

**PAGES
MISSING**

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 13, 1918

No. 50

WHITTALL CANS

ARE MADE IN CANADA

FOR

*Meats, Vegetables, Fruits,
Syrups, Fish, Etc.*

A. R. Whittall Can Company, Ltd.

MONTREAL

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

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

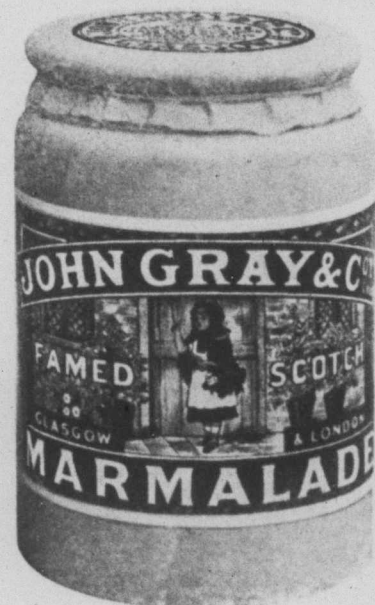
Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY

MARZIPAN

CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto



Let that next order be

Borden's

Borden's



If in the past you have been disappointed with the selling qualities of the "just as good" variety, why not resolve now to always give preference to the old reliable line.

Borden's



Borden's



BORDEN MILK PRODUCTS have established a reputation for purity and wholesomeness that is unbeatable. Hence it is that, wherever displayed the Borden line produces the repeat business which puts more dollars in the dealer's cash drawer.

Borden's

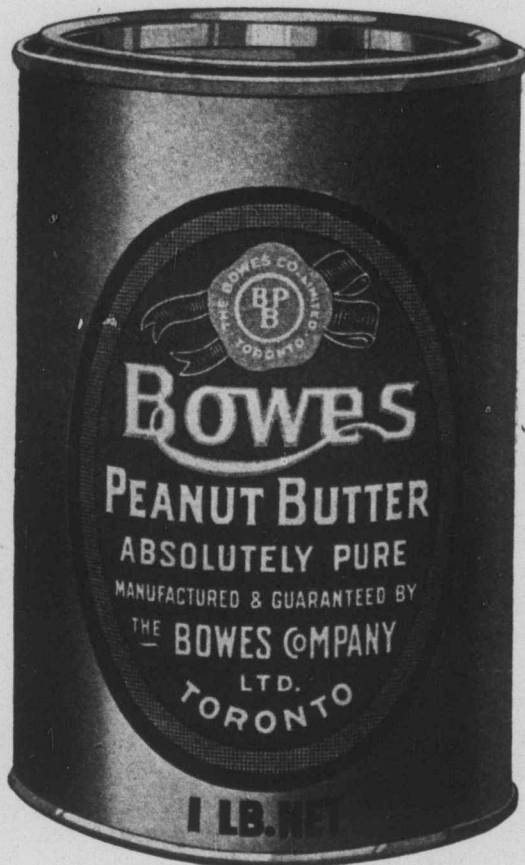


THE
Borden Milk Company,
 LIMITED

"LEADERS OF QUALITY"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver



RECIPE CONTEST

An advertisement will appear in the leading Canadian newspapers early in January announcing a recipe contest in connection with Bowes' Peanut Butter. Many of your customers will want to compete for the

THREE CASH PRIZES OFFERED

And this contest will have great publicity value for you if you sell Bowes' Peanut Butter.

Now, one of the conditions of the contest is that each contestant must purchase a supply of Bowes' Peanut Butter, and you can readily see the advantage of helping your customers compete by keeping your stock of Bowes' Peanut Butter in good shape.

We will gladly mail you a copy of the advertisement which explains this contest, so that you, in turn, can point it out to your customers. Write for a copy.

THE BOWES COMPANY LIMITED

HEAD OFFICE AND FACTORY; TORONTO, CANADA

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

When the Boys Come Home

you will be glad you gave the last dollar you could spare to keep them at the front and to keep them happy, well clothed and well fed.

SHREDDED WHEAT

paid its heavy toll for doing a restricted business during the war and it paid it gladly. It was a patriotic privilege. Shredded



Wheat Biscuit is the same breakfast cereal you have always sold—clean, pure, wholesome and nutritious. It is whole

wheat and nothing but the wheat prepared in a digestible form. It requires no sugar—just milk and a dash of salt.



MADE IN CANADA

**The Canadian Shredded Wheat Company, Ltd.
Niagara Falls, Canada**

Quality Stores Handle Quality Goods

THE prestige that lies behind **McCormick's Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The McCormick lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

McCORMICK'S Jersey Cream Sodas

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.

The McCormick Mfg., Co. Limited. London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur
Canada Food Board Licenses—11-003, 14-166



Also makers of
Fancy Biscuits,
Candies and
Chocolates



"EVERY GRAIN
PURE CANE"

To discerning housewives there is no better sugar than ROYAL ACADIA

It has won its popularity through its splendid purity and its unexcelled sweetening properties.

Royal Acadia is the best sugar for you to sell. It assures you regular repeat selling and good profits.

Supplied in 2 and 5-lb. cartons;
10, 20 and 100-lb. bags; half-
barrels and barrels.

The Acadia Sugar Refining Co.
Limited

HALIFAX

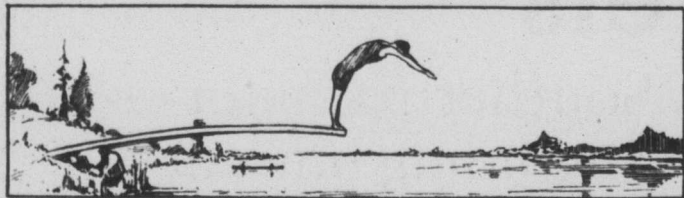
CANADA



Story for Week Dated Dec. 13, 1918.

Being No. 12 in the Series

What Has A Diving Board To Do With Match-Making?



IN making matches, just as in making history, there is interest in the way things used to be done. That's where the diving board comes in in match-making.

In the early 50's when the Eddy plant was founded, it was a dangerous business to mix the inflammable phosphorus and other explosive ingredients for match heads. To attempt to stir them together like paint with a paddle would mean an explosion and fire. So in the old days at the Eddy plant there might be seen the curious process used to reduce the risk.

The mixing of the materials for match heads was done in covering tubs by the simple expedient of putting the tub on the end of a spring-board just like a diving board, and "jumping" the board steadily for a while. Even then there was danger in opening the tubs, and they had to be opened under water. But that old process has long ago been done away with at the Eddy plant. Other mixing processes were invented and used; but always with the white or yellow phosphorus there was not only risk of fire, but danger to the health of the employees. This the Eddy Company determined to stop.

So, in spite of its much greater cost, they imported "Sesqui" for match-heads, and were using this safe non-poisonous match-head long before the Dominion Government made its use legally compulsory. This indicates the care taken by the Eddy Company of their employees' health, a point which makes for excellence in all Eddy Co. products. The only peculiarity about Sesqui is that it has to be worked in pure washed air of a certain temperature, and that, as you have read previously in this series, is found to perfection in the great modern Eddy plant at Hull.



Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of other Eddy Goods are produced will be described in forthcoming articles in this series.

WE TALKED

in our advertisement last week on
Service and Quality

We have several cars of finest
**California Sunkist
Navels**

from Northern and Southern California rolling, due now. Including one car of the Celebrated **Golden Orange Brand**
(Medium Sizes)

Extra Fancy Oranges

Bananas Lemons Grape Fruit
Cranberries and Malaga Grapes

Send us your Xmas orders early and let
us prove we can give you
Quality and Service

The House of Quality

HUGH WALKER & SON

GUELPH

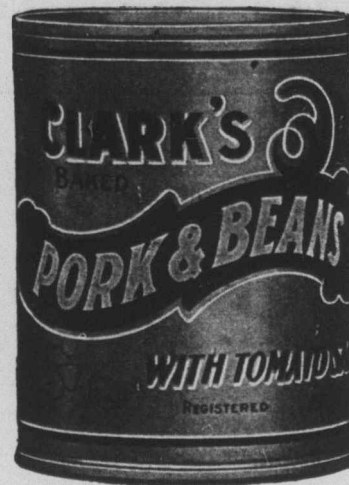
ONTARIO

Established 1861

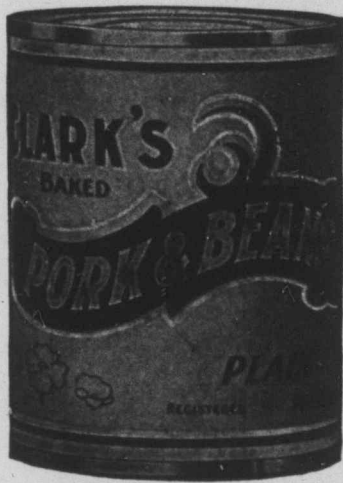
Canada Food Control License Nos. 3-090, 3-204

CLARK'S

You doubtless know, Mr. Grocer, that "*Quality*" is the best *Reputation Builder*, and that the sale of quality goods is your best advertisement.



PORK AND BEANS



Clark's Pork and Beans have the quality that makes satisfied customers. The name that guarantees. The reputation which makes easy sales.

ARE SELLERS

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits
and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines. Storage Warehouses and Transfer Track. 149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

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

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Williams Storage Co

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists
12 Front Street East Toronto

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

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

Use Our Condensed
Advertisement Page
for Your Wants

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

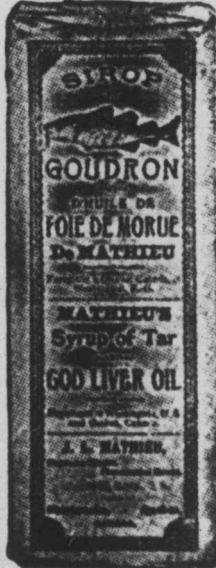
DOG CAKES

**POULTRY FOODS, CANARY
AND PARROT MIXTURES**

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.



Always a
big winter demand
for this

Winter is a season
of colds, coughs,
chills and many
other more or less
dangerous ailments.

**Mathieu's
Syrup of
Tar and
Cod Liver Oil**

is the best preventive
of such troubles.
It is a good tonic
and a splendid body
builder.

Tell your customers
about it. It will pay
you.

J. L. Mathieu Co.
Proprietors
Sherbrooke - Quebec

"Golden Nut" PEANUT BUTTER
C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

**ROSE & LAFLAMME
LIMITED**
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-336/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

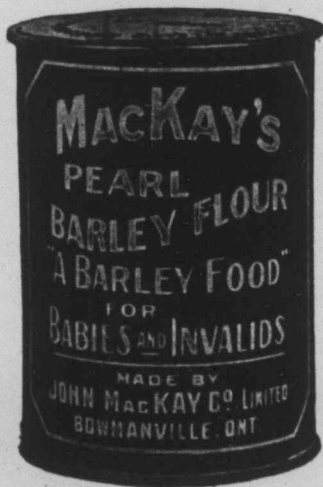
J. L. FREEMAN & CO.
Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
*Grocery and Chemical Brokers
Commission Agents*

Schofield & Beer, St. John, N.B.
Manufacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

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



**Mackay's
Pearl
Barley
Flour**

Made - in-Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

IT'S THE REAL MACKAY

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



**"Um-m!
It's good!"**

That's what your most critical customers will say when they taste Marsh's Grape Juice.

Afterwards they'll ask you for it.

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

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.

Ontario Agents:
**ROSE & LAFLAMME
Limited Montreal, Que.**

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.

BRITISH COLUMBIA

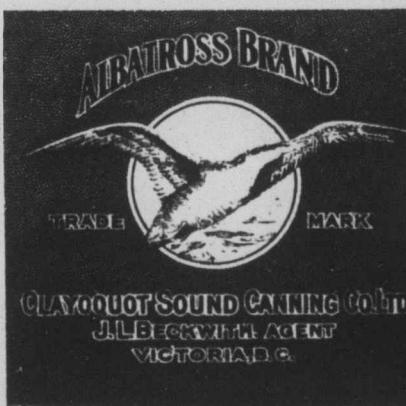
Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver


W. L. MACDONALD & CO.
Manufacturers' Agents
and Importers
736 Rogers Bldg. VANCOUVER, B.C.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like
**ALBATROSS BRAND
PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

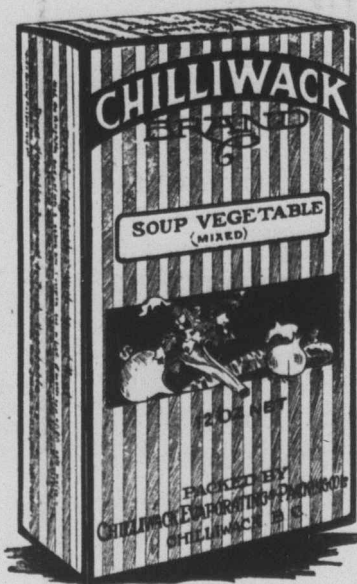
Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

DIRECTIONS:
WHEN REQUIRED
DO NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables
are scarce



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

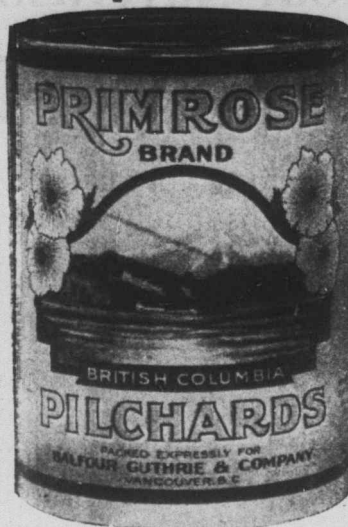
Your jobber will supply you.

**Chilliwack Evaporating
& Packing Company**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

“Snow
Cap”

is Hand Packed
by

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

| | Issues per year | Minimum price for page space | Cost for a year's advertising |
|--------------------------------|-----------------|---------------------------------|-------------------------------------|
| Dry Goods Review | 12 | \$35 | \$ 420 |
| Men's Wear Review | 12 | 30 | 360 |
| Canadian Grocer | 52 | 30 | 1,560 |
| Hardware and Metal | 52 | 30 | 1,560 |
| Bookseller and Stationer | 12 | 30 | 360 |
| Sanitary Engineer | 24 | 21 | 504 |

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

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

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

There are customers
in your locality
who want
**PREDIGEST
DOG BISCUITS**

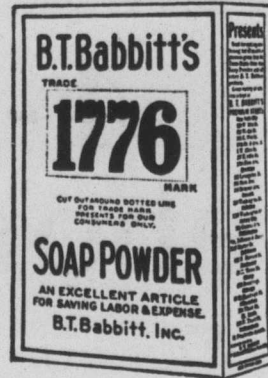
**THEY ARE
GOOD SELLERS**

An ideal food for dogs of all breeds, composed of meat scraps, cereals, vegetables and ground bone. All thoroughly cooked and sterilized, entirely different from other makes of dog biscuits that contain only flour and water.

ORDER THROUGH YOUR WHOLESALE OR DIRECT
PREDIGEST FOOD COMPANY Limited
TORONTO CANADA

You give her big value when
you hand her

**BABBITT'S
"1776"
SOAP POWDER**



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Canadian Headquarters:
180 St. Paul St. West, Montreal

Canadian Selling Representatives:
Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

**What Line of Milk Products
are You Selling?**



We offer you an All-Canadian line that for flavor and quality are the equal of any imported brands whatever.

People who use Malcolm Milk Products once will need no urging to continue using them.

If your store is located in any part of Ontario, Quebec, or the Maritime Provinces we will ship you a 5-case lot, freight prepaid, up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

"The Only All-Canadian Milk Company"

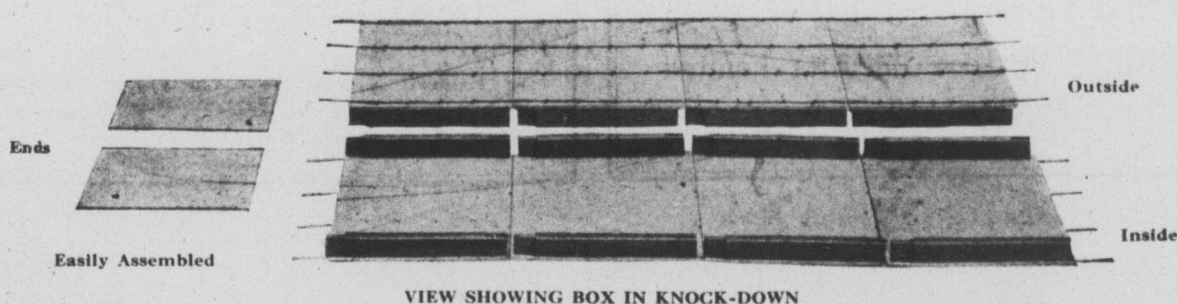


Let us quote on your requirements in Packing Cases

WE ARE MANUFACTURERS OF THE

4-One Wirebound Boxes

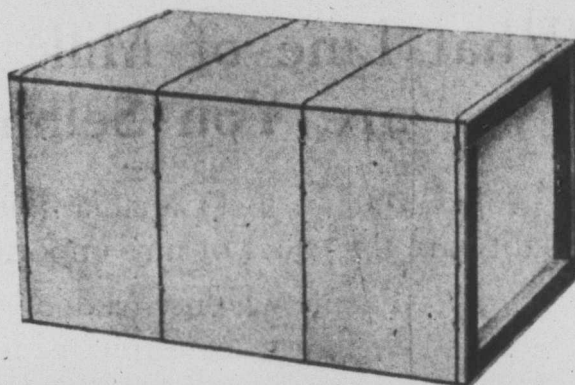
Famous for Economy



They are **Light**—means a saving in freight.

They are **Strong**—means goods arriving in good condition, thereby eliminating claims.

They are **Secure**—means contents cannot be pilfered in transit.

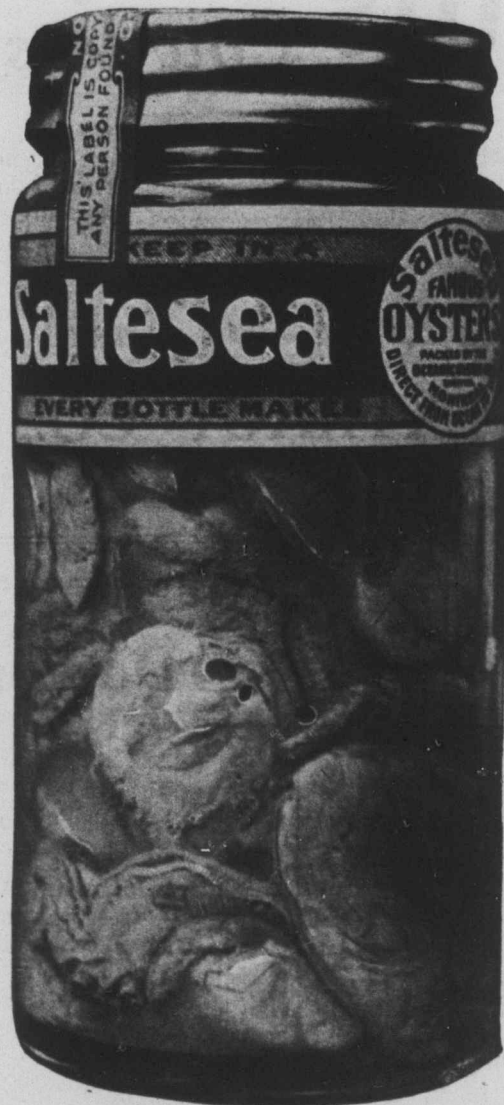


When requesting samples and prices give the following information consecutively: Size of box (inside measurements) length, width, depth, weight of contents.

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

"SALTESEA" OYSTERS

If you want your Christmas dinner a success, put my name along with the turkey and fixin's. I will make a nice cocktail or help with the dressing or sauce.



Direct from Ocean to your table, absolutely CLEAN and PURE.

Send for Sample Case TO-DAY. Order EARLY and be sure of your supply.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

The Dessert Problem

In these days, when sugar is precious, your customers are keen for tempting desserts that don't use up their small sugar allowance. What could be better than

Shirriff's Jelly Powders?



They satisfy the sweet-tooth and make the most delicious and attractive desserts.

There is a fine choice of fruit flavors, including pineapple, wild cherry, lemon, raspberry and strawberry.

Show them to your customer and suggest

a package for next day's dessert. She will be grateful for a suggestion that will lighten her labor, save sugar, and yet enable her to serve a dessert which will delight the whole family.

If you are not acquainted with this rapid seller, write us for full particulars.

IMPERIAL EXTRACT CO., TORONTO

Canada Food Board License No. 14-91



For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery trade of Canada.

