butter, dairy, per lb.	0 40
Lard, pure, lb.	0 22½
Lard, compound	0 18
American clear pork	40 25
Beef, corner, lb.	3 00
Tomatoes, 2s, standard case	4 70
Corn, 2s, standard case	3 50
Peas, 2s, standard case	2 50
Apples, gala., N.B., doz.	3 25
Strawberries, 2s, Ontario, case	5 00
Raspberries, 2s, Ontario, case	5 40
Peaches, 2s, Ontario, case	4 00
Salmon, red spring, tails, case	10 00
Salmon, pink, tails, case	6 00
Salmon, Cohoes, case	9 00
Salmon, Chums	4 75
Sardines, domestic, case	4 50
Cream tartar	0 42
Currants, lb.	0 21
Raisins, choice, lb.	0 11½
Raisins, fancy, lb.	0 12
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 10
Candied peel, citron	0 25
Candied peel, orange and lemon	0 21
Evaporated apples, lb.	0 11½
Evaporated apricots, lb.	0 21
Pork and beans, case	4 50
Fresh Fruits and Vegetables—	
Apples, bbl.	2 00
Lemons, Messina, box	5 00
Lemons, Cal., box	5 50
Oranges, Cal., box	3 75
Grapes, Malaga, keg	7 00
Grapefruit, each	0 04
Potatoes, bbl.	3 50

FROST EFFECTS CALIFORNIA OLIVE CROP

It is estimated that the severe frosts of November with the accompanying high winds have resulted in a very heavy loss to the olive crop. Some estimates place the loss at 35 per cent.

while even the most conservative estimates advise a loss of at least 25 per cent. The north and central parts of the state suffered the most heavily. One bright feature of the situation was that the crop this year was two weeks earlier than usual and therefore a considerable proportion of it was marketed before the frost occurred, otherwise the loss might have been much heavier. The larger part of the Manzanillos had been gathered and consequently it is in the Mission variety that the greatest loss is felt.

CANNERS DENY THAT CAN NUMBERS ARE MISLEADING

The Ottawa City Council in a resolution passed some time ago stated that the labels on canned goods were misleading because the No. 3 can according to their investigating committee weighed only two and a quarter pound gross while the No. 2 can weighed only one and a half pounds.

THE CANADIAN GROCER has a letter from the Dominion Canners in answer to this statement. According to this letter the numbers on the can have no reference whatever to the contents and no effort is made to lead the public to think so. This system of identifying the different sized cans has been in use throughout the English speaking world for perhaps forty years, and never during that time has there been any pretence that the numbers concerned the contents of the can. It merely represents the standard of size adopted by the canning interests as being best suited to their needs.

There is an agitation on foot now to have the net weight of the contents marked on every can sold. It is understood that the Government at its next session will introduce a bill to make this law. Under this proposed law, it is intended to require the net weight of contents to appear on all package goods. This system has been introduced in the United States, but with what success has yet to be demonstrated.

The Dominion Canners referring to this matter consider that it would increase the difficulties of handling without any compensating advantage. Their argument is as follows

“As regards marking the net weights on the cans, this of course is quite possible, but it is going to cause a whole lot of unnecessary detail labor, besides making it more troublesome for the retailers, and nobody would be any further ahead. This law was adopted in the United States, as you know, but who ever pays any attention to the marks on the cans. It is simply marked on the can that the net weight is not

over such and such, and they are careful to be on the safe side. We never heard of anybody paying any particular attention to this. It certainly makes no difference to the quantity in the can as it will only hold so much any way.”

THE CARE OF BANANAS IN WINTER

Bananas are among the best of the winter fruits and yet very often they fail to make the grocer a profit. Not that this is any fault of the fruit itself. Probably of all fruits the banana is the best known and most generally in demand, and if properly handled it may be made a very paying item in the grocers list.

Cold is one of the greatest enemies of the Banana. A native of the tropics, it is naturally sensitive to cold, and this sensitiveness is increased by the fact that the winter supply must of necessity be ripened by artificial heat. The proper temperature to keep bananas at their very best is 60 degrees. Oranges and apples keep best at a temperature near freezing, but not so bananas, and the failure to understand this has led to considerable losses from frozen goods. And very often the quality of the bananas is blamed for something that is purely a matter of faulty handling.

Very often the temperature of a store at night is far too low for the proper keeping of bananas. When there is any likelihood of the temperature dropping below 60 degrees bananas should be wrapped in bags; or better still put in a barrel surrounded with straw. This will ensure the protection of the last few hands on the stalk which in the winter are often a total loss.

Care should also be taken to keep bananas away from a draughty door or window, and whether delivered by the Express Company or by local waggon there should never be any delay in looking after these goods. Good care and proper handling will do wonders in promoting the sale of this most popular fruit.

LIKE THE FAMILY DOCTOR.

The MacLean Publishing Co., Ltd., Toronto, Ont.

Dear Sirs:

Enclosed please find \$3.00 for subscription to your valuable paper (Canadian Grocer), as I do not see how I could do without it. It is like the family doctor, you do not need him now, but the first thing you know you need him and need him badly. Therefore it is very comforting to know that you have it at hand.

One question I would like for your paper or the retail association to take up, is that a wholesaler be a wholesaler, and a retailer should be a retailer.

F. J. ROCHELEAU.

R.R. No. 1, Windsor, Ont., Dec. 15, 1916.



FLOUR AND CEREALS



Flour Is Firmer But Not Steady

Montreal

FLOUR AND FEEDS.—Slightly firmer since last week's quotations, flour keeps in rather uneventful market. The fact that Lloyd George's speech, on assuming the Premiership of Great Britain, left a little loophole apparently for some form of peace rumor to filter through, seems to have kept the wheat market unsettled. While some opinions incline to the idea of coming firmness in the future, on the grounds that the Allies will accept no peace proposals likely to come from Germany, and will make none likely to be acceptable by Germany, other minds look forward to a see-saw condition of the wheat market for the opening weeks of 1917, and certainly until the next decided drive by the Allies reveals the determination of all the opponents of the Central Powers to press the matter in hand to a clean cut finish. The firmness of the market for feeds is well maintained, and this may finally be the condition as regards wheat and flour.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Winter Wheat Flour—		
Fancy patents	9 75	10 00
90 per cent., in wood	9 00	9 50
90 per cent., in bags	4 25	4 35
Bran, per ton	32 00	33 00
Shorts	35 00	37 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel		0 69

CEREALS ARE ALL IN FIRMER MARKET NOW

Montreal

CEREALS.—All the cereals are in firm market, and likely to remain so during the winter months. Package oats, after advancing to \$4.75 per case of 20 packages for the square packages, are still steadily firm. Yellow cornmeal is exceedingly firm, being hard to find, and jobbers are paying \$3.25 per 98 lbs. for it, though this was the former quotation to retailer. Barley is very firm and scarce. Graham, whole wheat flour and wheatlets are up in unison with flour, and there is firmness in every other line quoted at present. Hints of insufficient supplies of a well-known package rolled oats are heard here and there, following news of fire disaster, but leading jobbers in Montreal declare their supplies still ample to meet demand.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.		5 75
Buckwheat grits, 98 lbs.		4 60
Corn flour, 98 lbs.		3 30

Cornmeal, yellow, 989 lbs.	3 40
Graham flour, 98 lbs.	4 50
Hominy, granulated, 98 lbs.	4 50
Hominy, pearl, 98 lbs.	4 75
Oatmeal, standard, 98 lbs.	4 25
Oatmeal, granulated, 98 lbs.	4 25
Peas, Canadian, boiling, bush.	3 75
Rolled oats, 90-lb. bags	3 95
Rolled wheat, 100-lb. bbls.	5 50
Rye flour, 98 lbs.	4 00
Whole wheat flour, 98 lbs.	4 50
Wheatlets, 98 lbs.	4 75

Flour Goes Up 20c. Market Again Firm

Cash Wheat Advanced 10c During Week—Erratic Market, Due to Speculative Element.