This is why practically every grocer sells

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

261

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

ANNOUNCING A NEW LINE

TEAR THIS PAGE OUT AND FILL IN YOUR ORDER BELOW

Argyll Bute
LIMITED
637 St. Urbain St.
MONTREAL



Ontario Selling Agent
Walter S. Bayley
30 Front St. E.
TORONTO

MANUFACTURERS, BLENDERS AND PACKERS OF FISH PRODUCTS

SCOTCH SNACK
SOMETHING NEW
in a
DELICIOUS PURE
APPETIZING
FISH BLEND
with a
SNAPPY NAME
and
CATCHY LABELS
put up in
GLASS

The
NEATEST PACKAGE
in the
MARKET
RETAILS AT
30c and 50c
WILL EARN
25% ON YOU
GROSS SALES
SEND YOUR CHECK
for a
SAMPLE DOZEN
OR MORE
OF EACH SIZE
WE WILL GUARANTEE
THE SALE
or
TAKE BACK ALL UN-
SOLD SCOTCH SNACK

Gentlemen:—

We are manufacturing for the first time in Canada one of the most delicious original Scotch recipes for Bloater Paste.

Made from rich, meaty, juicy, Canadian deep sea fish, the finest in the world, deliciously smoked and cured to retain their full natural flavor and freshness, blended with the choicest oils and spices, this new Fish Food delight will earn you new customers and please your old.

We have named this new Fish Food "SCOTCH SNACK." It is prepared, blended and packed in a new factory under perfect sanitary conditions. The fish is boned and stripped on white vitralite tables, minced and blended in enamelled cutters and mixers, then automatically packed in sterilized glass jars, sealed with pure parowax and goes to you clean, sweet, wholesome, delicious.

SCOTCH SNACK is the most delicious fish "spread" in the world. Our food experts have spent months in experimenting and thousands of dollars to produce it.

SCOTCH SNACK is delicious on hot toast for breakfast, for lunches, in salads, croquettes, omelets, spread on bread or crackers, in sandwiches, and hundreds of other ways.

SCOTCH SNACK is our attractive registered trade name, is packed in glass jars, in two sizes which retail at 30c and 50c. Our price to the grocer is \$2.50 and \$4.50 per dozen, thus giving the grocer 30% on his gross sales.

OUR OFFER—We will prepay all orders for two dozen or more jars of SCOTCH SNACK on this advertisement.

OUR GUARANTEE—We will refund the purchase price of all jars of SCOTCH SNACK returned unsold.

Here is a big opportunity—with no chance to lose. Tear out this page. Pin your Check, P.O. Order, or Money to it. Fill in your Order and mail it to us.

Please ship us doz. Jars "SCOTCH SNACK" No. 1, @ \$2.65.

..... doz. Jars "SCOTCH SNACK" No. 2, @ \$4.50.

For which we enclose our Check....., P.O. Order, Cash.....

NAME ADDRESS

BRING the JUNKERS to JUDGMENT!

IF William Hohenzollern and the German butchers who engineered the war are not brought to trial and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain. No peace," declares MACLEAN'S MAGAZINE, "will be satisfactory to Canada that leaves them at large."

Read this powerful article in the December issue of MACLEAN'S, in which it is declared that Canada is a unit in demanding stern measures. "There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count."

It is asserted that Canadians as a whole want:

1. No softening of armistice terms.
2. Canadian representation at the Peace Conference.
3. Banishment of all Hohenzollerns from Germany that the seeds of autocracy may be uprooted.
4. The punishment of the criminals who started the war and conducted it so ruthlessly.
5. The payment of an indemnity to Canada to cover our war bill.

It is an unsparing, outspoken expression of Canadian opinion—an article that deals hammer-blows at the tendency abroad to shield Germany.

An All-Star Line Up This Month

Other features in this issue are as follows:

Baker's Message to Canada, by *Private Peat*
Now That the War is Won, by *Lieut-Col. J. B. Maclean*
The Wife, by *Robert W. Service*
The Strange Adventure of the Dummy Chucker, by *Arthur Stringer*
Greetings to Canada, by *Charles M. Schwab*

The Rank and File (political article), by *J. K. Munro*
The Three Sapphires, by *W. A. Fraser*
Chronicles of the Klondyke, by *E. Ward Smith*
The Minx Goes to the Front, by *C. N. and A. M. Williamson*
An Unsolved Mystery, by *Lieut. C. W. Tilbrook*

Buy an *Extra Copy* for Husband, Brother, Friend, and Send Overseas

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER ISSUE *Now On Sale
At All News Dealers*

20c Per Copy. \$2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

SELECTED and blended by experts who have had long years of experience in the tea business---that's why Red Rose is **ALWAYS** "good" tea.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

Canada Food Board License No. 6-276



100 per cent. Efficiency Assured

BUYERS of Egg-O Baking Powder always look for more. That is the best testimonial we have to offer. It is made to meet the demands of the expert cook. It is 100 per cent. efficient, and that efficiency is assured whether it is used when purchased or months hence. Why? Because we make it right, and pack it right.

Over 80 per cent. of Baking Powder users in the United States use a combination Baking Powder because it is the best kind of Baking Powder. Egg-O is a combination powder possessing all the ingredients that make it wholesome and efficient.

EGG-O IS THE ONLY CANADIAN-MADE COMBINATION BAKING POWDER WIDELY ADVERTISED ON THE CANADIAN MARKET — SELL YOUR CUSTOMERS THE POWDER MOST PEOPLE ARE BUYING, AND THEY WILL BE SATISFIED.

EGG-O BAKING POWDER COMPANY, LIMITED
Hamilton, Canada



Let her see your stock of
KEEN'S
Oxford Blue

Don't hide away your stocks of Keen's Oxford Blue. Keep a display always out where the housewife will be sure to see it. One of our handsome counter displays (like the one here illustrated) will help your sales immensely. Ask us to send you one.

Remember—Keen's Blue is known
 and appreciated in every
 community

Magor, Son and Company, Limited

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

Mr. Grocer!

Here are the goods you are looking for
 Pure Spanish Olive Oil, put up in cans of all
 sizes.

Olives, Queens and Manzanillas, put up in
 pails of 7½ gals., 15 gals., barrels—49 gals.

Salad Oil in gallons, ½ gals., 1 qt. cans.

Romano Cheese

Macaroni

Tomato Paste

Peas and Beans, Imported and Domestic

French Peas, in cans, Petit Pois.



Write us for quotations.

Watch this advertisement each week.

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 13, 1918

No. 50

Growing Market in Chocolate Trade

Spread of Prohibition Immensely Increases Demand — Interesting Fluctuations of the Cocoa Bean Market Due to War Conditions—Prices Expected to Remain High

IT seems strange to suggest any connection between the chocolate industry and the prohibition movement, but it is a fact that the spreading waves of the prohibition movement are not only putting this industry in a foremost place in the manufacturing world, but is practically assuring stable market conditions for the chocolate and cocoa products.

The reason for this is simple. The drinker, deprived of his drink, takes to eating candy. That is a fact, though many people may not realize it. It is borne out by the fact that in the States of the American Union where prohibition is in force, the consumption of candy is about thirty times as great as in the wet states. Retailers state also that there is a growing demand by men for candy in bags rather than in boxes, an indication that it is to be eaten out of the pocket. It is a simple suggestion, but it points the way to a great development. Manufacturers are seeing the signs of the times, and a comparatively small Chicago firm has purchased a great tract of land on the shores of Lake Michigan on which to erect the largest chocolate plant in the world, because they believe in the future of this industry.

This fact at the moment is of importance, because it indicates what may be expected in this country at the present and near future.

Cocoa Bean Prices Low During War

Cocoa beans during the course of the war were quoted exceedingly low, large stocks in producing countries and difficulty of finding transportation was the cause of this condition, that from 1911 on through 1915 kept the average price for good Trinidad and West African cocoa beans at around 13 cents a pound.

Owing to heavy purchases by neutral countries for German account there was a speculative rise in this product in 1916 of about 5 cents, making the 1916 price 17½ to 18 cents. The declaration of the British blockade of German ports shut off this profitable market and left the producing countries with large stocks and practically no outlet, so that cocoa beans were selling at 11 cents on the market, or roughly, 6½ cents at producing points.

The signing of the armistice, with its

suggestion of better marketing conditions, sent prices skyward again until they ranged from 18 to 21 cents. From this spectacular rise there has been a reaction that is at present in force. Declines have already amounted to one cent off these figures, and may in all probability show further reductions. It is generally believed, however, that there is a limit to these declines as there is a general confidence that with the more settled conditions of next spring prices will settle around 20 cents. As a result of this impression there is not much likelihood of any great slump in prices at the present time, as any such condition would bring about a heavy buying movement that would at once re-establish the market on a sounder basis.

There has, up to the present, been a plentiful offering of cheap cocoa beans from West Africa. For months past they have been going begging at 6 cents. In the West African cocoa districts there are 500,000 bags of last season's crop, and a new crop that will shortly be available, estimated at 800,000 bags. That would seem to suggest the possibility of easier prices, with such large stocks available at low figures. These figures however only represent a market under

the present abnormal shipping situation and could not last under any other condition. As a proof of this fact it has been reported, during the last few days, that three ships loaded with 100,000 bags each are expected to clear from West African ports for Liverpool during the next month. As a result of this opening market the price has advanced from 6½ cents to 11 cents, and the West African is still the cheapest market.

Cocoa Butter Advances Sharply

Another indication of the strong position of the chocolate products is the fact that while cocoa butter, a by-product of the manufacture of cocoa, which has been quoted for a long time at 27 to 28 cents, advanced after the armistice from 34 to 36 cents, with few sellers at these figures. It would seem logical to expect that a sharp advance in cocoa butter would forestall any advance in cocoa. This is not the case, however, one large manufacturer, having advanced prices on large shipments twice in the past ten days.

As far as the Canadian trade in cocoa and chocolate is concerned, it is not anticipated that there will be much change for some time to come at least, certainly no marked declines are likely inside of the next four months. Beyond that it is more or less a matter of opinion. At present Canadian manufacturers are fairly heavily stocked, with well bought supplies. Present prices are based on the costs of these stocks that were materially lower than present prices. It depends therefore what the conditions are when these manufacturers have again to go into the market for supplies, whether or not declines are possible. Some stocks are already going into storage on long term contracts at fairly high figures, which indicates that some manufacturers at least are ready to back their judgment that there will be no material decline.

Withdrawal of Sugar Restrictions Will Increase Trade

It is also to be remembered that there are other conditions that for some time past have curtailed the use of chocolate, and have contributed to a low primary market price. Among these might be



The pods which contain the cocoa beans used in the manufacture of cocoa and chocolate.

noted the shortage of sugar. Stocks of cocoa beans in the hands of manufacturers that are ample under present conditions would be soon exhausted if these restrictions were removed, and these companies able to work at capacity. At present they are limited to a consumption of sugar equal to 60 per cent. of their 1917 average. Of course this has been in a measure compensated for by the use of other substances, but despite that fact there has been a material decline in production, whereas there is a demand that would enable a night and day run of the factories were sugar stocks available.

In the United States the imports of cocoa beans have been limited to 43,000 tons as a supply to meet the requirements of the American trade from Sep-

tember to the end of the year. This is based on a 64 per cent. of the consumption in the last six months of 1917.

With an easing in the sugar situation, and there is every reason to believe that within the course of a month or so there will be a very measurable improvement, this will probably release the cocoa manufacturers from the restrictions imposed upon them, and will ensure a largely increased demand for the raw product. From Europe the demand is expected to be phenomenal; Germany and Austria were large chocolate and cocoa users prior to the war, and will be so again, so that stocks that during war times with the curtailed demand and inadequate shipping facilities to meet that demand, had a tendency to let stocks accumulate at producing points and depress

the market, are not likely under present conditions to be more than sufficient to meet the demand. And once more, there is the great factor of the demand growing out of the prohibition movement that is to be one of the forces in maintaining prices.

What the effect will be on the manufactured product it is difficult to foretell. Months will probably pass at the least before any change can take place, and the change that will then come will be dependent in the first place on the cocoa bean market, which, judging from the evidence given above, is not likely to be easier, and to the enlarged demand and better shipping facilities. All these factors are too uncertain to justify any absolute pronouncement, but the chances do not favor any large declines.

B.C. Salmon Not Yet Moved

Latest Advice Indicates That Large Part of British Government Purchase is Still at Coast Awaiting Decision in Price Matter

THE trade as a whole were quite startled last Friday when a report appeared in the daily papers that \$8,000,000 worth of canned salmon in British Columbia, which was commandeered by the Canadian Government on behalf of the British Ministry of Food, had all been shipped. The statement which the daily papers published and which is attributed to the Canada Food Board Office, is as follows:

"The statement that the Government had purchased eight million dollars' worth of canned salmon in British Columbia, which is still on hand and unsold, is wholly incorrect, says the Canada Food Board. The purchase was made on behalf of the British Ministry of Food, on terms determined by the War Purchasing Commission. The salmon has all been shipped, and the terms of payment have been complied with.

There is still a small amount in dispute to be arranged as a matter of settlement. It was a purchase with regard to which the Government of Canada had nothing to do, except as acting as intermediary, there being a difference as to price and terms between the purchasing agency and the salmon canners. The British Columbia salmon canners wanted a price higher than the Washington State prices, but the instructions of the Canada Food Board providing for an adjustment were confirmed by the Dominion Government."

Now, just what are the facts of the case? On November 16 in one of the Vancouver daily papers a statement was published showing that only 4 per cent. of the commandeered salmon had been shipped, while the balance, valued at about eight million dollars, had not been shipped. On November 29, in CANADIAN GROCER, information received from the canners showed that they expected to hold a conference with

PRICE-FIXING COMMISSION KINDLY DISPOSED TOWARDS B. C. PACKERS' DEMANDS

Ottawa, December 11.—Special.—The first conference of the commissioners meeting at Ottawa to set the price on the salmon commandeered by the Food Board for the British Ministry of Food, was held on Monday of this week.

W. Barker, H. Doyle, H. Desbrisay, and C. B. Mess have been in city several days in consultation with War Purchasing Commission regarding this matter.

No agreement has been reached as yet. It is understood that the canners are asking a price 25 per cent. in advance of that paid to Washington canners and are complaining regarding brokerage commission going to purchasers rather than being applied as an increase in price to canners. A second session is being held this afternoon, when a price will probably be agreed on, as the commission seems sympathetic to avoid the position of the canners. The canners have had advances well up to total ultimate price and the general tone of the conference seems amicable. The board is concerned with the matter of price only, and any other complaints must be settled with the Government. Chairman Thomson of the Food Board has been absent in New York all this week, and on his return further conferences will be held with the canners.

TRADE WILL NOT GET MORE THAN ALREADY PROMISED

Vancouver, B.C., Dec. 11.—Special.—H. B. Irving, of the Anglo British Columbia packers, states that about 30 per cent of the salmon pack requisitioned has been shipped, but that all has been turned over to the Government. The trade will not get more than has already been promised.

the War Purchasing Board and the Food Control Board on or about Dec. 10 in an endeavor to decide whether Canada would get any of the better grades of salmon and what the price on the amount taken over was to be. There was no indication at that time that any further shipments of salmon had been made, and it is inconceivable that eight million dollars' worth of salmon has been moved in the last ten days. There certainly must be a hitch some place, for the canners claim that their warehouses are loaded-up with the salmon, whereas the Food Board statement above says that the salmon has all been shipped, and the terms of payment have been complied with.

There seems to be a disposition on the part of some Food Board officials to give out information without giving due regard to what are the facts of the case. It would appear that one official gives out certain information which is contradicted the next day, or possibly the same day, by another official. At the same time the trade and the public at large are asked to co-operate with the Food Board, but if there is any way in which the people as a whole, whether dealer or consumer, could keep up with the regulations and the requests which have emanated from Food Board officials, some of which were absolutely impossible, and later withdrawn, it would be mighty hard to determine.

The Taking Over a Business Deal

There seems to be no doubt that the packers have room for complaint. In the first place, when this was registered, it was intimated that they were taking anything but a patriotic stand. They were considering the dollar rather than the needs of the British people. As far as can be learned, the British Gov-

ernment, at the dictation of British importers, asked that they make a request to the Canadian Government to have certain grades and quantities of salmon taken over for the civilian population of Great Britain. The British Government evidently referred the request to the Canadian Government, who, through the Food Board, put their official O.K. on same without consulting the packers, or without finding out what the requirements of the Canadian trade were. If, as the packers understood the situation, the salmon was commandeered for the civilian population who wanted cheap food, why should the packers be compelled to ship all the best grades at high prices when the Canadian trade would buy these grades and the needs of the civilian population in Great Britain could be met by the cheaper grades, which are unsaleable on the Canadian market? It would certainly appear that to a starving country even the cheap grades of salmon would look mighty good, and the fact that they were much cheaper than those commandeered should be a factor which should also appeal to their reason.

The packers, however, did not protest against shipping some sockeye and other of the better grades overseas, but what they wanted was to retain a certain percentage for the Canadian trade so that they could maintain their brands, which they have spent years in developing. This would seem only fair and the action of the Food Board, or whoever may be responsible in Government circles, would indicate that there has been nothing but bungling all the way through.

In the Food Board statement, which is given above, it is said: "The British Columbia salmon canners wanted a price higher than the Washington State prices, but the instructions of the Canada Food Board providing for an adjustment was confirmed by the Dominion Government." The last half of this sentence may mean anything or nothing. The probability is that it means nothing. In this sentence, too, it might appear to the casual reader that the B. C. packers were trying to get the last possible dollar out of their pack. However, what are the facts?

Asked For a Set Price On Fish

Before the salmon was ever packed, the B. C. packers asked the Canada Food Board to set a price on the fish. This they did not do. The result was that the fisherman obtained fabulous prices, away and beyond those set by the United States Food Administration for the salmon packed by their canners. The Food Board were also asked to name a price on the tin containers. This they did not do either. The result was that the Canadian packers had to pay prices for cans very much higher than those paid by the United States packers. Is it any wonder, then, that the Canadian pack should cost much more than that put up in the United States?

There is another point, too, which the

packers had no appreciation of. They are charged 2½ per cent. brokerage, and had no voice in how this should be apportioned. The Government appointed a few export brokers through whom they are dealing, and Eastern Canada brokers, who did all the work in obtaining a salmon market, had all their sales cancelled, and dealers along with the consuming public are others to suffer as a result. The salmon was requisitioned without any warning whatever, even after the packers had loaded some cars

Transportation would continue to be and started them on their way. The railways were instructed to accept no further shipments, and some of the cars which had not yet got underway had to be unloaded again. In a letter which was sent to the B. C. Canners' Association, under date of October 12, the position of the canners was outlined by H. O. Bell-Irving as follows:

"The main cause of existing chaos in the salmon industry is that the proper authority, namely, the Canadian Food Board, has turned the industry over to the tender mercies of the Allied Provisions Purchasing Commission, a body without responsibility to any authority in this country. This body stepped in towards the end of the season without warning, at a time causing the maximum amount of disturbance and loss, took packers by the throat, threatened us with 'arbitrary acting' if we did not

do their bidding, took the position that we must do business on their terms or not at all, and used their control of shipping as a lever to secure their objects."

In a statement more recently issued to one of the Vancouver daily papers, H. O. Bell-Irving summed up the situation in the following words:

"No body of men have been more ready to make individual sacrifices during the war than those engaged in B. C. salmon fisheries. In our opinion, no national interest is served nor intelligent aim followed by the arbitrary methods now proposed to be enforced by those to whom the Dominion Government have thought fit to hand over the packers' interests. Packers, of course, will be guided by the provisions of the order-in-council, but if the intention of the order-in-council is to be carried out smoothly and without undue delay, it is necessary that the details of the transaction should be agreed to on mutually satisfactory terms. A request has been made for the establishment of a local committee to settle terms and re-establish confidence, which we trust may yet be arranged. A practical solution of the difficulty would be promoted by the appointment of a local committee empowered to settle the difficulty on which committee canners should be represented."

Continued on page 33

Mid-January Will Bring Sugar Relief

No Lower Prices to be Expected, at Least Until September—
Probability of Curtailment of Food
Board Restriction

IN the opinion of F. G. O'Grady, general manager of the Atlantic Sugar Refineries Limited, Montreal, the sugar situation will show much improvement in the near future. In speaking with Mr. O'Grady on this important question he stated to CANADIAN GROCER that sugar deliveries would probably improve soon, and that the middle of January would see a much better position than that obtaining to-day. He also made the observation that refineries would very probably be able to operate at full capacity within a reasonable time, and as they are in a position to go ahead without delay once the raw sugars arrive, he expected that the trade would be served with their needs almost immediately upon the arrival of the supplies from Cuba.

No Lower Prices

Asked as to the tendency of prices, Mr. O'Grady did not anticipate a revision, and with the fixing of the market for raws, and with restrictions still maintained, there was nothing to indicate lowering of prices for some time. "There is nothing to indicate a change in prices before next September at the earliest," said Mr. O'Grady.

an important item in the plans of refiners, but there was no reason to anticipate improvement in this respect. Already two large boats had been released for carrying supplies, and as these had a greater capacity than that of many of the boats in the Atlantic trade for some time past, there was reason to look ahead with confidence in the matter of shipping.

Fewer Restrictions?

It is rumored that there will be fewer restrictions. One large refiner stated that this was probable, and that if it could be arranged there would be freer movement and the business of the sugar trade would much sooner attain a normal position. That certain easing of the Food Board's requirements has already been effected is ground for the belief that there will be a gradual elimination of control on the part of the Government.

Another informant was rather non-committal in the matter of early improvement, but admitted that there would be a greater likelihood of January bringing more improvement than had existed for some time. The sales manager of this firm believed that the near future would witness an improvement of delivery all around.

CALGARY WILL VOTE ON EARLY CLOSING

THE question of early closing is to be referred to the citizens of Calgary at the coming election. It is a question that has come in for a good deal of attention and there has been a good deal of differing opinion on the matter. The matter came up again at a recent sitting of the city council, and after much discussion by various members of the council as well as by delegates from associations interested, the following options were drafted by Ald. Adams, chairman of the legislative committee, and City Solicitor Ford:

That the following be substituted for clause 3 of the legislative report of Nov. 20 and submitted on preferential vote basis—

Indicate by figure one which of the under-mentioned closing hours you prefer:

A The present closing hours of retail stores as governed by the early closing by-law which are 1 p.m. on Wednesday the year round, 10 p.m. on Saturday and 6 p.m. on every other day of the week.

B 1 p.m. on Wednesday, 9 p.m. on Saturday and 6 p.m. on other days of the week.

C 6 p.m. on every week-day except May, June, July and August, when the closing hour shall be 1 p.m. on Saturdays.

D 6 p.m. on every week-day except Saturday, on which day the closing hour shall be 1 p.m. the year round.

E Half-holiday either Wednesday or Saturday the year round, such day to be selected for each class of retail shop by a majority of such class of retailers and closing at 6 p.m. on every other day of the week.

The vote on none of these questions shall apply to barber shops.

THE COST OF LIVING IS STILL ADVANCING

THE *Labor Gazette*, in its report on retail prices for the month of October, states:—

The general movement of prices was upward, owing to seasonal advances in grains, fodder, dairy products, fish, in certain fruits and vegetables.

In retail prices the weekly budget of staple foods averaged \$13.54 in some 60 cities, as compared with \$13.31 in September and \$11.81 in October, 1917. Meats were slightly lower, but in fresh pork several advances occurred. Bacon, fish, and lard were almost unchanged. Eggs advanced 5c per dozen in some of the cities and 10c in some cases. In several of the cities, however, there were no increases. Milk advanced in some localities, the increase being 1c in some cases and 2c in others. In most of the cities, however, the price was unchanged. Butter advanced sharply, being up from 2c to 6c per pound owing to the sharp rise in wholesale prices at the end of September when the government took over the output of creamery butter. In bread, increases occurred at Sydney and Regina. In flour, prices advanced slightly in some of the cities. Rice and tapioca showed some increase. Canned tomatoes, peas, and

corn were practically unchanged, but in beans prices declined. In sugar there were several advances. Potatoes rose in some of the cities, but declined in others, according to local conditions. Anthracite coal was slightly higher in some of the cities. There were also some increases in bituminous coal. Wood was considerably higher in many localities. Rent was up in St. Hyacinthe, Que.

SHIPPERS WANT CASH FROM THE RAILWAYS

THE retailers and manufacturers plan to meet the move of the Canadian railways which are putting all their shipping on cash basis commencing January 1, by a demand that the railways make a cash settlement promptly for all claims the shippers may have against them. The matter is now being taken up with the Canadian Railway War Board and it is pointed out that there are instances innumerable all over Canada where firms have been waiting for many months, in some instances more than a year, for settlement of claims. It is only reasonable, the shippers point out, that if the railways are to demand cash in future that the shippers should be paid promptly. It is interesting to note the general attitude of the business men of Canada toward the cash basis idea as being adopted by the railways. With very few exceptions, they favor the move as being in line with the sort of policy necessitated by present-day conditions.

EXPRESS COMPANIES MAY INCREASE RATES

SOME weeks ago CANADIAN GROCER predicted that the express companies, in order to meet increases in wages, higher costs of operation and other conditions, would ask for permission to increase express rates. This week the Express Traffic Association of Canada, representing all the express companies operating in the Dominion, applied to the Board of Railway Commissioners at Ottawa for permission to increase express rates of 25 per cent. over present rates per hundred pounds west of Sudbury, and by 37 per cent. over the present rates per hundred pounds east of Sudbury.

"CASH BASIS" ADOPTED BY CANADIAN RAILWAYS

BIG shipper and little shipper alike must, after New Year's Day, pay cash to the railways for service rendered, or furnish a bond covering the amount involved. Under the bond, however, only 96 hours' credit will be allowed. An order bringing the Canadian railroad system in line with the American railways in this respect is about to be issued by the Canadian Railway War Board.

"The Canadian Railway War Board was reluctant to make any change," said General Secretary Neal, "until we had an opportunity to observe the working out of the system in the United States. We are now satisfied that 'cash settlement' is good business for all concerned. The new order goes into effect next New Year's Day."

Important Legal Decision Reversed

Court Holds That Partner's Action Bound the Firm—Verbal Sanction of Modification of Order Destroyed Action

In reversing a judgment of the Superior Court and relieving William Galbraith & Sons, wholesale grocers, Montreal, from liability under the act of a partner which was held to bind the partnership to supply 300 boxes of tomatoes or pay the profits their sale would represent to L. P. Forest et al., Justices Lafontaine and Panneton in the Court of Review find that grounds were proved which would justify the varying of the plaintiffs' order as it appeared on the original instrument.

The point of law arising in the issue was in relation to Article 1234 of the Civil Code, which provides that testimony cannot in any case be received to contradict or vary the terms of a valid written instrument.

The plaintiffs, Forest and Beaulieu, opened a grocery store and placed a large order for goods with William Galbraith & Sons, including a command for 500 boxes of tomatoes. Mr. Wiley, one of the Galbraith partners, accepted the order, but while he expressed doubt if the firm would supply more than 200 boxes of tomatoes, he wrote down the order for the amount stated and accepted it. Subsequently Mr. Galbraith refused to deliver more than 200 boxes of tomatoes on the ground that he had given it to be understood at the outset that his was the utmost he could contract to supply at that time.

Act of Partner Binding

"Wiley, however, wrote the command for 500 boxes," said Mr. Justice Panneton, "and did not add 'subject to the approval of my associates.' The act of a partner binds the partnership, and though Wiley contends that he told Beaulieu, one of the plaintiffs, at the time the order was given, that he was not authorized to sell more than 200 boxes of tomatoes. I am for applying Article 1234 of the Code, which says that in no case can testimonial proof be admitted to contradict or vary the terms of a valid written instrument.

A Verbal Sanction of Modification of Order

"But a second question here arises. Did Beaulieu subsequently sanction a modification of the original order?"

It appeared from the Judge's further observation that during an interview between the plaintiff and Mr. Galbraith, the senior partner in the defendant's firm, the latter told Beaulieu that he would not deliver any part of the order whatever—and the total order was a very considerable one — unless it was understood that 200 boxes of tomatoes were to be accepted as the maximum amount for delivery with the rest of the general order. Beaulieu replied, "Very well, send the goods."

"That proof was given without objection," proceeded Justice Panneton. "Now, can the Court accept verbal proof of this

conversation between the parties, which admits of another convention? This convention between William Galbraith and Beaulieu is corroborated by a disinterested witness, named Jones. True, the defendant denies the conversation, but the weight of the proof is against him.

Involves a New Contract

"If that proof is admissible, the convention becomes law between the parties. Is it in contravention of Article 1234? What this article bars is the admission of verbal proof which contradicts the terms of a valid written instrument; that is to say, contradicts, in this case, the order for these goods as it was originally written by Wiley. It is not a question of contradicting or varying the terms of the original written order. At this time it has been taken for granted that this order was a complete convention between the parties. It is a question, then, of a new convention between the parties subsequent to the original order. That this is not prohibited by Article 1234 is established by uniform jurisprudence in this province.

"On this point our law differs from Article 1341 of the French Code which will not admit proof against the tenor of valid instruments of anything that might be alleged to have been said before, at the time, or since completion of the instrument. The word 'since' (Fr. 'depuis') is omitted from our Code.

Acceptance of Delivery Destroyed

Action

"Plaintiff's acceptance of delivery of

the balance of the order with the condition that not more than 200 boxes of tomatoes were to be supplied has destroyed their action. We cannot give them the benefit of a mental restriction by which Beaulieu intended to say to Mr. Galbraith, 'Very well, send me the goods then, for I have a right to them in any event.' Mr. Galbraith affirms that plaintiffs had not this right, and he imposed the condition restricting the number of boxes of tomatoes to 200. In accepting the goods, Beaulieu left Galbraith under the impression that he accepted the condition with them. The majority of the Court is of opinion to reverse the judgment of the Superior Court and to dismiss plaintiffs' action against Galbraith & Sons, with costs both of the Court of Review and the Superior Court."

Mr. Justice Loranger dissented.

CALIFORNIA BECOMES IMPORTANT FACTOR IN RICE CULTURE

Although rice culture in California is only six or seven years old, it is rapidly overtaking some of the other cereal crops in annual magnitude. The acreage harvested this year will approximate 125,000 and the value of the crop is estimated roughly at \$15,000,000.

It is conservatively estimated that the average yield this year has been around thirty sacks per acre or 3,750,000 sacks. New land properly prepared and irrigated sometimes yields as high as seventy-five sacks to the acre. In fact the yield per acre exceeds that of any other district in the world. The California Rice Committee has agreed upon \$4.15 to \$4.32 per hundred for "Japan" and "Early Prolific" varieties, according to grade.

No Immediate Change in Sugar Situation

Movement in New Crop Cubans Delayed—End of January Before There Will Be a Marked Movement—Reported Acquirement of San Domingan Stocks

THE old crop Cuban sugar is pretty well marketed, all that remains having been allocated and shipping space arranged. There is a slight delay in dealing with the new crop, however, that will prevent any marked movement in the near future.

Owing to the large amount of cane to be available in Cuba this season the factories are inclined to commence operations earlier than usual. The weather, however, has been too warm, which, with the recent rains reported, tends to keep the cane too green and retards maturity.

Latest cable reports state that five Centrals are at work against nine at the same time last year. No new crop arrivals at the seaports of Cuba are as yet reported.

New crop Venezuelas have arrived at Atlantic ports and are selling at the new price of 5.64c c.i.f. basis, which com-

pares with the old price of 4.799c c.i.f. While grinding of the new Cuban crop is now underway, it is doubted if the movement will start much before the last of the present month. According to the Cuban contract 2 per cent. is to be shipped during December.

It is understood that negotiations are still under way for the sale of a considerable quantity of Santo Domingo sugars to Canadian refiners, one plan calling for 120,000 tons, with the possibility that the entire crop will be contracted for at a later date.

While this report, if true, may relieve the present situation somewhat, no appreciable change is to be expected before the Cuban crop is available in some volume. That being the case there is no likelihood of any appreciable change before well to the end of January.

Brightening Up The Xmas Show Card

Get Away From the Old "Chestnuts"—Make Your Show Cards Something Different
—The Falling Snow Effect—Christmas Designs Which Any Card
Writer Can Work Up

By ROBERT T. D. EDWARDS

THE Christmas season is fast approaching and it is high-time we were all getting our ideas together to brighten up the Christmas show cards.

The first idea that strikes us is, what can we do that is different to other years? You probably think that you have utilized all your ideas, but don't forget that ideas are unlimited and that most of the so-called new ones are simply old ones rehased. Anyway they are different, therefore they are new, so get out your Christmas designs, etc., and see what you can do.

There is a practice with some merchants to carefully preserve cards that have been used year after year until they become "chestnuts." This is a mistake, we think. New, fresh cards should be used every year. It gives the public a better opinion of your store. They appreciate a bright new show-card and it leaves the impression that your firm is up-to-date and not afraid to spend a little money on new cards.

Well, to get down to brass tacks, you would like to get something that is a little different. Of course you know that we cannot get away from old Santa Claus, holly, poinsettia or winter scenes. In making a Christmas card one of those four must appear in some form or other or it won't have that Christmas feeling. We have prepared a set of cards that are illustrated here and that demonstrated

various ways of working up something that may be a little different to what you have previously used. Or perhaps you can glean some idea from them that will aid you in making something better.

We will first talk of the set of small cards that are here illustrated.

Card No 1 is of an upright style that can be worked up on any size of card-board you wish. Good proportionate sizes are 10 x 18, 12 x 21 or 8½ x 16. These sizes are suitable for any of the cards illustrated here. Card No. 1 is of a cream color and a linen finished surface.

The illustration of poinsettia was sketched from a fancy Christmas box but made somewhat larger. Your best method, if you want to adopt something of this nature, is to make an exact line drawing of what you want. The correct size and line details should all be accurate. You then have a pattern from which you can transfer as many impressions as you wish by means of carbon paper. These impressions when placed in the proper place should be carefully inked with black waterproof ink. Allow enough time for the ink to dry thoroughly before the coloring operation is commenced.

It might be opportune to say here something with regard to the coloring of illustrations in general.

It is the opinion of a good many that to make an illustration right you have

to make it look natural and to make it look natural you must use the natural color of the article. That is where the mistake comes in. Take, for instance, a sprig of holly. The leaves of this bush when preserved are a very dark green and if you reproduced the same shade on the cards the illustration would have a dead appearance. But use a much lighter shade of green, a color with lots of life to it, and you will have a card that will demand attention. To prove this contention pick up any good journal and turn over to the colored advertising and you will find that the colors used are far from the natural. In fact, if you saw landscapes, trees, sky, etc., appear in some of the colors used you would swear you had a nightmare.

But that is all done for effect and the effect attained is that they appear natural on paper.

So in coloring this little sprig of poinsettia use a light green for the stem and leaves and for the blossom a light bright scarlet should be used. The combination of the black outlining and veining, and these light bright colorings makes the whole flower stand out.

Card No. 2. The use of dark card-board for Christmas cards is not generally liked on account of its sombre appearance, but card No. 2 demonstrates that this is not a fact. This card is of dark





grey which gives you a good opportunity to work with bright opaque colors over it. For instance, the lettering in the sky is black and to make it stand out strong a high light on the upper and right-hand side of the letter is used. This high light should be of a light, bright color. A light scarlet red, or a light yellow-green. These are to be put on with a small brush. The moon coming up should be a bright orange. The snow of course is white with the dark cardboard showing through to make the shadows. This gives a rough appearance to the ground. It does not take much artistic ability to arrange a card of this nature. It does not necessarily have to be drawn the same as this card is. Various arrangements can be made.

The trees can be drawn in with black or very dark green. Both these colors give a good opportunity to work the snow effect over. This of course is put on with the white and must be made to appear as if the gentle snow storm which is now falling had placed the snow there.

The Falling Snow Effect

You may know how the effect of the falling snow was obtained, a good many of you will, but some may not, so we will explain it. It is a very simple operation and can easily be done in less than a minute, providing the tools and materials are at hand to do it.

After everything else is done about the card, obtain an old tooth brush and on the ends of its bristles place a small quantity of opaque white. Stand the card on end and with the aid of a small stick, brush handle or pencil, which you draw quickly over the ends of the brush bristles, you can spatter the white color on the card. Hold the brush about three inches from the surface of the card and spread the small particles on evenly.

You will be agreeably surprised what effects you can obtain through the spatter work. Not only can you use white but any color you wish on any colored surface. Wonderfully effective backgrounds can be made on the card. Border designs of various pattern can be made by cutting out stencil patterns and placing them on the card. Spatter the color over the open space and lift the pattern off. You will find by this method wonderful effects can be obtained.

Card No. 2 can be made in any shape desired, either portrait or landscape styles.

Card No. 3 shows a sprig of the old fashioned holly, one of the best decorations for a Christmas card.

The idea for the design of this card was obtained from a Christmas post card. The post card was laid on the card with black carbon paper under it. A tracing was made. Then with the aid of a pen and black waterproof ink the outlining, veining, shading, etc., was made. After the black ink was dry a light, bright, transparent green wash was put on the leaves. Then a somewhat darker one is used to shade the leaves. This was also used on the stems. The berries were colored a bright scarlet with shading effect over them. A little snow effect was afterwards thrown on with the tooth brush.

This design is only one in hundreds that can be gleaned from post cards. Many good ideas can be obtained in this way both in designing and in color schemes. Re-arrangements can be made to suit different cards.

Card No. 4 shows the dark night sky worked up on a white card. This is done by first sketching the whole card out in pencil, then drawing a solid

black sky with waterproof ink, cutting-in around the white space where the trees are to be. Next draw the trees in light grey or a light green and after this is dry put on the snow with white to represent the snow-laden boughs. The spatter work is the last to be done.

The drawing on this card is purely imaginary, but has a wild Christmas effect which cannot fail to attract the customer's eye.

Card No. 5 is a simple little design with a free-hand drawing of holly at the top and a little snow scene at the bottom. Use a border of dark green to make the holly stand out. The colorings on the trees at the bottom should be green and the house a holly berry red.

Card No. 6. Here is a simple little design which is quite effective on a show card.

A pencil drawing is first made, then the black pen and ink is used to cut the trees in and make the border, etc. The sky is painted solid black with the waterproof ink. The lettering on the sky is of a light scarlet so as to stand out against the black sky. The snow effect is put on with white when letters are dry. The lettering at bottom is black. The cardboard is of a nice shade of green and the trees are left the natural color of the cardboard. The ground has a light coating of white.

The proper red for working over a black background to be effective must be almost an orange. If the color you have on hand is not light enough get some light yellow distemper or dry color and mix thoroughly with water and mucilage. To a small quantity of this add some of your show card red and mix thoroughly. Test out on a piece of black cardboard until the desired effect is reached.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' 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.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

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

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, DECEMBER 13, 1918 No 50

DO NOT forget to enter that photograph of your Christmas window in the CANADIAN GROCER Window Contest. Everyone has a chance of winning a prize and we will pay \$1 for every photograph that is suitable for use whether it wins a prize or not. Keep this matter in mind—the contest closes Jan. 3, 1919.

EXIT THE HARD TIMES BOGEY

AS the days go by, the feeling that was at the back of the mind of many people that hard times were coming, is beginning to fade. There is a growing feeling that these hard times are not for us. We have seen already industries change from war work to peace work, with no disorganization. New occupations are open to men, new opportunities are presenting themselves from day to day. The idea that after the failure of the munition orders, was to come the deluge, is already being proved to be a fallacy.

Business, the good sound business, on which Canada's prosperity rests, is going forward without a hitch. Local readjustments may be necessary, but these are only minor factors and of a temporary nature.

For the grocery trade, the man who puts off buying, waiting for the tobogganing of prices, and who sits on the cracker barrel and croaks calamity, will surely find it. There will be no stocks coming his way, and no business either for nobody loves a croaker.

Given reasonable caution, the grocer is in as sound a position as he ever was. Prices are not going to decline for some time to come. It is time for the trade to realize this, to get to business with a high heart, to buy as their needs require without

fear, but without foolish optimism, and to generally go along their accustomed way doing business all the time.

NO LIKELIHOOD OF CHEAPER FOOD

THE people who anticipate cheaper food prices to dawn over night are reasoning without an appreciation of existing conditions. J. Ogden Armour, head of the great Armour packing plant, a man interested in a myriad of activities, and consequently having large opportunities of studying and understanding conditions, states without hesitation that he can see no prospect of cheaper food in the near future, and no probability of material relief within the next three years.

"The demand for foodstuffs for export promises to increase with the consummation of peace," said Mr. Armour in a recent address. The Allies started to democratize the world and have nearly completed the task. I do not believe that we can abandon to want and distress the peoples we have rescued from oppression.

"Eventually there must be some decrease in food prices as conditions return to normal. But with the task of feeding our own army abroad for a year or more and the added burden of supplying a large civilian population there must be need for the economical use of foods and for maximum production."