Toronto

FLOUR.—Flour went up again 20c on Friday of last week and is now quoted at \$9.40 in ear lots and \$9.60 in small lots. On Tuesday of this week the Winnipeg wheat market closed at \$1.74⁵/₈ for cash wheat, which represents an advance of 47⁵/₈c over the close on the previous Tuesday. On Wednesday of last week the wheat market

MORE FLOUR ORDERS

It is understood that another order for flour has been placed with Canadian mills for 240,000 barrels. It is stated the consignment is to be put up in 500,000 eighty-pound bags and is for the British War Office. Montreal mills, it is understood, have the greater part of the order.

reached the lowest point during the week when it declined to \$1.64 for cash wheat at Winnipeg. For the remaining days of the week in review the market showed increasing strength. At the time of writing flour is in a strong position again and with further advances in the wheat market an upward tendency in flour is due. Millers are finding that the new regulations of the British Government will not really make very much difference in their grinding methods.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 40	9 60
Second patents	8 90	9 10
Strong bakers	8 70	8 90
Ontario Winter Wheat Flour—		
High patents	8 60	8 80
Second patents	8 10	8 40

DEMAND FOR CEREALS EXCEPTIONALLY HEAVY

Toronto

CEREALS.—The demand for cereals of all kinds is exceptionally heavy, due

it is believed to the disposition on the part of people to eat more cereals and economize on the amount of meat and eggs eaten. In the face of advance in the price of many of the boxed cereals the mills report a heavy demand and they account for it by the fact that more is going into consumption. Prices have held steady during the week.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.		4 60
Corn flour, 98 lbs.	3 25	3 50
Cornmeal, yellow, 98 lbs.	3 10	3 20
Graham flour, 98 lbs.	4 35	4 45
Hominy, granulated, 98 lbs.		3 25
Hominy, pearl, 98 lbs.		3 10
Oatmeal, standard, 98 lbs.	3 95	4 15
Oatmeal, granulated, 98 lbs.	3 95	4 15
Peas, Canadian, boiling, bush.		3 25
Rolled oats, 90-lb. bags	3 75	3 85
Rolled wheat, 100-lb. bbls.		5 50
Rye flour, 98 lbs.		4 00
Whole wheat flour, 98 lbs.	4 35	4 45
Wheatlets, 98 lbs.	4 60	4 70

FEED PRODUCTION IS NOW BEING CURTAILED

Toronto

FEEDS.—Production of mill feeds is being curtailed through the fact that mills are not grinding heavily on flour. The demand for flour is light at the present time and until it again picks up, there will be comparatively small quantities of feed ground. There is a firmness in the market although no actual advances have been recorded during the week. The demand for feeds of all kinds continues heavy. Oats are a trifle firmer and are quoted up 1c per bushel.

	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	36 00	38 00
Special middlings	41 00	43 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 61	0 63

HEAVY DEMAND FOR FEEDS

Winnipeg

FLOUR AND CEREALS.—First patents were bringing \$9.00 per bbl. just before Christmas, and the wheat market was closed throughout the holidays until Tuesday morning, which was a good thing, giving the market a chance to settle down. The market was very firm then, and Eastern Canada was selling on a basis 20c above the West. During the period of excitement since Germany announced her peace terms, there has been little business done the market was very unsettled last weekend, and was still in a nervous state on Friday when it closed. Rolled oats are selling on a basis of \$3.00 for 98's, and all mills report rolled oats business very brisk.



We wish to thank our many friends and patrons for their hearty support during the past year and trust we will continue to receive their valued patronage during 1917.

**Canadian Cereal and Flour Mills
Company, Limited
TORONTO**

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



PRODUCE AND PROVISIONS



Importing Pork Products From U.S.

Montreal—**PROVISIONS.**—The market for live hogs remains steady. It is expected that deliveries during the holidays will be light. Dressed hogs are in good demand, and at present there are quite a few coming in from the farmers. These, however, do not command as high a price as the abattoir killed and dressed hogs. Canadian packers continue to buy a considerable quantity of hog products from Chicago, claiming that they cannot secure sufficient supplies to take care of their local demand and export requirements. Lard continues scarce and very firm. Prices, however, remain unchanged for this week. Seasonable demand for all provisions has been excellent.

Hams—			
Medium, per lb.	0 26	0 26 1/4	
Large, per lb.	0 24	0 24 1/4	
Bacon—			
Plain	0 25	0 25	
Boneless, per lb.	0 29	0 30	
Bacon—			
Breakfast, per lb.	0 28	0 29	
Roll, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 18	0 19	
Long clear bacon, small lots	0 18 1/2	0 19 1/4	
Fat backs, lb.	0 17	0 18	
Cooked Meats—			
Hams, boiled, per lb	0 37	0 38	
Hams, roast, per lb.	0 36	0 37	
Shoulders, boiled, per lb.	0 30 1/2	0 31 1/4	
Shoulders, o, roast, per lb.	0 31	0 31 1/4	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 21 1/4	0 21 1/4	
Tubs, 60 lbs.	0 21 1/4	0 22	
Pails	0 22	0 22 1/4	
Bricks, 1 lb., per lb.	0 23	0 23 1/4	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 17	0 17 1/4	
Tubs, 60 lbs.	0 18 1/4	0 18 1/4	
Pails, 20 lbs., per lb.	0 17 1/4	0 17 1/4	
Bricks, 1 lb., per lb.	0 18 1/4	0 18 1/4	

DEMAND FOR TURKEYS WAS RATHER REDUCED

Montreal—**POULTRY.**—Deliveries of poultry in Montreal during the holiday season have been fairly large, and quite ample for Christmas trade requirements. The demand for turkeys has not been as large as in former seasons. This is on account of the extremely high prices asked for the Christmas bird during the present holiday season. For New Year's, dealers are anticipating fairly large deliveries of poultry, and, with the cold winter weather we are now having, they are likely to find a steady market. Little, if any, live poultry is coming forward to Montreal markets at present, as the weather is too cold for shipments. Prices of poultry will be found this week shaded, in some cases rather higher than last week's quotations.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 21	0 23
Old roosters	0 15	0 15
Roasting chickens	0 20	0 21
Young ducks	0 18	0 19
Turkeys (old toms, dressed, lb.)	0 28	0 28
Turkeys (young)	0 28	0 28

SLIGHT REDUCTION IN STORAGE EGG PRICES

Montreal—**EGGS.**—Christmas demand for eggs was quite large, and prices for cold storage eggs during the holiday season were found to be shaded very slightly downwards, although there was really nothing special about the situation to warrant this reduction in prices. As a matter of fact, dealers state that if they were obliged to buy eggs in Chicago through not having supplies on hand here, they would not be able to sell the Chicago produce at the prices being asked for local stored eggs at present, as the Chicago eggs are of greatly inferior quality to Canada's, and the loss in bad eggs would be very much greater than if they were handling the Canadian product. New-laid eggs are now very, very scarce. There are quite a few eggs coming forward from different parts of the country at present, but a large proportion of these are stale and held eggs.

Eggs—		
New laid	0 60	0 70
Selects	0 42	0 43
No. 1	0 38	0 39

BUTTER PRICES NOT ALTERED FOR HOLIDAY

Montreal—**BUTTER.**—Holiday season demand for butter with other "good things of the table" was better than in weeks just previous to the festive season, and demand for butter for home-baking purposes was also improved. Butter prices have been so high of late that there has been some hint of possible reduction to increase demand, but in the opinion of leading butter merchants this would only divert supplies across the seas and bring about something like a butter famine in Canada. Butter prices have not been increased during the holiday season, and appear to have reached the high level for the time being. Export demand is not as great as formerly, but some consignments previously contracted for are still being despatched.

Butter—		
Creamery, prints (storage)	0 45 1/4	
Creamery, prints (fresh made)	0 43 1/4	
Creamery, solids (fresh made)	0 43	
Dairy prints, choice, lb	0 39	0 42
Dairy prints, lbs., in tubs	0 38	0 40

SEASONABLE DEMAND FOR CHEESE NOT ABNORMAL

Montreal—**CHEESE.**—There has been a good de-

mand for cheese during the festive season, but not in any way abnormal, and prices have maintained steady, as during the weeks previous to the holiday season. Colder weather has to some extent been responsible for the stimulation of demand for this substantial foodstuff which is now at very high prices in the history of the dairying industry of Canada. Quantities of cheese are still being held in Montreal, but not for local supply. They are being used for war-contract orders, and as the winter consumption of cheese by the troops is heavy, the movement overseas of the stored product is persistent.

Cheese—		
Large, per lb.	0 25	0 25 1/4
New, twins, per lb.	0 25 1/4	0 26
Triplets, per lb.	0 25	0 26
Stilton, per lb.	0 28	0 28
Fancy old cheese, per lb.	0 27	

MARKET FOR HONEY IS STRONG AND ACTIVE

Montreal—**HONEY.**—Sharp cold weather arriving seasonably to stimulate the demand for sweet stuffs, as well as substantial foods around the holiday period, has increased demand for honey, and the market is firm and strong. Demand from Ontario for the product is noted, and there are supplies sufficient for both local and more distant avenues of output. The season's call for luxuries has meant in some directions a special call for honey, which is not regarded as merely a wholesome food in these particular directions, but as a sweet and delicacy, just as ice cream is regarded by those who have not reached the stage of modern taste that considers ice cream a food as well as a delicacy.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10 1/4
Buckwheat, 60-lb. tins, per lb.	0 07 1/2	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11 1/4	0 12
Comb, per section	0 15	0 16

Cooked Meats Firm Due to Xmas Sale

Run of Hogs Expected to Be Light—Prices May Jump Upward As a Result—Lard Holds Steady

Toronto—**PROVISIONS.**—Roasted and boiled hams were quoted up 1c per pound as a result of the heavy Christmas demand. People run to cooked hams as part of the Christmas meat diet as a variation from the poultry Christmas dinner. Live and dressed hogs at the time of writing are holding steady at the same

quotations as last week. It is expected the run of hogs will be light during the week and that prices may go higher as a result. A fairly good demand is anticipated and with light supplies it is expected there will be a firmness in the market with higher prices for both live and dressed a strong probability before the week is over. Lard has held during the week, but provision men look for higher prices in the not distant future. There is a firm undertone to the market in the face of a general shortage of fats and oils of all kinds. At present trade in lard is quiet.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Bacon—		
Plain	0 25	0 27
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 20	0 20
Roll, per lb.	0 19	0 20
Willshire bacon, per lb.	0 20	0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16½	0 17½
In 50-lb. tubs, ¼ higher than tierces; palls, ¼ higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	17 00	17 50
Live, off cars	12 25	12 50
Live, fed and watered	12 00	12 50
Live, f.o.b.	11 00	11 50

QUEBEC BUTTER EASIER MAY AFFECT ONTARIO

Toronto
BUTTER.—There is an easier feeling in the butter market as the result of lower prices that have been prevailing for Quebec butter during the past week. The market for Eastern Townships fresh made is quoted down to 38c to 40c. There have been no actual declines in the prices of butter locally, except in the case of dairy prints, which are quoted down 1c per pound in certain quarters from the highest quotations. A factor that is tending to keep butter prices fairly steady in the immediate present is shortage of stocks in the villages and towns. Country merchants are unable to get the supplies they would like. It is expected that a slightly heavier production will be forthcoming in the near future and that this condition will be alleviated to a certain extent.

Creamery prints, fresh made	0 46	0 48
Creamery solids	0 45	0 46
Dairy prints, choice, lb.	0 43	0 44
Dairy prints, lb.	0 40	0 41
Bakers	0 37	0 38

NEW LAID EGGS ARE NOTICEABLY BETTER SUPPLY

Toronto
EGGS.—Some provision merchants assert that strictly new laid eggs are coming along in slightly better supply. They look for still greater improvement in this respect in the period following the holidays. There is a distinctly easier feeling in the egg market. Stocks carried by dealers are not heavy but senti-

ment has affected the market considerably through an appreciable falling off in consumption. The percentage of strictly fresh eggs reaching the market from country points is still low, as they are mixed with eggs of poor quality in many instances. The most reliable eggs reaching the market at the present time are eggs from the Southern United States which come by way of Chicago. There is a heavy demand locally for storage eggs from the Chicago district. This is practically the only source of supply at the present time. New laids are quoted down 5c per dozen and storage 1c to 2c per dozen down.

Eggs—		
New laid, cartons	0 60	0 65
No. 1 storage, ex-cartons	0 39	0 40
Selects, extra	0 41	0 43

EXPORT DEMAND HOLDING CHEESE AT FIRM PRICES

Toronto
CHEESE.—Cheese holds firm in the face of an easier market for a number of other provision commodities. The export demand is keeping up well, buyers for the British Government being reported in the market recently. There is a good steady demand locally and it is not anticipated that there will be any easier tone in the immediate future. Prices in the local market have held steady during the week.

Cheese—		
New, large	0 25	0 26
Twins are ¼c higher than new large; triplets ¼c higher than new large, and Stilton 2c above new large.		