A DIVERSITY OF COUNSEL

IN the past few weeks there has been noticed some marked difference of opinion between different departments of the Food Control Board. A representative of the Board in Toronto or Winnipeg, for instance, might meet with the trade and assure them that a certain course of action was under contemplation. Interviews with the Chairman of the Board elicit the information, that there was no intention of taking any action whatever. Such a case occurred in Toronto recently. A representative of the Board met with the flour interests and assured them that action would be taken to relieve the serious situation produced by the sudden removal of the substitute order. From Ottawa comes the word that no action of the kind was to be considered. There are of course many reasons and many excuses for this diversity of counsel. The interests served are many, the situations are often unforeseen, and the members of the Board are humanly fallible. At the same time the uncertainty engendered is a serious matter of the trade. It would seem that it would be in the best interest of everyone that a definite policy should be formulated before any official made a pronouncement. Better to wait for relief, than to get it promptly and find it wrong. A greater unity of opinion on important questions would do a great deal to obtain a heartier measure of support from the trade.

Romance in the Grocery Trade

Articles in a Grocery Store Travel Hundred Thousand Miles—Diplomacy in a Chocolate Box—Wonders of the Potato—The Alleged "Poisonous" Tomato of 50 Years Ago a Staple Food To-day—King John's Sweet Tooth

By F. E. ROBSON, Vice-President, Loblaw Stores, Limited, Toronto

FEW people realize the tremendous importance and intensely interesting features of a grocery business. Forget that you just want a tin of tomatoes or a package of Pearline and view with me the romance, the science and art that line the shelves of every grocery store. It is a veritable international meeting place, where every country in the world sends its contribution. It is safe to say that the aggregate distance travelled by the articles in an ordinary grocery store would be at least a hundred thousand miles. The goods are products of Great Britain, the U. S., France, China, Japan, India, Norway, Spain, Italy, Greece, Brazil, West Indies, and special articles from almost every other civilized and uncivilized corner of the world. The money invested to supply us with even the ordinary articles in a grocery store runs in billions of dollars. In the trade of the world food products would take first place. Was it not to find a short trade route to the East Indies for the spice trade that Columbus made his historic trip westward and "incidentally" discovered America? What could be more fascinating and wonderful than the romance of the cocoa bean — a product originally known as Food for the Gods. Cocoa beans were once used as coins or standards of exchange. Since the days of Cortez millions of pounds are sold annually. Who will deny the diplomacy of a box of chocolates, the ambassadors of friendship?

Yet cocoa and its cousin, chocolate, is nothing more than a pleasing powder or a moulded cake to the mundane mind. Every single article from salt, taken 1000 feet under sea level, to coffee, picked in the mountains at the equator, has a romantic and fascinating history.

Aladdin's Lamp Outrivalled

The story of Aladdin's Lamp is rivalled, if not outdone, by the many instances of the King Midas touch in food fortunes. For example, take J. C. Hoagland, who started making Royal Baking Powder in a small room in Fort Wayne, and in a few short years sold the name Royal Baking Powder for one million dollars a letter. This success is perhaps largely due to the art and skill of advertising. Billions are spent on labels and the advertising of food products.

More wonderful still are the fashions in foods that kaleidoscope through history so quickly we cease to realize their importance. Could Sir John Hawkins have imagined when he introduced the Peruvian tuber into Ireland as a curiosity that his great-grandchild could have witnessed the growth of 155 million

bushels of potatoes per annum in Ireland? In Holland alone they grind up 33 thousand bushels of potatoes a day into flour. We are greatly concerned about the shortage of sugar, forgetting that in the time of Napoleon comparatively little sugar was used. History records that the chief expenditure of King John when taken to England after the battle of Pictiers was for sugar—a Royal epicurean taste. To-day 675,000 acres are planted in sugar beets in America alone, according to David Fairchild, of the U.S. Department of Agriculture.

Recent Foods to the Front

Can we realize that 50 years ago tomatoes were regarded as poisonous by most people? To-day 360 million tins are used annually in America alone. Within the memory of each of us wonderful trade has developed in a score of things that were almost unknown twenty-five years ago. For example, Grape Fruit, Olives, Peanut Butter, Powdered Milk, etc. Millions upon millions are spent in new machines to shred, powder or puff foods to meet new tastes. To my mind the two latest and perhaps greatest developments in the food line are dehydration and the use of vegetable fats to replace animal fats. A few facts on dehydration may prove to illuminate the great possibilities. For example, 2,000 pounds of tomatoes in tins weigh 2300 pounds; 2,000 pounds dried weigh 200 pounds—or a saving of eleven cars out of every twelve in transportation. Five pounds of dried cabbage formed a ration for 428 men. Dehydration forms the logical answer to the transportation problem.

It is an astonishing fact that more people have starved to death than have been killed in the war. If greater famine is to be avoided we must do our part. Each one of us should cheerfully regulate our diet to conform to the Food Board requirements.

We in America cannot realize what famine means, or else we would be far more ready to do everything possible to conserve food. For centuries past war has been linked with the gruesome, horrible, haunting misery of pestilence and disease. The three horrible sisters in

THE WINDOW CONTEST

This is the time to consider this matter. You will soon be dressing your windows for the Christmas season, perhaps they are already dressed. While they are at their best, before, perchance they are disturbed in the last Christmas rush, see that a photograph is taken.

Greek mythology were war, famine and pestilence, and they are always together. War is hell, as Sherman said, but famine and pestilence are infinitely worse. I will not go into any detail on the loathsome features of the rat and plagues spread by it, but it may interest you to know that the labor of 200,000 men are required to replace the loss caused annually by rats in America alone.

NOT MUCH INFORMATION HERE

Ottawa, Dec. 9. — Arrangements have been made by the Canada Food Board by which dried prunes, sizes 90 and over, may be imported into Canada from the United States. Import applications should be made to the Export and Import Department of the Canada Food Board in the usual way.

The above is a report appearing in the daily papers on Tuesday morning of this week and one which apparently emanated from the Canada Food Board office. This, as it stands, is no different from conditions existing for some time back, licenses to import having been freely granted by the Food Board at Ottawa, but the difficulty has been to get the United States Government to release shipments for export to Canada. When the Canada Food Board succeeds in getting the Food Administration in the United States to grant export licenses for prunes, something worth while will have been accomplished. The above note as it stands means nothing and may well be misleading to some members of the trade and the consuming public.

MAKING BREAD WITHOUT FLOUR

Several German newspapers have printed under the title "flourless bread" reports of experiments in making bread direct from the grain without first grinding it to flour. This is done simply by soaking the grain in water and kneading it into dough. The war committee of German millers claim, however, that this method was tried 30 years ago, but has never been used, except in small bakeries, and the expectations of obtaining a large quantity of bread in this way have not been realized. From 100 kilos of grain, 98½ kilos of flour are obtained, 1½ being lost in the form of dust. Using the grain itself, soaked in water, would, therefore, at best save only 1½ per cent. Even then what might be gained in weight would be lost in nutrition, as the bread made of grain would contain many impurities which are taken out when the grain is ground and bolted.

Why Quit When You've Begun to Learn

This Grocer Seems to Have No Real Reason For Discouragement — A Reasonable Margin Necessary—Need For Care in Buying

By HENRY JOHNSON, Jr.

WHAT is the use of having dearly-purchased experience if you are not going to cash in on it? Investment in a bunch of hard knocks should pay generous returns. That is the line of thought evoked by this letter:

Dear Sir,—I am sending you some figures from my business from January 1 to September 14, 1918. I am unable to make them balance or tell whether I have made anything so far. I do a credit business. The miners pay every two weeks. I sell some articles higher than my competitors who sell for cash, and nothing cheaper—and they seem to be making some money. My losses from bad accounts are only about \$90, but I am putting in some doubtful ones and it sums up to \$160. I feel that my running expenses are low and my gross sales good, but I am unable to meet my bills, so I know there is something **WRONG**, spelled in big letters.

I am willing to do as you say, if you think I can stop the loss, or go out of business. If you think I am not competent to run a business, just say so, and I will get out. Thanking you, I remain, ———.

Here is the statement:—

| | |
|---------------------------------------|--------------|
| Expenses— | |
| Premiums given away | \$118.57 |
| Advertising | 49.28 |
| Telephone | 36.00 |
| Rent | 170.00 |
| Fire insurance | 25.00 |
| Saw sharpening | 9.00 |
| Fixtures | 81.00 |
| Interest | 118.81 |
| Spring taxes | 57.55 |
| Ice | 144.05 |
| Stamps | 11.14 |
| Coal | 45.00 |
| Horse feed | 235.00 |
| Oleo ilcense | 6.00 |
| Lumber | 2.60 |
| Commission | 1.75 |
| Electric lights | 75.05 |
| Freight | 445.07 |
| Wages for help | 820.15 |
| Wages for self | 565.00 |
| Store papers | 6.00 |
| | <hr/> |
| | \$2,355.20 |
| | (\$3,017.02) |
| Loaned customers cash | \$200.50 |
| Expenditures for self and family..... | 426.30 |
| | <hr/> |
| Cash Account | |
| Mdse. paid by check..... | \$26,147.00 |
| Mdse. paid by cash..... | 3,353.00 |
| Expenses by check and cash..... | 2,982.00 |
| Cash on hand | 157.00 |
| | <hr/> |
| All I can account for..... | \$32,639.00 |
| Mdse. on hand Jan. 1, 1918..... | 5,842.42 |
| Mdse. bought since then..... | 25,455.27 |
| | <hr/> |
| Mdse. on hand, Sept. 14, 1918..... | \$31,297.69 |
| | 5,074.00 |
| | <hr/> |
| | \$26,223.69 |
| Total sales to date, cash..... | \$0,534.00 |
| Good accounts to date | 1,178.00 |
| Bad accounts | 160.00 |
| Bills payable | 2,998.98 |
| Fixtures | 1,268.00 |

If you want or need any other information, let me know.

What is the Present Status?

First thing to ascertain is: What is

this man's present condition compared with January 1?

On January 1 he had items on hand, taken as he gives them at full value, amounting to \$8,226.59 and he owed \$2,861.61, leaving his net worth at \$5,346.98.

On September 14 he had items, picked out of the above figures, as follows.

| | |
|-----------------------------------|------------|
| Statement of Jan. 1, 1918. | |
| Mdse. on hand | \$5,842.42 |
| Good accounts | 986.32 |
| Cash | 62.85 |
| Fixtures | 1,335.00 |
| | <hr/> |
| | \$8,226.59 |
| Bills payable | 2,861.61 |
| | <hr/> |
| | \$5,364.98 |
| | <hr/> |
| Cash on hand | \$157.00 |
| Accounts plus cash loaned..... | 1,378.50 |
| Fixtures | 1,268.00 |
| Stock on hand | 5,074.00 |
| | <hr/> |
| | \$7,877.50 |
| Less bills payable..... | 2,998.93 |
| | <hr/> |
| Present net worth..... | \$4,878.52 |

This shows a shrinkage of \$486.46. That is a summary of the situation as it stands now. Some of the items involved may be selected from the lists given. There is less stock by \$768.42. Bills payable are \$121.36 larger. Fixtures are \$67 less.

The causes which underlie these shrinkages are only partly revealed in the figures given, but there is enough there, perhaps, to point to the most important indications of weakness.

There is a suspicious roundness in the figures given. The absence of odd cents occurs frequently. That might be accepted as mere coincidence were it not for the very serious error in the footing of the "expense" column. My friend makes that \$2,355.20, but it foots up to \$3,017.02, as I have shown in brackets beneath his figures. This kind of thing does not show that my friend does not work hard, for he has here evidence of enough work on his records to yield more reliable results. It does indicate a sort of general laxity, a habit of thinking, "Oh, that's near enough," very likely, also, the "generous" habit of thinking: "Why fuss over little odds and ends here and there?" That habit is followed by being careless in weights, counts and estimates. A man who gets to thinking in such grooves is mighty apt to overlook the seriousness of fractions in figures, and consider as trifles pennies and half pennies which, in a retail grocery business, hold the potentialities of profits or losses.

One need only remember that the average sale in an ordinary grocery store is around 35c or 40c., so that, in a \$40,000 business there are 100,000 to 114,300 sales in a year, so that a cent loss on each sale would mean the loss

of \$1,000 to \$1,143 a year against a gain of \$1,000 to \$1,143 if a cent extra were made; and that these "little things" can thus readily make differences in the annual accounting of between \$2,000 to \$2,200.

Evident Lack of Margin

I feel warranted in this conclusion because there evidently has been no margin to speak of. Taking purchases as \$29,500, as given, and sales at \$30,534, and supposing that there has been no shrinkage in stocks, we have a difference of only \$1,034, or 3 2-5 per cent. on sales. If we take other things into account, that margin shrinks to less than 1 per cent. It is true that the expense is very low, running only 10 per cent. It is also true that the expense can be reduced still further—and therein lies the basis for hope that my friend may yet succeed.

Further discussion may be necessary—and it will be forthcoming if my friend asks for it. Meantime, I must hasten my recommendations so that he may get started.

First: Your own wages, everything included, for the time under review, have been \$991.30, or about \$116.62 per month. Cut that to \$75 per month, including everything. Charge everything you take from the store at full retail price, and live within the \$75 for all things. That will save you about \$500 a year.

Stop Excessive Buying

Next, stop buying. That will sound radical, but it must be radical. Your business is between \$42,000 and \$45,000 a year. The normal stock for \$42,000 is \$3,360 and for \$45,000 is \$3,600; so you can take out of your stock enough to pay half your debts. This means: buy only a single case of tomatoes, corn, etc.; a dozen cans of staple salmon; cut out all but a brand or two of really rapid-selling coffee. Buy not a thing that does not turn over completely within two or three weeks. Better pick-up from neighbors a few odds and ends occasionally.

Third: Freight is not an expense. Add freight directly to your invoice cost and figure it into cost. Then you may get your costs really high enough and not fool yourself. Evidently you are not making a margin now.

Fourth: Eliminate premiums and all other "gifts." Quit lending money to anybody. Do not "throw-in" anything with sales nor give away candy or smokes. In these war-times you have your best opportunity to be frank with every customer and tell how you are absolutely unable to be as generous as you would like, because otherwise you'll go broke. Keep customers who will ac-

(Continued on page 35)

PROPHESIES EARLY END OF FOOD CONTROL

Herbert Hoover States That Food Control Will Cease in the U.S. on the Conclusion of Peace—Only Urgent Need, He Thinks, Justifies Such Action.

The question of the future of the food control movement is one that occasions a good deal of interest. There are those who see in legislative control the solution of many of the difficulties of high prices. There are those who clamor for still more stringent regulations. Herbert Hoover, however, Food Controller of the United States, and probably the foremost exponent of how these large prices can be effectively and wisely used, gives it as his opinion that only in the most critical times does he feel it is justifiable, and then only so far as the individual may be suppressed, to the end that the people as a whole may be served.

In addressing a gathering of Food Board officials recently Mr. Hoover stated:

"This act expires at the signing of peace with Germany, and as it represents a type of legislation only justified under war conditions, I do not expect to see its renewal. It has proved of vital importance under the economic currents and psychology of war. I do not consider it as of such usefulness in the economic currents and psychology of peace. Furthermore, it is my belief that the tendency of all such legislation except in war is, to an over degree, to strike at the roots of individual initiative. We have secured its execution during the war as to the willing co-operation of 95 per cent. of the trades of the country, but under peace conditions it would degenerate into a harassing blue law."

"Other functions of food administration, however, must continue. Some organization must be set up to guide our distribution of food abroad if it shall reach the most deserving. The vast purchases for export, in the hands of the various governments, many of

them acting in common, if misused, could ruin our producers, or do infinite harm to our consumers. An utter chaos of speculation and profiteering would reign if these buyers were not co-ordinated and controlled. I look now for a turn of American food trades toward a conservative and safe business, for under present conditions it would be a foolish man indeed who to-day starts speculating in food. This is a complete reversal of the commercial atmosphere that existed when war began eighteen months ago, and, therefore, the major necessity for law in operation of speculative activities is to my mind rapidly passing."

The GROCER seems to be a well read paper. I sold out my branch store to Mr. Gage and he said he intended to run it on strictly cash basis and that he had been studying some in CANADIAN GROCER for some time.—J. Gilbert, Kingston, Ont.

Enquiry Department

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

THE VALUE OF OLD BOOKS

Where can I find out the value of old books? I have one in my office dated 1776, that I am told is of considerable value.—G. —, Kingston, Ont.

Answer—Albert Britnell, 263 Yonge St., Toronto.

POSTCARD VIEWS

Where can I get postcard views printed by supplying negatives?—John A. Ryan, Matapedia, Que.

Answer—Valentine & Sons Co., 60 Front St. West, Toronto.

MAKERS OF COFFEE ROASTERS

Will you kindly give the the names and addresses of firms who handle coffee roasters?—The Alberta Grocery.

Answer—The following are the names and addresses of firms who handle coffee roasters: Ryan Bros., 110 James St. East, Winnipeg, Man., are handlers of coffee roasters; Jabez Burns & Co., New York, and the Huntley Manufacturing Co., Silver Creek, N.Y., are manufacturers.

FLOUR MILLING ORDER STILL IN FORCE

Are any of the flour mills grinding the white flour, same grades as in pre-war days, or are they only allowed to make the Government standard?—Shaw & Ellis, Pocologan, N.B.

Answer—No. The regulations regarding the milling of flour is still in force.

BOOK ON BUTCHERING

Is it possible to obtain a book dealing with fresh meats, how to cut and cure them, etc.?—Wm. Gillies, Dominion, N.S.

Answer—We have been unable to discover any book dealing with the subject. There is a pamphlet published by University of Illinois—Bulletin 147, on the "Market Classes and Grades of Meat" that deals in a measure with the subject. It could probably be secured on application to the Agricultural Experimental Station at Urbana, Illinois.

A QUESTION OF INCOME TAX

What income tax does a married man have to pay if he earns \$2,500 a year? If he earns \$3,000 a year?—Alberta Grocery, Calgary.

Answer—Re assessment. The present law exempts a married man's salary up to \$3,000. By an amendment to the act, however, the next assessment will exempt only \$2,000, imposing a tax of 2 per cent. from that to \$3,000, and a 4 per cent. tax from \$3,000 up to \$6,000. A married man earning \$2,500 would pay 2 per cent. of \$500, or \$10 on \$3,000. The tax would of course be \$20.

SEA BISCUITS OR PILOT BREAD

Are there houses in West handling ordinary sea biscuits or "pilot bread?" Cannot find it round here.—Victor Harvey, Eldred, Sask.

Answer—Any of the following could probably supply you: A. Macdonald & Co., W. H. Malkin & Co., Kelly, Douglas & Co., or other wholesalers of Vancouver, B.C.; Stewart & Mobley, Prince Rupert, B.C.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: Name

Address

.....

.....

.....

CURRENT NEWS OF THE WEEK

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

Quebec

Hon. Hormisdas Laporte, of the wholesale grocery firm of Laporte, Martin and Co., Montreal, and a member of the Canadian Government Railway Board, was in Montreal this week.

John A. McConnell, representing J. L. Freeman and Co., grocery brokers, Montreal, is this week in Ottawa.

C. Ritz, Eastern Canada manager for Robin Hood Mills, Ltd., Montreal, is this week in Ontario territory.

O. C. Bissell, sales manager for the Atlantic Sugar Refineries, Ltd., is this week visiting Hamilton.

George W. Brown, assistant general manager of the Atlantic Sugar Refining Co., is in New York this week.

Ontario

A. Coutu, of Coutu Bros., butchers, Cobalt, is dead.

G. H. Pharand, L'Original, is discontinuing business.

J. R. Richards, Toronto, has sold out to W. B. Dobbin.

J. J. Rapson, grocer, Blyth, is discontinuing business.

J. W. McEwen, general store, Moncrieff, has sold out.

Hugh Selmon, general store, Wilkesport, has been sold to T. J. Hayes.

Joseph Thomas, confectioner, Ridgetown, is adding a grocery department to his store.

C. G. Armstrong's general store at Orono was entered by burglars recently and a considerable quantity of goods were removed.

William Potter, groceries and meats, Chatham, has sold his meat department to William Morris.

Wm. Hill has taken over the business formerly operated by E. O. Taylor, Colborne and Dundas Sts., Oakville.

M. R. Barigu has opened a grocery at Carleton Place, having taken over the stock and premises of Dan Cameron. The store has been renovated and a complete line of stock has been added.

Conway & McLean, grocers and dry goods, Acton, Ont., have dissolved partnership and have been succeeded by McLean & Mills.

Fire did \$200 damage at the Ideal Bakery, Dovercourt road, Toronto, recently. The damage is fully covered by insurance.

Fire which started in a Chinese Cafe at Trenton recently was responsible for the destruction of David's grocery store and the cafe that adjoined.

Carswell Bros., who conducted a business in Brussels for the past year, have moved to E'ora, where they have secured commodious quarters. They will add a grocery department to their business.

Elliott & White have opened a new flour and feed store at Thessalon in the old Hill & Vance store, having taken over the stock of Little Bros., who were retiring from business.

It is understood that a big co-operative store is now being planned for the mining district to be located at Timmins, and that one of the big mines has promised to help and encourage the establishment of such a store.