HEAVY STOCKS OF POULTRY CARRIED OVER

Toronto
POULTRY.—There have been fairly heavy stocks of poultry carried over from the pre-Christmas period. Many wholesalers and retailers are compelled to carry larger supplies of poultry than they would like owing to the failure of the consuming public to buy in as large quantities as was anticipated. There seemed to be a spirit of economy present which made itself manifest in the smaller consumption of poultry. Some provision men attribute it to the fact that the farmers held their supplies until the last week looking for much higher prices with the result that the poultry could not be put into consumptive channels. The express situation has held up considerable supplies also, much of the poultry failing to arrive until after Christmas. With the present supplies there is every possibility that there will be lower prices for poultry in the immediate future. Prices being paid by commission men remain the same as last week, although during the week considerably higher prices were paid.

	Live	Dressed
Spring chickens	0 14	0 17
Hens, over 4 lbs.	0 14	0 16
Hens, under 4 lbs.	0 11	0 13
Old roosters	0 11	0 14
Young ducks	0 14	0 19
Old ducks	0 10	0 15
Geese	0 12	0 17

Young turkeys (8 and 9 lbs. each).....	0 22	0 27
Young turkeys (over 9 lbs. each).....	0 22	0 28
Old Tom or hen turkeys	0 20	0 25
Prices are those paid at Toronto by commission men.		

HONEY SUPPLIES ARE BEING REDUCED RAPIDLY

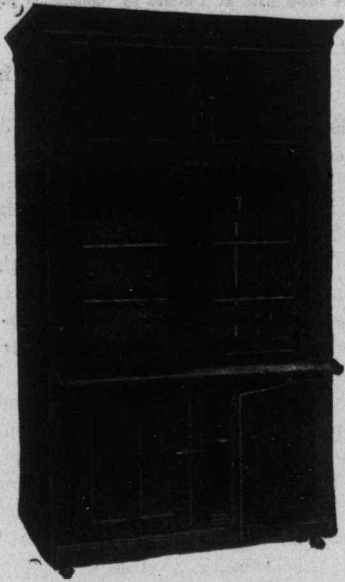
Toronto
HONEY.—Owing to a fairly good demand for honey local stocks are being reduced and commission men are looking for sources of supply. Quebec honey is coming along in better quantities. One of the difficulties with this honey in the past has been due to the fact that buckwheat and clover honey have been mixed in many instances and the honey necessarily had to be sold at a lower price. However, some good samples of the white clover honey are reported to be reaching the local market from this source. Ontario dealers are looking to this district more of recent weeks with the expectation of meeting the demand. Honey is popular, due to the fact that it compares very favorably in price with jams and jellies. Locally the prices have held steady, although a firmer market with higher prices is anticipated.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

GOOD DEMAND FOR BUTTER AND EGGS

Winnipeg
PRODUCE AND PROVISIONS.—The hog market last week was steady, with a tendency towards higher levels. During the end of last week prices advanced from 10.85 to 11.15. All provision prices are the same with the exception of hams, there being quite a shortage of this cut just now; choice are 25-27c, medium 24c and large 22c. Pure lard is selling on a basis of 20½c for Tierces. There is a good demand for both butter and eggs, and prices are unchanged cheese is bringing 25½c.

Hams—		
Light, lb.	0 25	0 27
Medium, per lb.	0 24	0 24
Large, per lb.	0 22	0 22
Bacon—		
Breakfast, per lb.	0 24	0 24
Breakfast, select, lb.	0 27	0 27
Backs, select, per lb.	0 28	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16	0 16
Barrelled Pork—		
Mess pork, bbl.	30 00	30 00
Lard, Pure—		
Tierces	0 20½	0 20½
20s	4 22	4 22
Cases, 5s	12 90	12 90
Cases, 3s	13 05	13 05
Lard, Compound—		
Tierces	0 16½	0 16½
Tubs, 50s, net	8 25	8 25
Palls, 20s, net	3 37	3 37
Butter—		
Fresh made creamery, No. 1, cartons	0 42	0 42
Best dairy	0 38	0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons	0 43	0 43
No. 1, candled	0 38	0 38
Cheese—		
Ontario, large	0 25½	0 25½



YOUR 1917 PROFITS

will be very largely determined by the efficiency of your store equipment. Particularly is this true as regards your refrigerator.

Why not avail yourself of the splendid advantages that the EUREKA REFRIGERATOR offers you? Better security, better display, better appearance—all these are embodied in this up-to-date refrigerator.

Eureka patents are all original. Beware of useless imitations. Guarantee yourself against refrigeration loss in 1917 by getting the one logical refrigerator for your store—the Eureka.

Eureka Refrigerator Company

Limited
31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company

Oshawa, Ontario

GIPSY

"As black as
it's painted."

Order Gipsy Stove Gloss
from your Wholesaler.

HARGREAVES (CANADA), Ltd.,

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

In your Locality
are many

Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—
SPRATT'S PATENT LTD., 24-25, Fenchurch Street, London, England.

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



This big 10 cent seller should be prominent in your displays

Though the popular price of H.G. SAUCE has done much to popularize it with the prudent housewife, yet its biggest appeal lies in its unexcelled dietetic qualities.

H.G. is a purely Canadian-made sauce, prepared to meet Canadian requirements, prepared to equal and surpass all similar imported sauces.

There's a good profit for you on this line. May we send you samples?

The
Canada Sauce & Vinegar Co
519 King St. W., Toronto

We Expect

to have shipped all Xmas orders for

Oranges, Lemons, Grape Fruit, Cranberries, Grapes, Nuts, Etc.

by the time this issue reaches you.

However, you will be sorting up on some lines sold out.

All Oysters, Bananas, Etc.

Let us have your orders and we will
SHIP PROMPTLY

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

Why You Should Feature

KING GEORGE'S NAVY

Start the New Year Right

Get a good display of KING GEORGE'S NAVY working for you. This popular chew has made good with the critical chewer, hence it is good policy to feature it.

Tobacco is used in nearly every home in your community. Are you getting your lawful share of this profitable business?

KING GEORGE'S NAVY will show you the way to do it.



Rock City Tobacco Co., Ltd.

Handled by
the Wholesale
Trade

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

Only Six Front Covers Left

EACH year for the past five years CANADIAN GROCER has, in November and December, disposed of front covers of the succeeding year.

Already for next year 46 of the 52 front covers have been reserved. In all probability before the end of the month those remaining will also have been reserved.

The open dates are July 13, 20, 27 and December 7, 21 and 28.

The front cover of CANADIAN GROCER gives the advertiser an exceptional opportunity of making a seasonable announcement in a most effective way. The majority of the live, aggressive dealers in every province of Canada will see your announcement.