Frank Stockdale, the merchandising expert, who was in Galt last week delivering a series of talks to the business men of that place, was the guest of honor at a noon luncheon tendered by the merchants of Preston, Ont., at the Central Hotel in that place. B. W. Ziemann acted as chairman. There were a number of Hespeler merchants also present.

The store of J. H. Coneybeare, at Birch Cliff Heights, a short distance north of Toronto, was destroyed by fire on Tuesday night last. The fire and smoke spread so rapidly that Mr. and Mrs. Coneybeare were compelled to escape through a window, by the aid of a rope made of bedclothes. The store was about twenty by forty feet with two storeys and a basement. Four hundred dollars in the till was burned, a stock of groceries and feeds and the building valued at \$3,000. The loss is partially covered by insurance.

With the dual purpose of stimulating interest in the meetings of their organization, by introducing the social element, and of increasing their finances, members of the Border Cities Retail Merchants' Association have, at recent general gatherings, tried with success a "Get Acquainted" stunt. The roll call is taken by number, following which the chairman requests groups of members between certain numbers, in tens, to stand, and then calls upon another number to name the men standing. For every member he is unable to give the name of, and business, a penalty of ten cents is imposed, and he is asked to shake hands and make himself known. The effect has been to liven up the meetings considerably, and bring the members closer together.

Western

S. Renny, Winnipeg, has been succeeded by L. W. Patton.

A. Katz, general store, Lauder, Man., has moved to Winnipeg.

R. Divinsky, of the Arborg Trading Co., Arborg, Man., is dead.

S. Shapiro, general store, Sprague, Man., has been succeeded by J. Black.

The Dominion Fish & Produce Co., Regina, Sask., have succeeded Reid & Haddock.

McBride Bros., Boissevain, Man., have been succeeded by Fred Soltyn.

F. Worthington & Co., general store, Ogilvie, Man., was burnt out recently.

A. J. Nitikman, of J. Nitikman & Co., general merchants, Winkler, Man., is dead.

The estate of Sarah A. Jenkins, grocer, Canaan, Man., has been succeeded by O. R. Kerr.

The Inland Co-operative Grocery Co., Winnipeg, has been succeeded by Hunter McDonald, Ltd.

Morrison & Muir, general merchants, Roland, Man., have dissolved partnership, J. R. Morrison continuing the business.

R. L. Fowler, of R. L. Fowler & Co., Ltd., Calgary, Alta., has been laid up two months as a result of an accident, but is now on the road to recovery.

J. A. W. Macdonnell, of Macdonnell Bros., Hespero, Alta., died of flu-pneumonia at his home recently at the age of 37 years.

Mr. Macdonnell's death will be deeply regretted. In company with his brother, G. H. Macdonnell, he had built up an extensive general store business. They came out to Western Canada together, and homesteaded at Hespero some fourteen years ago. Eight years ago they, in company with Frank Pearce, went into general store business together at Pitcox, now Hespero, and after Mr. Pearce's withdrawal from the firm, and with the advent of the railroad the brothers built a large store building and have conducted there a growing business, to which the late Mr. Macdonnell largely devoted himself.

MERCHANTS' ASSOCIATION, MONTREAL, WANTS CITY PROSECUTOR

A large number of wholesale merchants of Montreal gathered at Freeman's Hotel recently at the invitation of the Montreal Merchants' Association to hear an explanation of the objects of that organization by J. G. Fitzgerald, manager-secretary, and to listen to an appeal for increased membership.

Mr. Fitzgerald said the association was endeavoring to stamp out the wholesale theft, pilfering and dishonesty which was rife among the employees of industrial establishments and of transport companies. The object was not so much the jailing of dishonest persons as the stopping of losses.

He urged that the present system of court procedure in dealing with such cases be remedied, and said that the authorities had already under consideration the appointment of a city prosecuting attorney, which was just what they wanted.

MONTREAL MERCHANTS ADVOCATE EARLY CLOSING

About fifty retail merchants of Montreal, who advocate the early closing of retail stores four or five nights a week, have recently organized with a view to requesting the city to pass a by-law making early closing compulsory. The new association has elected as temporary chairman S. D. Cohen, and as secretary-treasurer, M. Barash. A special committee composed of W. Pelletier, J. Schachter, Jacob Germaise and M. Barash, has charge of recruiting new members.

A meeting will be held in the course of the present week at St. Joseph's Hall, on St. Catherine Street East, when the association will elect its permanent officials.

BORDER CITIES WILL ADOPT CO-OPERATIVE DELIVERY

Windsor and Border Cities grocers have completed arrangements for the inauguration of a central delivery system of orders. This plan has been under consideration for some time, and arrangements have now been completed whereby the new system will be introduced practically immediately. The scattered territory that must necessarily be covered in the five border municipalities, lying so closely together, has been an important factor in bringing about the abandonment of the old individual method, and the adoption of a more efficient scheme.

BRANTFORD COMMERCIAL TRAVELLERS ELECT OFFICERS

The Brantford Commercial Travellers' Association has elected officers as follows: Hon. Presidents, D. T. Williamson, C. G. Secord; President, Geo. Miller; Vice-Presidents, W. Duffin, George Witmer, E. C. Gould; Secretary, E. D. Goetz; Treasurer, L. Livingston.

NEW PRESIDENT FOR CANADA BREAD CO.

At a meeting of directors of the Canada Bread Co. the position of president, rendered vacant by the death of the late Cawthra Mulock, was filled by the election of Vice-President Mark Bredin to the presidency at a meeting of the directors.

At the same time E. H. Laschinger was elected vice-president. The board also passed a resolution of regret at the death of the late president, Cawthra Mulock.

PORT ELGIN'S FINE RECORD IN THE VICTORY LOAN

Port Elgin outstripped most other communities in the Victory Loan campaign. Its objective was \$34,000, but when the final results were tabulated it was found that the town had subscribed \$175,500, or 516 per cent. of its objective. There were no very large subscriptions to swell this total, but one person in every four of the population bought bonds, and the total reached the record

figures recorded. As an example of the way the result was obtained, the Stevens-Hepner Company were the first factory to secure an honor flag, 76 per cent. of the employees of the company bought bonds for a total of 22 per cent. of the pay roll. It was this spirit that made it possible for a comparatively small place to make such a record showing.

WINDSOR WOMEN PROTEST AGAINST FARMERS' PRICES

Protesting against prices charged for foodstuffs by farmers at the Windsor public market, a delegation of women waited on Mayor Tuson and threatened a boycott of the market unless steps are taken to bring farmers "to time."

Ald. H. W. Wilson, chairman of "Fair Price" Civic Committee, admitted little was being done to compel farmers to sell their produce at reasonable rates. A boycott by housewives, he said, would have more effect than any action his committee might take.

"If we find, however, that farmers are hoarding eggs and butter to sell at exorbitant prices during winter months, we shall not hesitate to seize the produce," Ald. Wilson declared. "The order-in-council gives us that power."

B. C. SALMON NOT YET MOVED

Continued from page 27

been treated with the consideration which is their due. The statement has been made, or at least it has been intimated, that these packers have been anything but patriotic in the stand they took; people have been led to believe that the prices they were asking rather smacked of profiteering; the salmon has been held in storage warehouses to accumulate insurance and interest charges; the brokers who spent some weeks in the business of selling salmon to the wholesalers, have had their work for naught; brokers have been appointed to handle the export business and are allowed 2½ per cent. brokerage. Some of the brokers intimate that 1¼ per cent. of this has to go back to the Government, and the 1¼ per cent. which they are allowed does not pay them for the trouble and the worry which they are compelled to take. At any rate there is no doubt the question has been badly bungled-up from any angle from which you may want to take.

RE GOODS IN TRANSIT THROUGH CANADA

The War Trade Board of Canada has decided to discontinue the practice of requiring the production of export and import licenses from the War Trade Board of Washington in connection with shipments in bond through Canada from or to the United States.

BIG SUGAR SURPLUS

There is a sugar surplus in the United States of 752,700 tons—twice the accumulation of 1917.

SET FAIR PRICE STANDARDS FOR GROCERY TRADE

Windsor Continues Price Fixing Activity
—Some Members of the Council
Think Question Should Be
Handled by Labor Dept.

A list of "fair prices" regulating the grocery trade in Windsor is to be published shortly by the Fair Price Committee of that city, to meet the charge made by farmers on the local market that, in attempting to determine the price of dairy products and farm produce, the committee was discriminating against the agriculturists by neglecting to interfere with the retail merchants. Members of the committee intend making the rule applicable to merchants in a degree similar to that in which it will affect the farmers.

Ald. Weber, of the committee, discussing the situation, recently said:

"We can't go after those who come in from the country to sell their produce if we do not go after all who sell their products. The prices here are regulated somewhat by what is charged in other places. For example, if grocers sell for less than a certain amount, wholesalers might make it hard for them. So it is with farmers. They might sell their produce to commission men direct, thereby cutting down our market, and then people would eat more cold storage produce and pay just as high prices."

A number of aldermen feel the subject to be of too large a scope for the municipality to handle and think the government, through the Department of Labor, should itself assume the responsibility.

GIVE THE CLERK A CHANCE

The best way to interest the clerk is to let him do something to encourage business. If you have a clerk who has done good work for you in dressing windows do him the justice of letting a wider circle see his display than just the people who pass the store. Enter his display in the Christmas contest. If it earns a prize he will be that much the more enthusiastic in the work, and in any event he will appreciate the appearance of his display in the pages of CANADIAN GROCER.

WHY QUIT WHEN YOU'VE BEGUN?

(Continued from page 32)

cede to this condition—let the rest go. No use selling goods and losing money on them.

Fifth: Watch every outgo. Cut out all fixture buying. Get interest down as rapidly as you can. Cannot you save on that ice bill—and electric light? Surely—and reduce the wages account. Lastly, be sure you get full prices for your goods—that is, be sure you get the full prices you think you are getting.

Now analyze what I have said and write me again after you have digested it. If you do not understand, or if I have mistaken, write frankly. No use to quit; for you have just begun to learn.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

REPORTS reaching this market indicate that there has already been some export of tea from United States ports, and intimate that further supplies may go forward at once. This business will provide a very strong undertone to the market, and may be expected to result in a cleaning-up of surplus stocks, which condition will undoubtedly be reflected in Canada.

Cocoa is very strong, and some points record an advance of 2c per pound this week, following a 1c jump a few days ago. Coffee rules with a firm undertone, and another line has shown an advance of 1c per pound.

Christmas trade is very good, figs, raisins, nuts and fresh fruits and vegetables being in active demand.

MONTREAL—Advances have been made for various coffees of two cents per pound, and the chances are that there will be another increase within a very short time of two to three cents. Teas are firm and steady, but rather quiet. Cocoa is active and firm, but unchanged.

Celery is moved up about one dollar per case, and California variety is available at \$10. Parsley and sweet potatoes, as well as cranberries, are moved to higher basis.

Pink salmon, in barrels, a line sold in some quarters, is up \$2 per barrel. Soap chips in one quarter are moved up fifty cents a case.

Among the declines effected here are lower prices for cereals, such as hominy grits, pot barley, graham and corn flours and oatmeal. The

market for these lines is an easier one, and feed oats and feeds, while active, are somewhat easier in tone. Peas and beans are also lower this week, while declines are noted in evaporated apples, almonds and peanuts, the latter declining four cents per pound for one shelled variety. The state of trade for holiday goods is steady and seasonable.

TORONTO—Lower prices have been reached on oranges, and there is every indication that supplies for the holiday trade will be ample and quite reasonable when compared with figures reached a few weeks ago. Apples are moving quite readily, and the market rules with a firm undertone.

Cocoanut has reached high levels. New prices issued on glass washboards show an advance, and some arrivals of salt in the new size package are reported. A stiffening in the price of standard canned corn is reported in some quarters, while gallon apples show a decline. Evaporated apples are quite active, with prices slightly below last year's figures. Another line of coffee has registered an advance of 1c per pound.

An effort is being exerted to bring prices on live hogs down 50c per cwt. from high levels reached toward the end of last week. A shading of prices on both lard and shortening of $\frac{1}{2}$ c per pound is reported. The possibility of the export of a large quantity of cotton seed oil may be a factor to stiffen shortening prices again. Buying prices on turkeys advanced sharply this week.

QUEBEC MARKETS

MONTREAL, Dec. 11.—A satisfactory amount of business is being done in some lines, and Christmas trade for nuts and fruits is active. Quite a considerable number of changes have been made, some of them showing advances and others declines. A good spirit prevails regarding the future.

*Soap Chips Up 50c;
Line Medicine, Too*

Montreal.

SOAP CHIPS, MEDICINE.—An advance of approximately 50c per case in the price of soap chips has been made by a leading jobber, and the price today is \$7.

Hood's pills, which have been selling at \$2 per dozen, less 5 per cent., are now quoted at \$2 net.

*More Sugar Soon;
Prices to Hold*

Montreal.

SUGAR.—Prices on sugar have held without change, the refiners only mak-

ing readjustments of differentials on the special sugars, now that they are permitted to make these. And from the present advices, no recession of prices is anticipated.

Encouragement as to the supplies that will be available within another month or six weeks is now being expressed, and by the middle of January some of the Montreal refiners expect to send the trade a much larger supply of refined and other sugars than they are now receiving. Two large boats have been released for the carrying trade and a better outlook presents itself than for many months past.

Montreal.

Atlantic Sugar Company, extra granulated 100 lbs. sugars, 100 lbs. 10 05

| | |
|--|-------------|
| Acadia Sugar Refinery, extra granulated | 10 05 |
| St. Lawrence Sugar Refinery | 10 00 |
| Canada Sugar Refinery | 9 95 |
| Dominion Sugar Co., Ltd., crystal granulated | 10 05 |
| labeled | 10 05 |
| 10-lb. boxes | 10 15-10 30 |
| 50-lb. boxes | 10 55-10 70 |
| 1-lb. boxes | 10 35-10 50 |
| Do., 1-lb. | 11 05 |
| Yellow, No. 1 | 9 70-9 75 |
| Yellow, No. 2 (Golden) | 9 55-9 60 |
| Yellow, No. 3 | 9 45-9 50 |
| Powdered, barrels | 10 05-10 20 |
| Powdered, 50s | 10 15-10 50 |
| Powdered, 25s | 10 35-10 60 |
| Cubes (assorted tea), 100-lb. boxes | 10 55 |
| Do., 50-lb. boxes | 10 65 |
| Do., 25-lb. boxes | 10 85 |
| Do., 2-lb. pack | 11 95 |
| Paris lumps, barrels | 10 55 |
| Paris lumps (100 lbs.) | 10 65 |
| Paris lumps (50-lb. boxes) | 10 75 |
| Paris lumps (25-lb. boxes) | 10 95 |
| Paris lumps (cartons, 5-lb.) | 11 70 |
| Do., (cartons, 2-lb.) | 12 45 |
| Crystal diamonds, barrels | 10 75 |
| Crystal diamonds (boxes 100 lbs.) | 11 00 |
| Crystal diamonds (50-lb. boxes) | 11 10 |
| Crystal diamonds (25-lb. boxes) | 11 30 |

No. 2 Pumpkin 85c; Canned Fruits High

Montreal.
CANNED GOODS.—The price of canned pumpkin is much softer, although the only change this week on this is that of a price basis in one quarter of 85c per doz. for twos. Canned peaches and pears are arriving and these are very firm, but some are offering the heavy syrup variety of peaches in twos at \$2.55 and of pears at \$2.50. Gallon peeled peaches may be had at \$5.25. Grated and sliced pineapple is also coming to hand at high prices.

In a general way, the tendencies on canned vegetables is that of an easing nature, while for canned fruit the price basis is firm. Markets are quiet.

| | |
|---|---------------|
| Clams, No. 1 | 2 10 |
| "Clover Leaf," 1/2-lb. flats | 2 45 |
| Sovereign, 1-lb. flats | 4 62 1/2 |
| Do., 1/2-lb. flats | 2 30 |
| 1 lb. talls, cases 4 doz., per doz. | 4 50 5 00 |
| 1/2 flats, cases 8 doz., per doz. | 1 50 2 00 |
| Chums, 1-lb. talls | 2 05 2 15 |
| Do., 1/2s, flat | 1 20 1 25 |
| Pinks, 1-lb. flat | 2 25 |
| Pinks, 1-lb. talls | 2 65 2 75 |
| Cohoos, 1-lb. talls | 4 35 |
| Cohoos, 1-lb. flats | 2 25 |
| Red Springs, 1-lb. talls | 4 00 4 60 |
| Red Springs, 1/2 lb. | 2 45 |
| White Springs (1s) | 2 30 |
| Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz. | 2 25 |
| Pilchards, 1-lb. talls | 1 90 2 00 |
| Whale Steak, 1-lb. flat | 1 90 |
| Canadian sardines (case) | 6 75 7 00 |
| Norwegian sardines, per case of 100 (1/4s) | 22 00 20 00 |
| Lobsters, 1/2-lb. tins, doz. | 3 60 3 65 |
| Do., 1-lb. talls | 6 90 |
| Do., 1-lb. flats | 7 00 |
| Sardines (Amer. Norweg'n style) | 14 50 |
| Sardines—Canadian brands (as to quality), case | 9 50 16 50 |
| Sardines, French | 32 00 |
| Shrimps, No. 1 | 2 25 |
| Crab meat (Japanese), 1/2s | 6 00 |
| Crabs (dentted), No. 1 | 6 75 |
| Canned Vegetables and Fruits | |
| Asparagus (Amer.) mammoth green, doz. | 4 60 0 95 |
| Tomatoes, 1s | 1 85 2 02 1/2 |
| Tomatoes, 3s | 1 40 1 50 |
| Tomatoes, U.S. pack, 2s | 1 90 1 92 1/2 |
| Tomatoes, 2 1/2s | 6 00 7 05 |
| Peas, standards | 1 45 1 47 1/2 |
| Peas, early June | 1 57 1/2 1 60 |
| Peas, extra fine, 2s | 2 35 2 36 |
| Do., fancy, 20 oz. | 1 57 1/2 1 60 |
| Peas, Moigean, extra fine | 2 20 2 25 |
| Beans, golden wax | 1 95 1 97 1/2 |
| Beans, Refugee | 1 95 2 00 |
| Do., old pack | 1 80 1 95 |
| Do., new pack | 2 00 |
| Beets (new sliced), 2-lb. | 1 40 1 42 1/2 |
| Do., (old sliced), 2-lb. | 1 60 1 62 1/2 |

| | |
|--------------------------------------|----------------|
| Corn, 2s, doz. | 2 20 2 27 1/2 |
| Spinach (U.S.), 3s | 3 00 |
| Do., (U.S.), gallons | 10 00 |
| Corn (on cob, gal. cans), doz. | 7 80 8 30 |
| Red raspberries, 2s | 4 00 4 17 1/2 |
| Simcoes | 2 75 |
| Red cherries, 2s | 2 60 2 90 |
| Strawberries, 1918 pack (2s) | 4 00 |
| Rhubarb, 2 1/2s | 2 60 |
| Blueberries, 2s, doz. | 1 85 |
| Blueberries, gallons | 7 00 |
| Pumpkins, 2s | 0 85 |
| Pumpkins, 2 1/2s | 1 00 1 10 |
| Pumpkins, 3s | 1 75 |
| Pumpkins (gallon), doz. | 3 75 |
| Potatoes, Can. Sweet, 2 1/2-lb. tins | 2 10 |
| Potatoes, Cal. Sweet, 2-lb. tins | 2 75 |
| Apricots (Cal.), 2 1/2s | 4 40 |
| Carrots, sliced, 2s | 1 45 1 75 |
| Apples (gallons) | 4 00 5 00 |
| Peaches, 2s (heavy syrup) | 2 55 2 75 |
| Peaches, stand. grade, 2 1/2 lb. | 3 25-3 30-3 75 |
| Peaches (gallon peeled) | 5 25 |
| Pears, No. 2 | 2 75 |
| Pears (Bartlett), 2 1/2s | 3 35 5 00 |
| Pears, 2s (in light syrup) | 1 85 1 90 |
| Pears, No. 2 (heavy syrup) | 2 50 2 70 |
| Pears, No. 2 (heavy syrup) | 2 50-2 70-2 75 |
| Pears, 2 1/2s (heavy syrup) | 3 40 |
| Pears, extra stand., 2 1/2s | 4 50 |
| Pears, gallon (pie peeled) | 7 00 |
| Pineapples, 1 1/2s | 2 25 |
| Pineapples, 2s | 3 10-3 40-3 50 |
| Do., sliced, 2 1/2-lb. talls, doz. | 4 20-4 40-4 75 |
| Do., 1-lb. flats | 1 90 2 25 |
| Do., 2-lb. flats | 3 25 3 40 |
| Do., grated, 1s | 1 90 |
| Do., grated, 2s | 2 90 3 25 |
| Do., grated, 2 1/2s | 4 20 4 50 |
| Greengage plums (light syrup), No. 2 | 2 25 |
| Lombard plums (heavy syrup), 2s | 1 70 2 05 |

Molasses is Steady; Syrups Quiter

Montreal.
MOLASSES AND SYRUPS.—The molasses and syrup markets are steady and without change. Molasses has been pretty well distributed and the better grades are not very plentiful. Syrups are somewhat quieter and the trade is thought to be in fair shape as far as stock is concerned.

| | |
|--------------------------------------|----------|
| Corn Syrup— | |
| Barrels, about 700 lbs. | 0 07 1/2 |
| Half bbls. | 0 07 1/2 |
| Kegs | 0 07 1/2 |
| 2-lb. tins, 2 doz. in case, case. | 4 80 |
| 5-lb. tins, 1 doz. in case, case. | 5 40 |
| 10-lb. tins, 1/2 doz. in case, case | 5 10 |
| 20-lb. tins, 1/4 doz. in case, case | 5 05 |
| 2-gal. 25-lb. pails, each | 2 25 |
| 3-gal. 38 1/2-lb. pails, each | 3 40 |
| 5-gal. 65-lb. pails, each | 5 50 |
| White Corn Syrup— | |
| 2-lb. tins, 2 doz. in case, case | 5 30 |
| 5-lb. tins, 1 doz. in case, case | 5 90 |
| 10-lb. tins, 1/2 doz. in case, case | 5 60 |
| 20-lb. tins, 1/4 doz. in case, case | 5 55 |
| Cane Syrup (Crystal) Diamond— | |
| 2-lb. tins, 2 doz. in case, per case | 7 50 |
| Barrels, per 100 lbs. | 10 25 |
| Half barrels, per 100 lbs. | 10 50 |
| Glucose, 5-lb. cans (case) | 4 80 |

Prices for Island of Montreal

| | |
|---------------------|------|
| Barbadoes Molasses— | |
| Punchoons | 1 13 |
| Barreles | 1 16 |
| Half barrels | 1 18 |

For outside territories prices range about 3c lower.