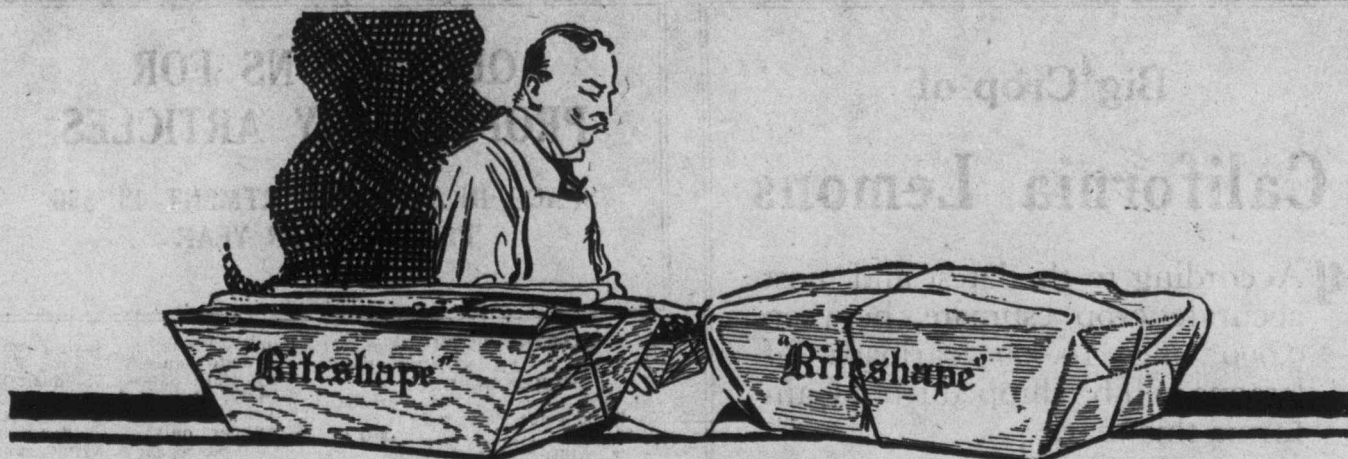
If you want any of the remaining six covers open in 1917 wire at our expense at your earliest convenience. Covers will be reserved for those wiring first.

The Canadian Grocer

143-153 University Avenue

Toronto, Ontario

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



PUT OUT YOUR GOODS
IN THE
"Riteshape"

Beat the new year to it. Make one of these resolutions now.

Get out of the rut to-day and be out when the bells ring.

Start with Riteshapes now, get the benefit now.

Holiday foods demand Riteshapes. Make a decent bid for good-will during the good-will season,

Any old kind of a package of bulk food doesn't go any more.

You must have Riteshapes.

The Riteshapes package is giving bulk foods a greater sale than they ever had.

Riteshapes are making folks think as much of the bulk commodity as they thought of the factory packed goods.

Riteshapes are giving the good-will, the reputation, the prestige to the retailer himself, not to some packer a thousand miles away.

Riteshapes give the retailer a package for any and every bulk food from one-half up to ten pounds. Standardize your package.

Riteshapes save money for retailer and consumer.

Order Riteshapes. Do it to-day.

Get them from all Canadian jobbers, or

Victoria Paper & Twine Company, Limited

TORONTO

MONTREAL

The Oval Wood Dish Company, Manufacturers, Delta, Ohio, U.S.A.



Big Crop of California Lemons

According to the latest and most accurate crop estimate, between 9,000 and 10,000 carloads of lemons will be shipped from California this year.

This is an increase of 2,000 carloads over the season just closed.



It means to every jobber in the United States and Canada an assurance of a full and regular supply of California lemons.

Sunkist lemons will be advertised every month in the year, and on account of their uniformly good quality these lemons are sure to have the call from the grocer and consuming trade.

Increase your lemon business by handling California Sunkist lemons. Shipments are now going forward freely.



A beautiful set of colored window display cards will be sent free to any grocer or fruit dealer. Ask your jobber or write our nearest office.

California Fruit Growers Exchange

A Non-profit, Co-operative Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

Calgary, Alta.
Montreal, Que.
Regina, Sask.

Toronto, Ont.
Vancouver, B.C.
Winnipeg, Man.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	Bbl. lots or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS.

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

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.

Apricot	\$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 53
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry, Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	\$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, 1/2 doz. in case	4 15
20 lb. tins, 1/4 doz. in case	4 05
Perfect seal glass jars in the case	3 15
Delivered in Winnipeg in carload lots.	

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin. Per doz.

Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	

Family, Plain, doz.; Family, Tomato Sauce, doz.; Family, Chili Sauce, doz.; 3's, Plain, Flats, Aylmer only, doz.; 2's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Chili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 2's, Tomato Sauce, doz.; 3's, Chili Sauce, doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 60
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12 1/2
30's Tin or Wood, one pail only, per lb.	0 12 1/2

BLUE
Keen's Oxford, per lb.
In 10-lb. lots or case.

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	\$4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

It's all Right



More profit
for you in Comfort Soap than any other in the market and here are some of the reasons:

With 5-Box Lots we send FREE your choice of any one of the following:

SALEABLE GOODS

- 1 Box 36 5c. Comfort Soap Powder
- 1 Box 36 5c. Packages Handy Ammonia
- 1 Box 18 10c. Packages Handy Ammonia
- 1 Box 36 5c. Cakes Kleano Hand Soap
- 1 Box 18 10c. Cans Comfort Lye
- 1 Box 18 10c. Packages Omo

OR—

- 1 Solid Aluminum Scoop, No. 0
- 1 Set (4) Galvanized Iron Scoops
- 1 Nail Puller
- 1 Counter Stool
- 1 Truck
- 1 Ladder
- 1 Gilt-Framed Picture
- 1 Green-Framed Picture

With 10-Box Lots we send FREE your choice of any one of the following, or any two on the 5-Box List:

SALEABLE GOODS

- 2 Boxes 36 5c. Packages Handy Ammonia
- 1 Box 36 10c. Packages Handy Ammonia
- 2 Boxes 36 5c. Comfort Soap Powder
- 2 Boxes 36 5c. Cakes Kleano Hand Soap
- 1 Box 36 10c. Cans Comfort Lye
- 1 Box 36 10c. Packages Omo

OR—

- 1 Large Silver-Framed Picture
- 1 Large Oval Picture
- 1 Solid Aluminum Scoop, No. 2
- 1 Fountain Pen
- 1 Imperial Clock
- 1 Kitchen Set

With 25-Box Lots we offer the following Premiums. Note increased proportion saleable goods with this quantity:

SALEABLE GOODS

- 22 Doz. 5c. Comfort Soap Powder
- 22 " 5c. Pack. Handy Ammonia
- 11 " 10c. " " "
- 11 " 10c. Cans Comfort Lye
- 7 Boxes Kleano Hand Soap (36's)
- 11 Doz. 10c. Packages Omo

OR—

- 1 Wooden Wheeled Coaster Express Wagon, with hand brake, box 16 in. x 38 in., Roller-Bearings.
- 3 Solid Aluminum Scoops, assorted sizes 0, 1 and 2
- 1 Rug 30 in. x 60 in., same both sides, Smyrna Pattern
- 1 Lady's or Gentleman's Tight Rolling Fine Silk Umbrella

With 1-Box Lot a Wagon for - \$3.00 cash
With 5-Box Lot a Wagon for - 2.50 cash
With 10-Box Lot a Wagon for - 2.00 cash
NO PREMIUMS EXCHANGED.