Rice Some Easier; Not Much Sale

Montreal.
RICE, TAPIOCA.—The undertone of the rice market is easier and one jobber is quoting \$8.75 for a Rangoon quality, "B" selling at this price to \$9.25. There is plenty of supply and the market will tend to afford favorable buying for those needing stock. Tapioca is steady and unchanged, but with less manifest strength than for some weeks.

| | |
|-------------------------|-------------------|
| Ice Drips—Japan | 11 25 |
| Carolina | 12 50 15 00 16 50 |
| Siam, No. 2 | 9 00 9 75 |
| Siam (fancy) | 10 50 11 00 |
| Rangoon "B" | 8 75 9 25 |
| Rangoon CC | 8 75 8 85 |
| Mandarin | 10 00 |
| Pakling | 9 10 |
| Tapioca, per lb. (seed) | 0 14 1/2 0 18 |
| Tapioca (Pearl) | 0 14 0 18 |

Peanuts Down 4c; Almonds Easier

Montreal.
NUTS.—The event of the week in nut markets is that of a lower price basis for peanuts in the shell. This is due to the ample supplies here and also owing to the promise of better and improved stocks coming in the market from the growing points of the south. Some varieties are down 4c per pound and the line is expected to rule easy. Shelled almonds show a slightly easier position also and some jobbers offer them at 50c. In a general sense, however, and particularly on lines imported from Europe, the nut markets are very firm and importers do not expect early declines.

| | |
|---|-------------------|
| Almonds (Tara), per lb. | 0 28 0 32 |
| Almonds (shelled) | 0 50 0 55 |
| Almonds (Jordan) | 0 70 |
| Brazil nuts (new) | 0 25 0 30 |
| Brazil nuts (med.) | 0 15 0 17 |
| Filberts (Sicily), per lb. | 0 20 0 25 |
| Filberts, Barcelona | 0 24 0 25 |
| Hickory nuts (large and small), lb. | 0 10 0 15 |
| Peanuts (roasted)— | |
| Bon Tons | 0 25 |
| Jumbo | 0 20 0 28 |
| "G" | 0 18 |
| Coon | 0 16 |
| Champion | 0 22 |
| Fancy, per lb. | 0 24 0 25 |
| Extras, per lb. | 0 19 0 20 |
| Shelled, No. 1 Spanish | 0 19 1/2 0 19 |
| Shelled, No. 1 Virginia | 0 19 1/2 0 20 1/2 |
| Do., No. 2 | 0 14 |
| Peanuts (salted)— | |
| Fancy wholes, per lb. | 0 40 |
| Fancy splits, per lb. | 0 35 |
| Salted Spanish, per lb. | 0 25 0 27 |
| Pecans (new Jumbo), per lb. | 0 28 0 32 |
| Pecans, large, No. 2, polished | 0 28 0 32 |
| Pecans, New Orleans, No. 2 | 0 21 0 24 |
| Pecans "paper shell," extra large Jumbo | 0 60 |
| Walnuts (Grenoble) | 0 29 0 35 |
| Walnuts (new Naples) | 0 16 0 18 |
| Walnuts (shelled) | 0 80-0 85-0 95 |
| Walnuts (Spanish) | 0 30 0 33 |

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

Evaporated Apples Less; Table Raisins Scarce

Montreal.
DRIED FRUITS.—The reduction of one-half to two and one-half cents per pound for evaporated apples is the feature of the week in this line. They are more plentiful and with overseas demand probably much curtailed, the market has ruled on a lower price basis.

For the most part, prices on prunes, peaches and pears are steady. There is a reported scarcity of best table raisins, supplies which came forward being fairly well cleaned up already, with a number. The better grades, regardless of the prevailing high prices, have been selling freely. Peels are in active demand for the holiday trade. Spot prices are firm.

| | |
|-----------|---------------|
| Apricots— | |
| Choice | 0 26 0 28 |
| Slabs | 0 24 1/2 0 25 |

| | |
|---|----------------|
| Fancy | 0 30 |
| Apples (evaporated) | 0 16 |
| Do., fancy | 0 20 |
| Peaches (fancy) | 0 21 |
| Faced | 0 19 |
| Choice | 0 20 |
| Extra choice | 0 21 |
| 12 oz., per pkge. | 0 16 |
| Pears | 0 24 |
| Drained Peels (old)— | |
| Citron | 0 46 |
| Lemon | 0 40 |
| Orange | 0 41 |
| Drained Peels (new)— | |
| Lemon | 0 40 |
| Orange | 0 42 |
| Citron | 0 47 |
| Cut mixed (1-lb. cartons), doz. | 4 10 |
| In 36 lb. case | 12 75 |
| Cut, 10-lb. boxes (lb.) | 0 48 |
| Raisins— | |
| Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75. | |
| Muscatsels, loose, 2-crown | 0 14 |
| Muscatsels, loose, 3-crown, lb. | 0 15 |
| Malaga Raisins (5 1/2-lb. bxs), 3 cr. | 1 75 |
| Do., 4 cr. | 2 00 |
| Do., 5 cr. | 2 25 |
| Do., 6 cr. | 2 75 |
| Cal. seedless, loose | 0 14 1/2 |
| Fancy seeded, 16 oz. pkgs. | 0 16 |
| Choice seeded, 16 oz. pkgs. | 0 17 |
| Valencias, selected | 0 11 1/2 |
| Valencias, 4-crown layers | 0 11 1/2 |
| Sultanas (bleached) 50-lb. boxes | 0 16 1/2 |
| Currants, old pack., 15 oz. | 0 29 |
| 12 oz. | 0 23 |
| 50-lb. boxes, loose | 0 28 |
| Cartons | 0 32 |
| 15 oz. pkgs. | 0 23 |
| 80 lb. Ainslia | 0 28 |
| 12 oz. | 0 26 |
| Do., new | 0 32 |
| Cal. currants (loose) | 0 18 |
| Cal. "Currants," 15 oz. pkge. | 0 20 |
| Dates, Excelsior, per case (36-10s) | 7 50 |
| Do., Dromedary (36-10 oz.) | 8 00-8 50-8 64 |
| Packages only, Excelsior | 0 20 |
| Packages only | 0 19 |
| Do., Dromedary | 0 22 |
| Figs (new), 100 to case | 11 00 |
| Figs (layer), 10-lb. boxes | 1 90 |
| Figs (mats) | 0 16 |
| Figs, Fancy Cal. White (Choice)— | |
| Pkgs. 16 oz. (10 pkgs.) | 1 75 |
| Pkgs. 10 oz. (20 pkgs.) | 1 40 |
| Pkgs. 8 oz. (20 pkgs.) | 2 00 |
| Pkgs. 6 oz. (30 pkgs.) | 3 00 |
| Pkgs. 4 oz. (70 pkgs.) | 3 70 |
| Muscatsels, 4-crown, lb. | 0 13 |
| Prunes— | |
| Santa Clara | 0 30-0 90-0 15 |
| California, 40-50s | 0 19 |
| 50-lb. boxes, 80-90s | 0 14 1/2 |
| 90-100s | 0 13 |
| 20-30s | 0 25 |
| 30-40s | 0 20 |
| 25-lb. cases, 50-60s | 0 14 |
| 60-70s | 0 17 |
| 70-80s | 0 15 |
| 80-90s | 0 14 |
| 90-100s | 0 13 |
| Oregon, 50-40s | 0 18 1/2 |
| 50-60s | 0 18 1/2 |
| 60-70s | 0 17 1/2 |
| 70-80s | 0 16 1/2 |

**B.C. Beans Are \$6.60;
Peas Also Down**

Montreal.
BEANS, PEAS.—As very definitely forecasted in CANADIAN GROCER for some time, the prices of beans were likely to come down. This week one jobber is selling B. C. white beans at \$6.60 per bushel. Prices have, on the whole, a tendency to soften. At the same time, some of the large handlers are not looking for a great deal of recession from the values obtaining to-day. There is very little activity and this fact may induce selling at favorable prices. Even at this writing quotations might be considered rather nominal. Split peas also have receded this week and the basis is as low as \$7, while green peas are down in one quarter two cents to 10c per pound.

| | |
|------------------------------------|------|
| Beans— | |
| Canadian, hand-picked, bush. | 6 30 |
| British Columbia | 6 60 |
| Brown Beans | 7 00 |
| Japanese | 8 00 |
| Yellow Eyes | 7 50 |
| Rangoon beans, per bushel | 7 00 |
| Lima, per lb. | 0 19 |
| Kidney beans | 8 00 |
| Peas, white soup, per bushel | 4 25 |
| Peas, split, new crop, bag 98 lbs. | 7 00 |
| Peas (green) | 0 10 |
| Peas (not), per bag 98 lbs. | 6 50 |
| Barley, pearl, per bag 98 lbs. | 7 50 |

**Two Cents Pound
Added to Coffees**

Montreal.
COFFEE, COCOA.—Two cents per pound has been added to the price of various coffees. This does not mean that they will not be advanced again, either, and one of the biggest importers here stated to CANADIAN GROCER that another advance of two to three cents would be quite in order. Another stated that, even with the increase of two cents this week, values were too low. It is a significant fact also, that the importers and jobbers are unwilling to make large sales, various customers still being held down to their present needs, when shipment is made.

The Brazil holdings have been piling up until the increase amounts now to one and a half million bags above normal. With the farmers delivering some 75,000 to 85,000 bags daily to the various ports for shipment later, the holdings will soon be immensely greater. No relief is in sight as to either price or supply here.

Cocoa is steady and very firm, but no changes have been made. It is stated that supplies here are ample for the present trade, which is large.

| | |
|----------------------|----------|
| Coffee, Roasted— | |
| Bogotas, lb. | 0 35 |
| Jamaica, lb. | 0 29 |
| Java, lb. | 0 42 |
| Maracaibo, lb. | 0 31 1/2 |
| Mocha, grades | 0 37 |
| Mexican, lb. | 0 30 |
| Rio, lb. | 0 29 |
| Santos, Bourbon, lb. | 0 32 |
| Santos, lb. | 0 32 |
| Cocoa— | |
| Bulk cocoa (sweet) | 0 27 |

**Tea Trade Quiet;
Will Move Later**

Montreal.
TEAS.—The week has brought no changes, and trading has been on the light side. Buyers have been careful to secure their immediate requirements, but not very far beyond that. It is now expected that there will be a greater activity within the next few weeks. Stock-taking will be well along after the middle of January, and then retailers will be more inclined to buy. Price tendencies still are strong and advance may be made ere long.

| | |
|--|------|
| Ceylon and Indias— | |
| Pekoe, Souchongs, per lb. | 0 47 |
| Pekoes, per lb. | 0 51 |
| Orange Pekoes | 0 55 |
| Japan Teas— | |
| Choice | 0 65 |
| Early Picking | 0 53 |
| Javas— | |
| Pekoes | 0 41 |
| Broken Orange Pekoes | 0 43 |
| Inferior grades of broken teas may be had from jobbers on request at favorable prices. | |
| Orange Pekoes | 0 46 |

**Spice is Active;
Prices Continued**

Montreal.
SPICES.—The markets are active and one jobber states that it is difficult to secure such supplies as his trade calls for. There is nothing to indicate an improvement in this respect, and with stocks none too heavy prices will probably rule steady and firm.

| | |
|---|--------------------|
| | 5 and 10-lb. boxes |
| Allspice | 0 30 |
| Cassia (pure) | 0 35 |
| Cloves | 0 75 |
| Cream of tartar | 0 95 |
| Ginger | 0 30 |
| Ginger (Cochin or Jamaica) | 0 30 |
| Mace | 0 80 |
| Mixed spice | 0 30 |
| Nutmegs | 0 45 |
| Pepper, black | 0 42 |
| Pepper, white | 0 48 |
| Pepper (Cayenne) | 0 35 |
| Pickling spice | 0 25 |
| Paprika | 0 65 |
| Turmeric | 0 28 |
| Tartaric acid, per lb. (crystals or powdered) | 1 30 |
| Cardamom seed, per lb., bulk | 2 00 |
| Caraway, Dutch, nominal | 0 80 |
| Cinnamon, China, lb. | 0 30 |
| Cinnamon, per lb. | 0 35 |
| Mustard seed, bulk | 0 35 |
| Celery seed, bulk (nominal) | 0 85 |
| Shredded cocconut, in pails | 0 21 |
| Pimento, whole | 0 20 |

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Honey Holds Firm;
Big Lots Moved**

Montreal.
HONEY, MAPLE PRODUCTS. — Honey has been held this week on a very steady basis. Movement has been very heavy, one large jobber reports, and big lots have changed hands at well-held prices. Several cars have been exported, and in view of the fact that the product is a desirable one as a table food, and in active demand, prices are likely to be held. Maple products are very firm and steady and the season is so far along that little supply can be expected to come forward.

| | |
|--------------------------------------|---------|
| Maple Syrup— | |
| 10-lb. cans, 6 in case, per case | \$15 10 |
| 5-lb. cans, 12 in case, per case | 17 10 |
| 2 1/2-lb. cans, 24 in case, per case | 18 50 |
| Maple Sugar (nominal) | 0 30 |
| Honey, Clover— | |
| Comb (fancy) | 0 30 |
| Comb (No. 1) | 0 28 |
| In tins, 60 lbs. | 0 26 |
| 30-lb. pails | 0 27 |
| 10-lb. pails | 0 28 |
| 5-lb. pails | 0 28 |
| Honey—Buckwheat, tins or bbls. | 0 23 |

**Oatmeals, Graham Flour,
Corn Flour Easier**

Montreal.
CEREALS.—The week's changes are those of slight declines for oatmeal, graham flour and corn flour. The sale of corn flour has declined materially, and in view of its restricted use there is likely to be plenty available on easier price basis than for some time. While rolled oats are easy, there has been no lowering of price, and, in fact, one miller has been asking a little more for supplies this week. Immediate changes are not looked for by some. Pot barley is quoted as low as \$4.60; pearl hominy at \$6.75 and rye flour at \$5.85 to \$6.25.

It is fully expected that the government will relieve holders of substitutes of their surplus, but some feel that the allowances will not enable them to get from under so that they will get invested money back.

| | | |
|--|-------|-------|
| Self-raising flour | ..... | ..... |
| 8-lb. pkgs., doz. | ..... | 2 90 |
| 6-lb. pkgs., doz. | ..... | 5 70 |
| Cornmeal, Gold Dust | ..... | 6 00 |
| Cornmeal | ..... | 4 70 |
| Barley, pearl | ..... | 6 25 |
| Barley, pot, 98 lbs. | ..... | 4 60 |
| Barley (roasted) | ..... | 7 50 |
| Buckwheat flour, 98 lbs. | ..... | 7 25 |
| (As to grade) | ..... | ..... |
| Cornflour, white (2 bags) | ..... | 10 00 |
| Rice flour | ..... | 8 75 |
| Hominy grits, 98 lbs. | ..... | 6 75 |
| Hominy, pearl, 98 lbs. | ..... | 6 75 |
| Graham flour | ..... | 5 70 |
| Oatmeal (standard-granulated and fine) | ..... | 5 30 |
| Oatmeal (packages) fine cut | ..... | 5 70 |
| Peas, Canadian, boiling, bush | ..... | 4 00 |
| Split peas | ..... | 8 00 |
| Rollled oats, 90-lb. bags | ..... | 4 85 |
| Rollled oats (family pack.), case | ..... | 5 50 |
| Rollled oats (small size), case | ..... | 1 95 |
| Rollled wheat (100-lb. bbls.) | ..... | 7 10 |
| Rye flour (Can.), 98 lbs. | ..... | 5 85 |
| Do. (American), 98 lbs. | ..... | 6 85 |
| Tapioca flour, lb. | ..... | 0 15 |

Flour Sales Light; Feeds Very Active

Montreal.
FLOUR AND FEEDS.—The sale of flour locally is very restricted. It is thought that the consumer is just buying from hand to mouth, anticipating a drop in the market, but this, the millers feel, is unlikely to come about. There is naturally a great deal of export business through the Government channels, and this will probably continue, Canada's nearness to Europe giving her a preferred position as regards delivery.

There is less price spread on feeds and these are in active request, with supplies still inadequate, some assert. Feed oats are easier and are quoted here at 98c per bushel.

| | | |
|---|-------|-----------------------|
| War Standard, Graham and Whole Wheat Flours— | ..... | ..... |
| Mixed car lots on track | ..... | 11 25 |
| Straight car lots on track (minimum 50,000 lbs. on track) (to bakers) | ..... | 11 25 |
| Add 20c for delivery for small lots. | ..... | ..... |
| Shorts, car lots on track | ..... | 42 25 |
| Bran, per ton, car lots on track | ..... | 37 25 |
| Crushed oats | ..... | 61 00 |
| Barley meal | ..... | 55 00 |
| Barley chop | ..... | 55 00 |
| Gluten feed (23% protein)— | ..... | ..... |
| F.O.B. Cardinal | ..... | 62 00 |
| F.O.B. Ft. William | ..... | 60 00 |
| Feed oats, per bushel | ..... | 0 98 |
| Shorts and bran delivered in Montreal | ..... | \$1.00 per ton extra. |

Celery Goes Up; Lettuce, Parsley

Montreal.
VEGETABLES.—Celery has advanced and the Montreal variety is selling at \$7 to \$8 per crate. California variety is also to hand this week and is quoted at \$10 per crate. Lettuce is firmer and Canadian parsley is selling up to 50c, an advance of 10c.