These figures apply to Ontario and Quebec. For other provinces see list.

You see, it PAYS to push COMFORT SOAP.

Pugsley, Dingman & Co., Limited, Toronto, Canada



We keep Canada clean

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

1917

We take the opportunity to thank you for the orders we had from you in the year 1916, and to wish you a Happier and More Prosperous Year to come.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Imperial Rice Milling Co., Ltd.

VANCOUVER, B. C.



MIKADO

The best value in Rice being offered on Canadian markets today.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	CONDENSED COFFEE	
Sweet Chocolate— Per lb.		Reindeer Brand, "Large," each 24 cans	\$5 00
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40	Reindeer Brand, "Small," each 48 cans	5 70
Queen's Dessert, 6's, 12-lb. boxes	0 40	Regal Brand, each 24 cans	4 70
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37	COCOA, Reindeer Brand, each 24 cans	5 00
Diamond, 8's, 6 and 12-lb. boxes	0 30		
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28	COFFEE.	
Diamond, ¼'s, 6 and 12-lb. boxes	0 28	WHITE SWAN SPICES AND CEREALS, LTD.	
Icings for Cake—		WHITE SWAN	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00	1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
Chocolate Confections, Per doz.		1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½
Maple buds, 5-lb. boxes ...	0 39		
Milk medallions, 5-lb. boxes	0 39	ENGLISH BREAKFAST COFFEE.	
Chocolate wafers, No. 1, 5-lb. boxes ...	0 32	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
Chocolate wafers, No. 2, 5-lb. boxes	0 28	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20
Nonpareil wafers, No. 1, 5-lb. boxes ...	0 32		
Nonpareil wafers, No. 2, 5-lb. boxes	0 28	MOJA	
Chocolate ginger, 5-lb. boxes	0 36	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
Coffee drops, 5-lb. boxes ...	0 39	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30
Lunch bars, 5-lb. boxes ...	0 39	PRESENTATION COFFEE.	
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40	A Handsome Tumbler in Each Tin.	
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb. ...	0 27
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39		
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 39	FLAVORING EXTRACTS	
Nut milk chocolate, 5c bars 24 bars, per box	0 90	WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
Almond nut bars, 24 bars, per box	0 90	1 oz. bottles, per doz., weight 3 lbs.	\$ 1 00
		2 oz. bottles, per doz., weight 4 lbs.	2 00
		2½ oz. bottles, per doz., weight 6 lbs.	2 30
		4 oz. bottles, per doz., weight 7 lbs.	3 50
		8 oz. bottles, per doz., weight 14 lbs.	6 50
		16 oz. bottles, per doz., weight 23 lbs.	12 00
		32 oz. bottles, per doz., weight 40 lbs.	22 00
		Bulk, per gallon, weight 16 lbs.	10 00
		CRESCENT MFG. CO.	
		CRESCENT MAPLEINE	
		Per doz	
		½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 36
		1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
		2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
		4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
		8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00.	13 25
		Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
		Quart (1 doz. case), weight 53 lbs., retail each \$5.50.	45 00
		Half gallons, each, retail each, \$10	7 50
		Gallons, each, retail each \$18	14 50
		GELATINE	
		Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
		Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
		Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10
		W. CLARK, LIMITED,	
		MONTREAL.	
		Compressed Corned Beef, ½s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
		Roast Beef, ¼s, \$2; 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
		Boiled Beef, 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
		Jellied Veals, ½s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$13.	
		Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
		Beefsteak and Onions, ¼s, \$3; 1s, \$5.25; 2s, \$6.25.	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	\$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each 48 cans	2 25

ROYAL BAKING POWDER

ABSOLUTELY-PURE

Everybody knows that all the grocers in the world, taken together, sell more ROYAL BAKING POWDER than any other kind. This proves that ANY grocer can do the same thing.

ROYAL BAKING POWDER properly displayed and recommended to your customers will pay you more and surer profit than any other brand you can handle.

Contains No Alum

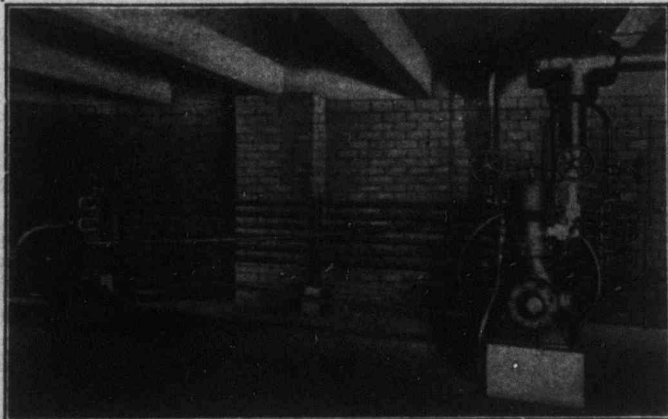


ROYAL BAKING POWDER CO.

NEW YORK



Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account. Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.

We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

Ask for Bulletin 2-B

The Arctic Ice Machine Co.
The W. A. FREEMAN Co., LIMITED
 HAMILTON, CANADA
 Canadian Representatives.

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
 NO BONES!
 ALL MEAT!



A/S NORWEGIAN CANNERS' EXPORT OFFICE
 Stavanger (Norway)
 Apply: STANDARD IMPORTS, LIMITED, Montreal
 "LORD NELSON" BRAND (Bristling)

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



The New Sterling Tomato Catsup

There is no finer tomato Catsup to be had to-day than this new Lytle line. Your most particular customers will find in it their ideal of deliciousness and palatable purity.

The neat, handy-sized bottles get the eye of every woman—the contents will please every member of the family.

Get a supply displayed on your counter to-day. Results will gratify you.

T. A. Lytle Company
LIMITED
Sterling Road, Toronto

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
Lambs' Tongues, 1/2s.
Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
Sliced Smoked Beef, glass, 1/2s, ...; 1/2s, \$2.25; 1s, \$3.25.
Tongue, Ham and Veal Pate, 1/2s, \$1.50.
Ham and Veal, 1/2s, \$1.20.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, ...
Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.
Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12 1/2c lb.
In Glass, 1s, \$2.30.
Clarke's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 20c.
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., \$3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2. Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.45. Individuals, 90c doz.
Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45. Individuals, 90c doz.
Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.
Clark's Chateau Chicken Soup, \$1.25.
Clark's Chateau Concentrated Soups, \$1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
Sphaghetti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.
Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.
THE N. K. FAIRBANKS CO., LIMITED.
PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.
Tierces ... \$0 14 1/2
Pails ... 2 98
This price list cancels all previous ones and is effective at once. Subject to change without notice.
All orders received must be shipped within a period of 30 days.
Advance over tierce basis for small packages:
3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 3/4c over tierces; 20-lb. wood pails, 1/4c over tierces; 60-lb. tubs, 1/4c over tierces; half-barrels, 1/4c over tierces; 50-lb. tins, 1/4c over tierces; 20-lb. tins, 1/4c over tierces.
LAFORPE, MARTIN, LIMITED
Montreal. Agencies
BASIN DE VICHY WATERS
L'Admirable, 50 bottles, litre. ca. ... 8 00
Neptune ... 8 50
San Rival ... 9 00
VICHY LEMONADE
La Savoureuse, 50 bottles, ca. ... 11 00
NATURAL MINERAL WATER
Evian, Source Cachat, 50 bottles, ca. ... 9 50

IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, ca., 6 doz. pts., doz. 1 20
Ginger Ale, Trayders, ca., 6 doz., splits, doz. 0 95
Club Soda, Trayders, ca., 6 doz. pts., doz. 1 15
Club Soda, Trayders, ca., 6 doz., splits, doz. 1 05
BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Princess Blend, 50 and 30-lb. tins, lb. 0 34
JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. ... 0 25
COFFEES
Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22
MUSTARD
COLMAN'S OR KEENE'S
Per doz. tins
D. S. F., 1/4-lb. \$ 1 75
D. S. F., 1/2-lb. 3 30
D. S. F., 1-lb. 6 25
F. D., 1/4-lb. 1 10
Per jar
Durham, 4-lb. jar, each .. 1 10
Durham, 1-lb. jar, each .. 0 35
JELL-O.
GENESEE PURE FOOD CO.
Assorted case, 4 dozen \$ 3 60
Lemon, 2 dozen 1 50
Orange, 2 dozen 1 50
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 50
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.
JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price
SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO
5c 10c
Round Oval lith. litho. dredge. 2 1/2 oz. Per doz. Per doz.
SPICES
Allspice .. \$0 45 \$0 90
Arrowroot, 4 oz. tins, 85c.
Cayenne .. 0 45 0 90
Celery salt ..
Celery pepper ..
Cinnamon .. 0 45 0 90
Cinnamon whole, 5c. pkgs., window front, 45c.
Cloves .. 0 45 0 90
Cloves, whole, 5c. pkgs., window front, 45c.
Curry powder .. 0 90
Ginger ... 0 45 0 90
Mace ... 1 25
Nutmegs ... 0 45 0 90
Nutmegs, whole, 5c. pkgs., window front, 45c.
Paprika .. 0 45
Pepper, black ... 0 45 0 90
Pepper, white ... 0 50 0 85
Pastry spice ... 0 45 0 90
Pickling spice, window front, 90c.
Shipping weight per case 10 lbs. 15 lbs.
Dozens to case .. 4 4

No Man Knows Everything
but any man can find out anything
about the Grocery Business in

THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

THE GREATEST BOOK IN THE LITERATURE OF FOOD. Read and endorsed by Government and Health Officers, Food Specialists, Chemists, Schools, Colleges, Institutions, Jobbers and Manufacturers — and successful wholesale and retail grocers in all parts of the U.S. and Canada.

Don't *guess* about the goods you carry in stock. Guessing means mistakes—and mistakes mean money lost—and often make you look foolish in the eyes of your customers.

Instead, whenever in doubt, get the habit of "*looking it up in the Encyclopedia.*" You will find in its pages complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods, An encyclopedia of all foods that you have never seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

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TORONTO, CANADA



Plan a bigger fish business for 1917

Sea foods of guaranteed quality are the only kind to depend upon for a worth-while turnover in your fish department. Big profits are sure to result from handling the brand that the public have confidence in.

Brunswick Brand Sea Foods

are unquestionably the most reliable line of sea foods to create good, sound profitable fish sales. Quality dealers from coast to coast have tried out these quick selling lines, and find them absolutely the best profit-makers they have ever sold. You too can make better profits in your fish department by featuring the popular Brunswick Brand.

Make 1917 a better fish selling year in your store by constantly displaying Brunswick Brand.

Connors Brothers Limited
Black's Harbor, N.B.

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

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss .....	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons .....	.08
100 lbs. kegs, No. 1 White .....	.07½
200 lbs., bbls., No. 1 White .....	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.10
30 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.10
100 lbs., kegs, Silver Gloss, large crystals .....	.08
28 lbs., Benson's Safin, 1 lb. cartons, chromo label .....	.07½
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Renson & Co.'s Celebrated Prepared .....	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

BRANTFORD STARCH

Laundry Starches—	Cents
Canada Laundry—	
Boxes about 40 lbs. ....	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.08
Barrels, 200 lbs. ....	.07½
Kegs, 100 lbs. ....	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.08½
8 in case .....	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ....	.10
Kegs, extra large crystals, 100 lbs. ....	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.08½
"Crystal Maise" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.08½
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA
In boxes only.

Packed as follows:	
5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
½ lb. packages (120)	3.40
½ lb. 60 } Packages Mixed	3.30
1 lb. 30 }	

SYRUP

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

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$3.25
2 lb. tins, 2 doz. in case ..	3.25
5 lb. tins, 1 doz. in case ..	3.65
10 lb. tins, ½ doz. in case ..	3.55
20 lb. tins, ¼ doz. in case ..	3.50
Barrels, about 700 lbs. ....	.04½
Half bbls., about 350 lbs. ....	.04½
¼ bbls., about 175 lbs. ....	.05
2 gal. wooden pails, 25 lbs.	1.70
3 gal. wooden pails, 38½ lbs.	2.40
5 gal. wooden pails, 65 lbs.	3.70

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	\$3.75
5 lb. tins, 1 doz. in case	4.15
10 lb. tins, ½ doz. in case	4.05
20 lb. tins, ¼ doz. in case	4.00

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case ..	4.80
Barrels, per 100 lbs.	5.25
½ barrels, per 100 lbs.	5.50

DOMINION CANNERS, LTD. CATSUPS—in Glass Bottles

	Per doz.
¼ Pts. Delhi Epicure	\$
¼ Pts., Red Seal, screw tops	
¼ Pts., Red Seal, crown tops	
Pts., Delhi Epicure	
Pts., Red Seal	
Pts., Tiger	
Qts., Delhi Epicure	
Qts., Red Seal	
Qts., Lynn Valley	

CALIFORNIA FRUIT CANNERS ASSOCIATION

Size	Mam. Large Med.
2½ Can.	\$ 4.75 \$ 3.75 \$2.50
No. 1 Tall Can	2.75 2.25 1.60
No. 16 Jar	3.00 2.25 1.80
No. 4 Jar	1.50 1.25 1.15
No. 10 Can ...	14.00 12.00 9.00

YUBA BRAND

2½ Can	\$3.00 \$2.25
No. 1 Tall Can	1.50 1.20
No. 10 Can	9.00 8.00
Picnic Can .....	.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.	
Robinson's patent barley, ½-lb. tins,; 1-lb. tins,; Robinson's patent groats, ½-lb. tins,; 1-lb. tins,	

STOP-ON POLISHES Dos.