Sweet potatoes are firmer and the tendency is toward higher prices. Artichokes are on the market at \$1.75 per bag, but there are not enough of these to meet the demand.

| | | |
|------------------------------|-------|-------|
| Artichokes (bag) | ..... | 1 75 |
| Beans, new string (American) | ..... | ..... |

| | | | |
|-------------------------------------|-------|-------|-------|
| basket | ..... | 3 00 | 3 50 |
| Beets, bag | ..... | 0 75 | 1 00 |
| Brussels Sprouts, quarts | ..... | ..... | 0 15 |
| Brussels Sprouts (doz.) | ..... | ..... | 1 00 |
| Cucumbers, Boston (doz.) | ..... | ..... | 3 50 |
| Cauliflower (Montreal), doz. | ..... | 2 00 | 2 50 |
| Cabbage (Montreal), doz. | ..... | 0 50 | 1 00 |
| Cabbage, bbl. | ..... | ..... | 1 50 |
| Carrots, bag | ..... | 0 75 | 1 00 |
| Celery (Montreal), doz. | ..... | ..... | 1 00 |
| Do., crates (6-7 doz.) | ..... | 7 00 | 8 00 |
| Celery, California | ..... | ..... | 10 00 |
| Horseradish, lb. | ..... | ..... | 0 20 |
| Lettuce, curly (doz.) | ..... | 0 50 | 0 60 |
| Lettuce, Boston, box | ..... | ..... | 2 75 |
| Leeks | ..... | ..... | 3 00 |
| Mint | ..... | ..... | 0 60 |
| Mushrooms, lb. | ..... | ..... | 0 90 |
| Onions, Can., bag (75 lbs.) | ..... | 1 50 | 2 00 |
| No. 1 Yellow (75 lbs.) | ..... | 1 50 | 1 75 |
| No. 1 Red (75 lbs.), crate | ..... | 1 50 | 1 75 |
| Onions, Spring (Imported), doz. | ..... | 0 40 | 0 50 |
| Oyster Plant | ..... | ..... | 0 50 |
| Cranberries, gallon | ..... | 0 75 | ..... |
| Parsnips, bag | ..... | 1 25 | ..... |
| Parsley (Canadian) | ..... | ..... | 0 50 |
| Potatoes, Montreal new (90-lb. bag) | ..... | 1 60 | 1 75 |
| Potatoes (New Brunswick), bag | ..... | ..... | 1 90 |
| Potatoes (sweet), hamper | ..... | 3 25 | 3 50 |
| Romane | ..... | ..... | 0 50 |
| Spinach, box | ..... | ..... | 1 00 |
| Squash (Huber), doz. | ..... | ..... | 3 00 |
| Turnips, per bag | ..... | 1 00 | 1 25 |
| Tomatoes (hothouse), lb. | ..... | ..... | 0 35 |
| Watercress (Can.) | ..... | ..... | 0 50 |

Cranberries Cost More; Fruits Very Active

Montreal.
FRUITS.—Cranberries are moved up this week one dollar per barrel. Best variety are selling at \$15 and there is an apparently good supply for the holiday trade.

Oranges and lemons, and also grape-

fruit, have come to hand freely and are on a much better price basis than in previous weeks, and with one change from last report, for the best grades, which are sold at \$8.

There is a very active demand for grapes and fancy fruits, which are obtainable. Box apples are selling at \$3.50 in this market.

| | | |
|------------------------------------|-------|-------|
| Apples— | ..... | ..... |
| Baldwins | ..... | 6 00 |
| Blenheims | ..... | 4 50 |
| Wealthy (in bbls.), No. 1 | ..... | 7 00 |
| Do., No. 2 | ..... | 5 50 |
| Greenings | ..... | 6 50 |
| McIntosh Reds (best) | ..... | 8 00 |
| Gravensteins, No. 1 | ..... | 4 00 |
| Fameuse, No. 1 | ..... | 7 50 |
| Do., No. 2 | ..... | 6 50 |
| Spys | ..... | 7 00 |
| Russets | ..... | 6 00 |
| Kings, No. 1 | ..... | 6 00 |
| Do., No. 2 | ..... | 5 50 |
| Wagners | ..... | 5 25 |
| Apples (in boxes) | ..... | 3 50 |
| Bananas (fancy large), bunch | ..... | 4 50 |
| Cranberries, bbl. | ..... | 14 00 |
| Do., gal. | ..... | 0 75 |
| Grapes (California fancy), 4 bask. | ..... | 5 00 |
| Grapes— | ..... | ..... |
| Spanish Almeria, keg (heavy) | ..... | 11 00 |
| Do., (med.) | ..... | 10 00 |
| Tokays | ..... | 3 00 |
| Malagas | ..... | 4 75 |
| Emperor, keg | ..... | 5 50 |
| Grapefruit (fancy Porto Rico) | ..... | ..... |
| 80, 96, 112 | ..... | 4 50 |
| Lemons (fancy new Malagas) | ..... | 6 00 |
| Lemons (California) | ..... | 6 00 |
| Pears, Cal., eating, small box | ..... | 4 00 |
| Pears, California (110 size) | ..... | 5 50 |
| Oranges, Porto Rico | ..... | 5 00 |
| Oranges, Florida | ..... | 5 50 |
| Evergreen, bunch | ..... | 2 00 |
| Holly (crowns), doz. | ..... | 1 50 |

ONTARIO MARKETS

CHEESE IS FIRM AND HIGH

TORONTO, Dec. 11.—Holiday business is coming along splendidly, this being shown in an active demand for nuts, raisins, oranges, tangerines, apples and kindred lines. Supplies of fresh fruits are very good, and prices on oranges are lower. Cucumbers, hothouse tomatoes, lettuce, endives and Casaba melons are being offered for the Christmas trade. Coconut is high, and some additional lines of coffee move upward.

Sugar Outlook Unchanged at Present

Toronto.
SUGAR.—There is really very little new to report in the situation, and no great improvement in delivery is looked for prior to the end of this year. The refiners are not all operating as yet, and it is thought that it will be the first of the year before raw sugars are available in sufficient quantity to enable the refiners to catch up with the demands of the trade. During January and from then on improvement is looked for, although from this angle it is unknown what export business may develop. This being the case, it is a little hard to predict as yet what the future may have in store, but hopes are expressed that the experiences of the past year will not be repeated. The demand for icing sugars shows quite an improvement, and refiners have had great difficulty in meeting this.

| | | |
|---|-------|-------|
| Atlantic, extra granulated | ..... | 10 36 |
| St. Lawrence, extra granulated | ..... | 10 31 |
| Acadia Sugar Refinery, extra granulated | ..... | 10 36 |
| Can. Sugar Refinery, extra granulated | ..... | 10 26 |
| Dom. Sugar Refinery, extra granulated | ..... | 10 31 |
| Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1. | | |

Cocoanut Firm; Other Lines Strong

Toronto.
COCOANUT, OTHER LINES.—The market on cocoanut rules with a very firm undertone, quotations which are

being made to the trade ranging at the following levels: Ceylon, full boxes, 32c per pound; Edelwiss Desiccated, 32c; Featherstrip, 35c.

Supplies of Dominion salt in the new sized package have been received and quotations for the 5-lb. bags, 60 to barrel, are being made at \$5.50 per barrel to the country trade. Taylor's borax soap at \$7.75 per case and Diamond glass wash boards at \$6.30 per dozen, show advances in prices.

Molasses Remains Steady; Syrup Active

Toronto.

MOLASSES, SYRUPS.—There is a very steady tone in the market on molasses. Sales are limited to immediate needs of trade and orders are being taken care of quite well.

The demand for corn syrup is considered very good for this season of the year. Prices are holding steadily and as far as can be learned there is no immediate prospect of any change.

Corn Syrups—

| | |
|---|----------|
| Barrels, per lb. | 0 07 1/4 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | 4 80 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | 5 40 |
| Cases, 10-lb. tins, yellow, 1/2 doz. in case | 5 10 |
| Cases, 2-lb. tins, white, 2 doz. in case | 5 30 |
| Cases, 5-lb. tins, white, 1 doz. in case | 5 90 |
| Cases, 10-lb. tins, white, 1/2 doz. in case | 5 60 |
| Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls. | |

Cane Syrups—

| | | |
|-----------------------------------|------|----------|
| Barrels and half barrels, lb. | 0 08 | 0 08 1/2 |
| Cases, 2-lb. tins, 2 doz. in case | | 7 00 |

Molasses—

| | | |
|---|------|------|
| Fancy, Barbadoes, barrels | 1 05 | 1 10 |
| Choice Barbadoes, barrels | 0 95 | 1 00 |
| West India, 1/2 bbls., gal. | | 0 56 |
| West India, No. 10, kegs | | 6 50 |
| West India, No. 5, kegs | | 3 25 |
| Tins, 2-lb. table grade, case 2 doz., Barbadoes | | 4 90 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes | | 6 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes | | 5 30 |
| Tins, 10-lb., 1/2 doz. to case, Barbadoes | | 5 20 |
| Tins, 2-lb. baking grade, case 2 doz. | | 5 50 |
| Tins, 3-lb. baking grade, case of 2 doz. | | 7 40 |
| Tins, 5-lb. baking grade, case of 1 doz. | | |
| Tins, 10-lb., baking grade, case of 1/2 doz. | | |
| West Indies, 1 1/2, 48s | | 6 95 |

Canned Goods Quiet; Holding Firm

Toronto.

CANNED GOODS.—As a whole, trade is just a little quiet at the present time. This is a seasonable condition and there seems to be little prospect of any immediate improvement. The salmon outlook is no better, the trade still facing a period of uncertainty as regards this line. Gallon apples show a decline in quotation of \$4.35 dozen. Aylmer standard corn, 2s, is higher at \$2.40 per dozen. One line of pears is being quoted for 2s at \$2.00, with an advance to \$2.35 expected.

Salmon—

| | | |
|-----------------------|------|------|
| Seokyo, 1s, doz. | 4 00 | 4 50 |
| Seokyo, 1/2s, doz. | 2 40 | 2 50 |
| Alaska reds, 1s, doz. | 3 75 | 3 85 |
| Chumna, 1-lb. tins | 2 35 | 2 60 |
| Do., 1/2s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. tins | 2 35 | 2 40 |
| Do., 1/2s, doz. | 1 35 | 1 40 |

| | | |
|--|----------|----------|
| Coboes, 1/2-lb. tins | 1 85 | 1 90 |
| Coboes, 1-lb. tins | 3 45 | 3 75 |
| Red springs, 1-lb. tins | 3 65 | 3 95 |
| White springs, 1s, dozen | 2 30 | 2 35 |
| Lobsters, 1/2-lb., doz. | | 3 75 |
| Pilchards, 1-lb. tins, doz. | 1 90 | 2 15 |
| Canned Vegetables— | | |
| Beets, 2s | 1 90 | 2 30 |
| Tomatoes, 2 1/2s | 1 80 | 2 10 |
| Peas, standard | 1 50 | 1 95 |
| Peas, early June | 1 67 1/2 | 2 25 |
| Beans, golden wax, doz. | 2 00 | 2 10 |
| Asparagus tips, doz. | 3 42 1/2 | 3 45 |
| Asparagus butts | 2 00 | 2 02 1/2 |
| Corn, 2s, doz. | 2 40 | 2 60 |
| Pumpkins, 2 1/2s | 1 80 | 2 00 |
| Spinach, 2s, doz. | | 1 90 |
| Do., 2 1/2s, doz. | 2 52 1/2 | 2 55 |
| Do., 10s, doz. | 7 55 | 7 57 1/2 |
| Succotash, 2s, doz. | 2 30 | 2 35 |
| Pineapples, sliced, 2s, doz. | 3 20 | 3 50 |
| Do., shredded, 2s, doz. | 3 00 | 3 02 1/2 |
| Rhubarb, preserved, 2s, doz. | 2 07 1/2 | 2 10 |
| Do., preserved, 2 1/2s, doz. | 2 65 | 2 67 1/2 |
| Do., standard, 10s, doz. | 4 50 | 4 52 1/2 |
| Cherries, 2s | 2 75 | 2 90 |
| Peaches, 2s | | 2 87 1/2 |
| Pears, 2s | 2 35 | 2 87 1/2 |
| Plums, Lombard, 2s | 1 97 1/2 | 2 22 1/2 |
| Plums, Green Gage | 2 17 1/2 | 2 37 1/2 |
| Raspberries, 2s, H.S. | | 4 50 |
| Strawberries, 2s, H.S. | | 4 50 |
| Blueberries, 2s | 2 10 | 2 35 |
| Preserved Fruits, Pint Sealers— | | |
| Peaches, fruit sealers, doz. | 3 40 | 3 45 |
| Jams— | | |
| Apricot, 4s, each | | 0 84 |
| Black currants, 16 oz., doz. | 3 40 | 3 90 |
| Do., 4s, each | | 0 98 |
| Gooseberry, 4s, each | | 0 84 |
| Peach, 4s, each | | 0 82 |
| Red currants, 16 oz., doz. | | 3 45 |
| Raspberries, 16 oz., doz. | 3 40 | 4 25 |
| Do., 4s, each | 0 98 | 1 10 |
| Strawberries, 16 oz., doz. | 3 90 | 4 25 |
| Do., 4s, each | 1 08 | 1 10 |

No Dates for Christmas; Raisins Coming

Toronto.

DRIED FRUITS.—Latest advices seem to preclude the possibility of any dates arriving for Christmas. Licenses have been secured and forwarded to Washington, but a hitch seems to have developed between the Food Board and War Trade Board, which bids fair to delay shipments beyond the time for holiday trade. Raisins are reported rolling and a fair assortment will soon be available. Indications are that there will be no prunes come through. Advices from one Oregon packer stated that three or four cars had been loaded for Canada, but they had had to be diverted to United States points. This would indicate that no let-up on prunes is contemplated and peaches are in about the same boat. There is quite a good deal of activity in evaporated apples and prices to the trade are ranging around 16 1/2 to 17c per pound.

| | | |
|--------------------------------------|----------|----------|
| Apples, evaporated, Ontario | 0 16 1/2 | 0 17 |
| Apricots, unpitted | | 0 16 1/2 |
| Do., fancy, 25s | | 0 30 |
| Do., choice, 25s | 0 25 1/2 | 0 27 |
| Do., standard, 25s | 0 22 1/2 | 0 26 |
| Candied Peels, American— | | |
| Lemon | | 0 43 1/2 |
| Orange | | 0 45 1/2 |
| Citron | | 0 53 |
| Currants— | | |
| Grecian, per lb. | 0 26 | 0 26 |
| Australians, re-cleaned, 1/2 cs, lb. | 0 25 | 0 27 |
| Dates— | | |
| Excelstor, kgs., 3 doz. in case | 6 50 | 6 75 |
| Dromedary dates, 3 doz. in case | 7 50 | 7 75 |
| Figs— | | |
| Taps, lb. | | |
| Malagas, lb. | | |
| Comadre figs, mats, lb. | 0 13 | 0 14 |
| Cal., 4 oz. pkgs., 70s, case | | 5 00 |
| Cal., 8 oz., 20s, case | | 3 25 |
| Cal., 10 oz., 14s, case | | 2 25 |
| Cal., 10 oz., 12s, case | | 2 25 |
| Prunes— | | |
| 30-40s, per lb. | | 0 18 |
| 40-50s, per lb. | | 0 19 |

| | | |
|----------------------------------|----------|----------|
| 50-60s, per lb. | 0 16 1/2 | 0 18 |
| 70-80s, per lb. | 0 14 1/2 | 0 16 |
| 80-90s, per lb. | 0 13 1/2 | 0 14 1/2 |
| 90-100s, per lb. | 0 12 1/2 | 0 13 |
| 100-120s | | 0 10 1/2 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | | 0 24 |
| Choice, 25-lb. box, peeled | | 0 25 |
| Fancy, 25-lb. boxes | | 0 22 |
| Practically peeled, 25-lb. boxes | | 0 22 1/2 |
| Extra choice, 25-lb. box, peeled | | 0 26 |
| Raisins— | | |
| California bleached, lb. | 0 17 | 0 18 |
| Seeded, fancy, 1-lb. packets | 0 15 1/2 | 0 16 |
| Seedless, 16-oz. packets | | 0 16 |
| Seedless, Thompson's, 25s. | | 0 16 |
| Do., Bakers, Thompsons | 0 16 | 0 17 1/2 |
| 1 Crown Muscatels, floated, 50s | | 0 14 |
| Spanish, Connosieurs, 1/4 boxes | | 2 00 |
| Do., 22-lb. boxes | | 6 50 |
| Do., Extra Dessert, box | | 7 50 |

Indications Point to Strong Tea Market

Toronto.

TEAS.—There seems to be every indication that strong prices on teas can be expected. It is reported that already some export from United States ports has occurred and a reduction in stocks at United States points will exercise a stiffening influence on the market here. There is a fair amount of trading in teas, about the usual December business passing.

Ceylon and Indias—

| | | |
|---------------------------|------|------|
| Pekoe Souchongs | 0 46 | 0 48 |
| Pekoes | 0 48 | 0 56 |
| Broken Pekoes | 0 56 | 0 58 |
| Orange Pekoes | 0 58 | 0 60 |
| Broken Orange Pekoes | 0 60 | 0 62 |
| Javas— | | |
| Broken Pekoes | 0 45 | 0 48 |
| Japans and Chinas— | | |
| Early pickings, Japans | | 0 50 |
| Second pickings | 0 40 | 0 48 |
| Hyson Thirds, lb. | 0 40 | 0 48 |
| Do., Seconds | 0 50 | 0 55 |
| Do., sifted | 0 50 | 0 62 |

Market Holds Strong on Coffee

Toronto.

COFFEE.—The market holds very strong on coffee and no indication of a recession is in evidence. The market in Brazil is fluctuating, but the tendency remains for high prices. An advance of 1c per pound has been made in Chase and Sanborn's coffee, the new prices being as follows: 1/2 lb. tins, 45c per pound; 1 lb. tins, 44c; 2 lb. tins, 43c.

Coffee—

| | | |
|---------------------------|------|------|
| Java, Private Estate | | 0 45 |
| Java, Old Government, lb. | 0 38 | 0 40 |
| Bogotas, lb. | 0 37 | 0 38 |
| Guatemala, lb. | 0 36 | 0 37 |
| Maracaibo, lb. | 0 34 | 0 35 |
| Mexican, lb. | 0 38 | 0 39 |
| Jamaica, lb. | 0 38 | 0 34 |
| Blue Mountain Jamaica | | 0 48 |
| Mocha, lb. | 0 38 | 0 39 |
| Mocha, Arabian, lb. | | 0 40 |
| Rio, lb. | 0 27 | 0 32 |
| Santos, lb. | 0 32 | 0 33 |
| Santos, Bourbon, lb. | 0 34 | 0 36 |
| Ceylon, Plantation, lb. | 0 38 | 0 39 |
| Chicory, lb. | 0 30 | 0 33 |
| Cocoa— | | |
| Pure, lb. | 0 25 | 0 30 |
| Sweet, lb. | 0 20 | 0 24 |

Little Variation Shown in Spices

Toronto.

SPICES.—There has been little variation in the market on spices this week. The demand is very good and prices hold steady.

| | | |
|----------|------|------|
| Allspice | 0 18 | 0 25 |
| Cassia | 0 33 | 0 45 |
| Cinnamon | 0 45 | 0 60 |

| | | |
|---|-------|-------|
| Cayenne | 0 30 | 0 35 |
| Cloves | 0 75 | 0 85 |
| Ginger | 0 30 | 0 45 |
| Herbs — sage, thyme, parsley, mint, savory, marjoram | 0 40 | 0 70 |
| Pastry | 0 23 | 0 40 |
| Pickling spice | 0 22 | 0 30 |
| Mace | 0 90 | 1 10 |
| Peppers, black | 0 44 | 0 46 |
| Peppers, white | 0 50 | 0 55 |
| Paprika, lb. | 0 60 | 0 65 |
| Nutmegs, selecta, whole, 100s | 0 45 | 0 50 |
| Do., 80s | 0 55 | 0 65 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 40 | 0 55 |
| Celery seed, whole | 0 75 | 0 75 |
| Coriander, whole | 0 25 | 0 35 |
| Caraway seed, whole | 0 90 | 1 00 |
| Tumeric | 0 30 | 0 30 |
| Cream of Tartar— French, pure | 1 00 | 1 10 |
| American high test | ..... | ..... |
| 2-oz. packages, doz. | 2 00 | ..... |
| 4-oz. packages, doz. | 3 50 | ..... |
| 8 oz. tins, doz. | 6 75 | 6 85 |
| Tartarine, barrels, lb. | 0 21 | ..... |
| Do., 8 oz., doz. | 1 75 | ..... |
| Do., 16 oz., doz. | 3 25 | ..... |

Nut Markets

Generally Firm

Toronto.

NUTS.—The markets as a whole are quite steady and firm. Some fluctuations have occurred, but these are comparatively small. Brazils are firmly held locally with no prospect of any further shipments coming for sometime. The same is true of pecans. The demand for all lines is very fair and an improvement in sorting business is noticeable.

| | | |
|----------------------------|------|------|
| Almonds, Tarragonas, lb. | 0 26 | 0 30 |
| Butternuts, Canadian, lb. | 0 08 | 0 08 |
| Walnuts, California, lb. | 0 40 | 0 42 |
| Walnuts, Grenobles, lb. | 0 33 | 0 35 |
| Walnuts, Bordeaux, lb. | 0 34 | 0 35 |
| Filberts, lb. | 0 22 | 0 25 |
| Pecans, lb. | 0 30 | 0 30 |
| Cocanuts, Jamaica, sack | 9 00 | 9 50 |
| Peanuts, Jumbo, roasted | 0 24 | 0 25 |
| Brazil nuts, lb. | 0 30 | 0 32 |
| Shelled— Almonds, lb. | 0 45 | 0 50 |
| Filberts, lb. | 0 38 | 0 45 |
| Walnuts, lb. | 0 73 | 0 77 |
| Peanuts, Spanish, lb. | 0 17 | 0 18 |
| Do., Chinese, 30-32 to oz. | 0 14 | 0 15 |
| Brazil nuts, lb. | 0 35 | 0 35 |

**Bean Market Quiet;
Limas May Come**

Toronto.

BEANS—There is little that is new in the situation on beans. Prices are low but this has evidently proved no factor to stimulate interest in these. It is understood that licenses to import lima beans have been secured, but these are subject to Grain Board approval so the trade is still uncertain as to whether they will come. The market has strengthened since orders were placed two or three months ago and there may develop a tendency to curtail orders if not to cancel altogether.

| | | |
|--------------------------------------|-------|-------|
| Ontario, 1-lb. to 2-lb. pickers, bu. | 6 00 | 6 75 |
| Do., hand-picked | 7 00 | 7 00 |
| Can. White Kidney Beans, bush. | 8 40 | 9 00 |
| Japanese Kotenashi, per bush. | 7 00 | 7 00 |
| Rangoons, per bushel | 6 00 | 6 00 |
| Limas, per pound | 0 17½ | 0 17½ |

**Little New in
Rice Situation**

Toronto.

RICES.—There is little really new in the situation this week. Stocks are considered ample, but by no means heavy. Quotations received from the Coast this week show little change and prices locally are fairly well maintained.

| | | |
|-------------------------------|-------|-------|
| Texas, fancy, per 100 lbs. | 12 50 | 13 00 |
| Blue Rose Texas, per 100 lbs. | 12 75 | 13 50 |
| Honduras, fancy, per 100 lbs. | 13 00 | 13 50 |
| Siam, fancy, per 100 lbs. | 10 50 | 11 50 |
| Siam, second, per 100 lbs. | 10 00 | 11 00 |
| Japans, fancy, per 100 lbs. | 11 00 | 12 00 |
| Japans, second, per 100 lbs. | 10 00 | 11 00 |
| Chinese XX, per 100 lbs. | 9 00 | 10 50 |
| Do., Simiu | 13 00 | 13 00 |
| Do., Mujin, No. 1 | 12 00 | 12 00 |
| Do., Pakling | 11 50 | 11 50 |
| Tapioca, per lb. | 0 14½ | 0 15 |
| White Sago | 0 14½ | 0 16 |

**Package Goods
Holding Steady**

Toronto.

PACKAGE GOODS. — As a whole, package goods are steady. The demand is only fair, but prices generally have held at unchanged figures.

| | | |
|------------------------------------|------|------|
| PACKAGE GOODS | | |
| Rolled Oats, 20s round, case | 5 60 | 5 60 |
| Do., Do., 20s square, case | 5 60 | 5 60 |
| Do., Do., 36s, case | 4 00 | 4 00 |
| Do., Do., 18s, case | 2 00 | 2 00 |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Shredded Wheat, 36s, regular, case | 4 50 | 4 50 |
| Chooker Package Peas, dozen | 1 50 | 1 50 |

**Little Demand for
Honey; Maple Syrup**

Toronto.

HONEY, MAPLE SYRUP. — The demand for honey is considered poor and buying interest is light. Dealers intimate that it would be possible to buy at figures much below levels paid for supplies on hand, but they do not want any further stocks. There has been some export business on honey and had it not been for this stocks would have been at very unsatisfactory levels in view of light local demand. Maple syrup is without change.

| | | |
|------------------------------------|-------|-------|
| Honey— | | |
| Clover, 2½-lb. tins | 0 29 | 0 30 |
| 5-lb. tins | 0 28 | 0 30 |
| 10-lb. tins | 0 28 | 0 30 |
| 60-lb. tins | 0 27 | 0 28 |
| Comb, No. 1, fancy, doz. | 3 75 | 4 25 |
| Do., No. 2, doz. | 5 00 | 5 00 |
| Maple Syrup— | | |
| No. 1, 10-lb. tins, 6 to case | 15 10 | 15 10 |
| No. 2, 5-lb. tins, 12 to case | 17 10 | 17 10 |
| No. 3, 2½-lb. tins, 24 to case | 18 50 | 18 50 |
| No. 3, 32-oz. bottles, 24 to case | 16 70 | 16 70 |
| Gallon tins, Imperial, per gal. | 2 25 | 2 25 |
| 5-gallon tins, Imperial, per tin | 10 50 | 10 50 |
| Barrels, 25 or 40 Imp. gals., gal. | 2 00 | 2 00 |

**Oranges Lower;
Trade Improving**

Toronto.

FRUITS. — Oranges show a decline locally this week and already a brisker tone as a result of holiday trading is being felt. Primary points show a slight stiffening of values. Prices to-day are just about double at primary points what they were two years ago. There will be no Spanish Valencias available again this year. Navels are coming along fairly well and there seems to be a feeling that a stronger market may be looked for for Christmas. Grape fruit shows little change locally though primary points show a stiffer tendency. This is considered a result of removal of sugar restrictions, which may result in heavier demand for the fruit. Lemons are easier, though it is felt bottom has been reached and a fairly steady and firm market may be expected. Apples are strong, both on local stock and boxed apples from the United States. The ex-

port demand is the big factor in this stiffening of values. Locally there have been some slight recessions in one or two lines of box apples.

| | | | |
|---|-----------|-----------|-----------|
| Apples— | | | |
| 11-qt. basket | 0 30 | 0 50 | 0 50 |
| Do., B.C. McIntosh Reds, box | 2 85 | 3 25 | 3 25 |
| Do., B.C. Jonathans, box | 3 25 | 3 40 | 3 40 |
| Do., Rome Beauty, box | 3 25 | 3 50 | 3 50 |
| Do., Winesaps, box | 3 25 | 3 25 | 3 25 |
| Do., Delicious, box | 3 85 | 4 00 | 4 00 |
| Do., Spys, box | 2 25 | 3 00 | 3 00 |
| Do., Greenings, box | 2 15 | 2 75 | 2 75 |
| Do., Baldwins, box | 2 15 | 2 25 | 2 25 |
| Do., in Barrels. | No. 1 | No. 2 | No. 3 |
| Kings | 6 00 | 5 50 | 5 00 |
| Greenings | 5 50-6 00 | 4 50-5 50 | 4 00-5 50 |
| Baldwins | 5 50-6 00 | 5 00-5 50 | 5 50 |
| Spys | 7 00-6 00 | - | 4 50 |
| Russets | 5 50 | 5 00 | 5 00 |
| Tolman Sweets | 5 50 | 5 00 | 5 00 |
| Bananas, per lb. | 0 07 | 0 07½ | 0 07½ |
| Cranberries, Early Black, bbls. | 11 50 | 11 50 | 11 50 |
| Do., Late Howes, bbl. | 13 50 | 14 00 | 14 00 |
| Grapes— | | | |
| Do., Malagas, bbl. | 10 00 | 14 00 | 14 00 |
| Grapefruit— | | | |
| Florida, 36s, 46s | 4 00 | 5 00 | 5 00 |
| Do., 54s, 64s, 70s | 4 75 | 4 75 | 4 75 |
| Do., 80s, 96s | 5 00 | 5 00 | 5 00 |
| Oranges— | | | |
| Florida, 126s, 150s, 176s, 200s, Do., 288s, 324s | 4 50 | 6 00 | 6 00 |
| Florida, Pineapple Variety, all sizes | 6 50 | 6 50 | 6 50 |
| Florida Tangerines, all sizes, ½ box | 4 00 | 4 50 | 4 50 |
| California navels, 80s | 5 00 | 5 00 | 5 00 |
| Do., 96s, 100s | 6 00 | 6 00 | 6 00 |
| Do., 126s | 6 50 | 6 75 | 6 75 |
| Do., 176s, 200s, 216s, 250s | 7 00 | 7 50 | 7 50 |
| Mexicans, all sizes | 4 00 | 4 00 | 4 00 |
| Lemons, Cal., case | 5 50 | 6 00 | 6 00 |

**Little Interest in
Cabbage; Potatoes Down**

Toronto.

VEGETABLES.—There seems to be little interest in cabbage on this market. Prices range from \$1.25 to \$1.50 per barrel. The inquiry for onions is improving with fair supplies available, though no Spanish are available and none looked for in the immediate future at least. Potatoes are down, Ontarios selling at from \$1.50 to \$1.65 per bag and N.B. Delawares at from \$1.85 to \$1.90 in some quarters. Leaf and head lettuce, cucumbers, hothouse tomatoes, Endives and Casaba melons are available for the holiday trade.

| | | |
|------------------------------------|------|------|
| Beans, green, hamper | 4 50 | 5 00 |
| Cabbage, Can., bbl. | 1 25 | 1 50 |
| Carrots, bag | 0 75 | 1 00 |
| Celery, crates | 3 00 | 3 25 |
| Do., Fancy Thedford, case | 4 50 | 5 00 |
| Cucumbers, doz. | 3 50 | 3 50 |
| Endives, dozen | 1 25 | 1 25 |
| Lettuce, head, hamper | 3 50 | 4 00 |
| Do., leaf, dozen | 0 30 | 0 35 |
| Melons, Casaba, 6-8 to case, case | 2 75 | 2 75 |
| Mushrooms, 3-lb. boxes | 3 00 | 3 00 |
| Onions, Can. Yellow, 100-lb. bag. | 2 00 | 2 25 |
| Do., green, Shallots, doz. | 1 00 | 1 00 |
| Parsnips, bag | 1 00 | 1 25 |
| Potatoes, sweet kiln dried, hamper | 3 00 | 3 10 |
| Potatoes, Ontario, bag | 1 50 | 1 75 |
| Do., N.B. Delawares, bag | 1 85 | 2 15 |
| Tomatoes, Hothouse, lb. | 0 30 | 0 35 |
| Turnips, bag | 0 75 | 0 75 |

**Flour Situation
Without Special Feature**

Toronto.

FLOUR.—There is no special feature of interest in the situation on flour. There has been no change in standard of flour being milled and demands of the trade are being met without any trouble. The price is unchanged.

Continued on page 42

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., December 10.—Compound lard advanced ½c a pound. Gold Dust 15c in case lots. Gelatine and imported mustards are higher this week. China rice quoted at \$4.80 for No. 1 and \$4.10 for No. 2. Local mills expect to be able to deliver Farina this week, and the price will be around \$11.70. Navel oranges are \$5.50 to \$8.50; Floridas \$7; lemons \$8; grapefruit \$5.50 to \$7.50. Poultry is coming along in good quantities; dressed turkeys No. 1 35c, No. 1 chicken 25c.

| | | |
|------------------------------------|-------|-------|
| Beans, small white, per cwt. | 10 50 | 12 00 |
| Beans, small, ivory, lb. | 0 07 | 0 08 |
| Beans, Kootenashi | | 14 00 |
| Flour, 98s, per bbl. | 10 70 | |
| Rye flour, 49s, per bbl. | 10 60 | |
| Cornmeal, 24s, per bbl. | 11 00 | |
| Rolled oats, 80s | 4 50 | 4 60 |
| Rice, Siam, cwt. | 9 25 | 10 00 |
| Rice, China mat., No. 1 | | 4 80 |
| Do., No. 2 | | 4 10 |
| Tapioca, lb. | | 0 14 |
| Sago, lb. | | 0 14 |
| Sugar, pure cane, granulated, cwt. | 11 02 | |
| Cheese, No. 1, Ontario, large | 0 28 | 0 29½ |
| Butter, creamery, lb. | | 0 49 |
| Do., dairy, lb. | | 0 35 |
| Lard, pure, 3s, per case | 19 80 | |
| Eggs, new-laid, case | 18 00 | |
| Eggs, No. 1 storage, case | 16 00 | 16 50 |
| Candied peel, lemon, lb. | | 0 34½ |
| Do., orange, lb. | | 0 36½ |
| Do., citron, lb. | | 0 39½ |
| Tomatoes, 2½s, stand. case, spot. | 3 50 | 4 25 |
| Corn, 2s, case | 4 80 | 5 00 |
| Peas, 2s, standard case | | 3 50 |
| Apples, gals., Ontario, case | 2 20 | 2 85 |
| Strawberries, 2s, Ontario, case | | 8 50 |
| Raspberries, 2s, Ontario, case | 8 50 | 8 75 |
| Cherries, 2s, red, pitted | | 6 40 |
| Apples, evaporated, 50s, lb. | | 0 18 |
| 25s, lb. | | 0 18½ |
| Apricots, evaporated, lb. | 0 26 | 0 29 |
| Peaches, evaporated, lb. | 0 18 | 0 20 |
| Peaches, 2s, Ontario, case | | 4 75 |
| Salmon, pink, tall, case | 9 00 | 10 25 |
| Salmon, Sockeye, tall, case | 16 50 | 16 75 |
| Do., halves | | 18 50 |
| Potatoes, per ton | | 33 00 |
| Oranges, navels | 5 50 | 8 50 |
| Oranges, Florida | | 7 00 |
| Lemons, case | | 8 00 |
| Grapefruit | 5 50 | 7 50 |

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., December 10.—The decline in demand since the influenza epidemic shows its effect on lemon prices in a sharp reduction. They are now selling at \$6.50 to \$7.50; oranges are also easier, Florida \$6.50 to \$7, first of new crop California now due quoted in advance \$6 to \$8.50; grapefruit \$6 to \$8.50. Fresh eggs higher, 65c. American

clear pork has advanced and is now \$57 to \$63. Business continues good, with brisk demand for Christmas lines.

ST. JOHN, N.B.:

| | | |
|-----------------------------------|-------|-------|
| Flour, No. 1 patents, bbls., Man. | 12 65 | |
| Cornmeal, gran., bags | 7 00 | |
| Cornmeal, ordinary, bags | 3 65 | 3 75 |
| Sugar— | | |
| Standard, granulated | 10 35 | 10 40 |
| No. 1, yellow | 9 85 | 9 90 |
| Cheese, N.B., twins | 0 29½ | 0 30 |
| Eggs, fresh, doz. | | 0 65 |
| Eggs, case | 0 55 | 0 56 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | 0 48 | 0 50 |
| Butter, dairy, per lb. | 0 45 | 0 48 |
| Butter, tub | 0 43 | 0 45 |
| Margarine | 0 33 | 0 35 |
| Lard, pure, lb. | 0 35 | 0 35½ |
| Lard, compound | 0 28 | 0 28½ |
| American clear pork | 57 00 | 63 00 |
| Beef, corned, 1s | 4 90 | |
| Tomatoes, 3s, standard, case | 4 40 | |
| Raspberries, 2s, Ont., case | 8 80 | |
| Peaches, 2s, standard case | 6 00 | |
| Corn, 2s, standard case | 4 90 | |
| Peas, standard case | 3 30 | |
| Apples, gal., N.B., doz. | 4 00 | |
| Strawberries, 2s, Ont., case | 4 20 | |
| Salmon, Red, spring, cases | | |
| Pinks | 11 00 | 11 50 |
| Cohoos | 14 50 | 15 00 |
| Chums | | 8 50 |
| Evaporated apples, per lb. | 0 16½ | 0 17 |
| Peaches, per lb. | 0 22 | 0 23 |
| Potatoes— | | |
| Natives, per bbl. | 3 50 | 3 75 |
| Onions, Can., 75-lb. bags | 1 90 | 2 10 |
| Lemons, Cal. | 6 50 | 7 50 |
| Oranges, Cal., case | 6 00 | 8 50 |
| Oranges, Florida | 6 50 | 7 50 |
| Grapefruit, case | 6 00 | 6 50 |
| Bananas, per lb. | 0 09 | 0 10 |
| Apples, N.S. | 2 00 | 5 00 |

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., December 10.—Vancouver grocery wholesalers are generally pleased. Outside Christmas orders country trade has been much larger than last year, with a much larger demand for fancy lines. The city trade has been more conservative, buying as the demand suggests, though the demand for luxuries is larger than last year. The coffee market has stiffened and has advanced 3 cents a pound. The cheese market is a little firmer, Ontario 29½c. The potato market is slightly easier, Ashcrofts selling at \$42; Merritt \$40; Ladner \$38; local field run \$35. Fresh eggs are slightly easier, wholesaling at 74 per dozen.

| | | |
|---|-------|-------|
| Sugar, pure cane, gran., 100 lbs. | 9 45 | |
| Flour, war grade, Manitoba, per per bbl., in car lots | 10 80 | |
| Rice, Siam, No. 1, per ton | 4 20 | |
| Do., Siam, No. 2 | 1 85 | 1 90 |
| Rice, China, 44 lb. mats, No. 1 | 1 90 | 1 95 |
| Do., No. 2 | 1 75 | 1 80 |
| Beans Japanese, per lb. | 0 10 | 0 12 |
| Beans, B.C., white | 0 14½ | 0 15 |
| Potatoes, per ton | | |
| Potatoes, lowland | 35 00 | 40 00 |
| Potatoes, ashcroft | | 42 00 |
| Lard, pure, in 400-lb. tierces, lb. | | 0 34½ |

| | |
|----------------------------------|-------|
| Lard compound | 0 26½ |
| Butter, fresh made creamery, lb. | 0 52 |
| Cheese, Canadian | 0 29½ |
| Margarine | 0 35½ |
| Eggs, new-laid, in cartons, doz. | 0 74 |
| Do., storage | 0 62 |
| New Cal. figs, 70 4-oz. pkgs. | 5 25 |
| Almonds | 0 30 |
| Brazils | 0 30 |
| Filberts | 0 30 |
| Cal. Walnuts | 0 30 |
| Cal. Walnuts, No. 2 | 0 25 |
| Walnuts, Manchurian | 0 25 |
| Peanuts | 0 25 |
| Charge for roasting, per sack | 1 00 |
| Oranges, box | 16 00 |
| Lemons | 14 00 |

GENERAL MARKETS

Continued from page 41

FLOUR

| | |
|--|---------|
| Government Standard, 74% Extraction. | |
| Manitoba Wheat Flour, in carload shipments, on track, bbl. | \$11 25 |

Mill Feeds

Rule Unchanged

Toronto.

MILL FEEDS.—Mill feeds are quite active though there does not seem to be the pressing need of supplies which was in evidence a year ago. However, there is no accumulation of stocks in evidence as yet and it is not expected there will be. Prices remain unchanged.

MILL FEEDS—

| | |
|-----------------|-------------------|
| Bran, per ton | In carlots, track |
| Shorts, per ton | \$37 00 |
| | 42 00 |

Little Buying

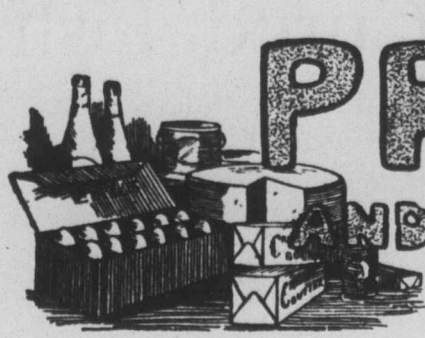
Interest in Cereals

Toronto.

CEREALS.—There is little buying interest apparent in cereals just at the present time and little improvement is looked for till after the turn of the year. The grain markets are fluctuating daily but although declines follow on the heels of sharp advances the tendency seems to be towards higher levels. There has been no definite announcement yet from the Food Board as to what might be expected in regard to substitute flour holdings in the hands of millers and dealers.

| | | |
|--------------------------------|-----------------|----------------|
| | Single Bag Lots | F.o.b. Toronto |
| Barley, pearl, 98s | \$6 25 | \$6 75 |
| Barley, pot, 98s | 5 00 | 5 20 |
| Barley Flour, 98s | 5 50 | 6 00 |
| Buckwheat Flour, 98s | 7 25 | 8 00 |
| Cornmeal, Golden, 98s | 5 15 | 6 00 |
| Do., fancy yellow, 98s | 4 65 | 5 40 |
| Corn flour, white, bbl. | 9 80 | 10 35 |
| Do., Government standard, bbl. | 9 35 | 10 15 |
| Hominy grits, 98s | 5 50 | 6 60 |
| Hominy, pearl, 98s | 5 25 | 6 10 |
| Rolled Oats, 90s | 5 10 | 5 25 |
| Oatmeal, 98s | 5 85 | 6 00 |
| Potato Flour, lb. | | 0 18 |
| Oat Flour | 5 50 | 6 20 |
| Rolled wheat, 100-lb. bbl. | 6 75 | 7 00 |
| Rice Flour, per 160 lbs. | 9 50 | 12 00 |
| Rye Flour, 98s | 6 50 | 7 25 |
| Peas, split, lb. | 0 07½ | 0 09½ |
| Blue peas, lb. | 0 11 | 0 15 |

Above prices give range of quotations to the retail trade.



PRODUCE AND PROVISIONS

Christmas Turkeys High and Scarce

Supplies May be Adequate at High Prices, But Lower Than Former Years—