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES

	Dos.
Polish, Black and Tan	0.85
Metal Outfits, Black and Tan 3 80	
Card Outfits, Black and Tan 3 40	
Creams and White Cleanser 1 10	

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.	1.20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.40
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0.40
Currency, 6s, ½ butts, 9 lbs.	0.40
Stag Bars, 6¼s, butts, 11 lbs., boxes, 5½ lbs.	0.40
Walnut Bars, 8¼s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8¼s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8¼s, 5 lb. boxes	0.68
Pay Roll, plug, 8¼s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7¼s, ½ butts, 12 lb. boxes, 6 lbs.	0.51
Great West, pouches, 9c.	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.80
Forest and Stream, ¼s, ¼s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

FISH

Increase your January business by Handling More Fish—the public want it—are being educated to eat more. Can you supply them?

Quality first with us in Fish the same as in our Fruit Business.

All varieties now in stock, ready for shipment.

DRIED —Full stock Acadia and Sealey's Package Codfish, Skinless Cod, Shredded Cod, etc., etc.

SMOKED—Haddies, Fillets, Bloaters, Kippers, Ciscos, Digby Herrines, Kipperines.

FROZEN—Halibut, Coho Salmon, Qualla Salmon, Red Spring Salmon Trout, Whitefish, Smelts, Sea Herrings, Pickerel, Pike, Tulibeas, Gold Eyes, Frozen Lake Superior Herrings, etc.

PICKLED—Labrador Herrings, Fresh Water Herrings, Sea Trout, Salt Mackerel, Shrimps, etc.

OYSTERS

Large, Clean and Solid. We can save you money. Quality guaranteed equal to any shipped. Full line Oyster Buckets.

Fish and Fruit orders combined save express.

PROMPT SERVICE.

WHITE & CO., LIMITED FRONT and CHURCH STREETS, TORONTO

Wholesale Fruit and Fish Dealers

Phones: Fish Main 6568, Fruit 6565

**Wholesale
Fruit and
Produce
Merchants**

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits,
Cranberries,
etc.

25 CHURCH ST.
TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

**“St. Nicholas”
“Queen City”
“Kicking”**

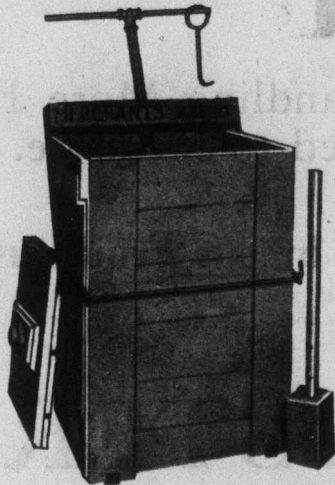
are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

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

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

A "Seasonable" Suggestion

Your customers will appreciate

MAPLEINE

That Golden "Mapley" Flavor

These are the days of waffles, and "Mapley" syrup made with just sugar, water and Mapleine.



Order from your Jobber or:

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

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Woods, Walter.	Inside back cover

A good man wants a good position

MANY young fellows want to move up in the world—want to change from their present position to one that offers more stimulation, and perhaps more money.

AND perhaps you find yourself needing a man of ambition, with the courage to get out of ruts, a man with snap and spunk, and promise in him.

Hunt him out. Meet him on the Want Page of the Canadian Grocer.

These able fellows who want to advance are looking for your advertisement.

FISH for the man you need in a stream where fish are. Use as bait the plain truth. Give as many particulars as you can. Sift in advance the men you want. If you want a man under 30, say so. Tell the wages you want to pay. Give the man some idea of what his work will be. Do all this to save time and correspondence.

An advertisement costs two cents a word, first insertion, and one cent per word each subsequent insertion. Box Number c/o Canadian Grocer, 5c each insertion. Cash in advance. For a dollar or less you can probably get in touch with a dozen likely men.

THE Want Columns of the CANADIAN GROCER are about the best thing that ever happened for some men who have used them—they have found the ideal man at a cost of time and money quite too small to be considered. Forms close Tuesday each week.

Now—Do you want a good man?

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

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.

WANTED

WANTED, ON COMMISSION, GOOD SIDE line for Maritime Provinces. A. M. Reed, Middleton, N.S.

WANTED—TO HEAR FROM OWNER OF good grocery for sale. Northwestern Business Agency, Minneapolis, Minn.

YOUNG MAN, 27 YEARS OF AGE, WITH 10 years' experience in general store, wishes to become connected with reliable wholesale firm, manufacturing establishment, manufacturers' agency, or brokerage firm. Box 203, Canadian Grocer.

AGENTS WANTED

WE ARE OPEN TO HANDLE ONE OR more good lines for Cape Breton on a commission basis. Miles & Co., Box 269, Glace Bay, Nova Scotia.

FOR SALE


OLD WELL-ESTABLISHED GROCERY business and dwelling in Woodstock, Ont. Box 204, Canadian Grocer.

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, 97 Ontario St., Toronto.

*Kindly mention
this paper when
writing advertiser*

Jenkins & Hardy
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

OAKLEY'S KNIFE POLISH



20-102-5776

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Hallbut, Cod, Haddock, Trout, Whitefish

Price Quality Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of "WASHCLEAN"

Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users)

Direct Supply Association
509 Belmont House Victoria, B.C.

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

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

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

To our many friends
in the trade
we extend

**Best Wishes
for 1917**

The T. Upton Co.
LIMITED
Hamilton and St. Catharines

**AT LAST
WE HAVE THEM**

*Fibre
Vinegar
Measures*

PINT QUART FUNNEL

\$2.50 per Set

Used and highly commended by the
Grocery Trade in the
United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Introduce Every Customer to

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

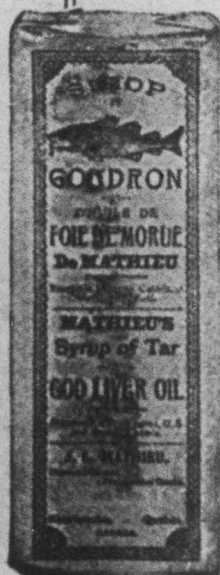
With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC



When you sell

**HEINZ
57
VARIETIES**

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

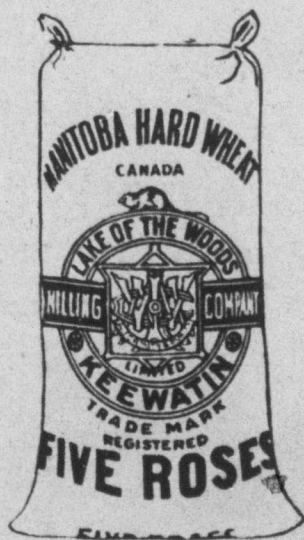
H. J. Heinz Company
Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

IN EVERY SECOND ENGLISH-SPEAKING HOME in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIÈRE FIVE ROSES is even now exerting an ever-widening sales influence.



What would it be worth to YOU?

- right in the home of every possible retail flour buyer in YOUR district,
- to have a daily reminder of compelling interest, filled with useful daily suggestions,
- a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

- a constant source of flour-consuming suggestions
- the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL "The House of Character" WINNIPEG

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie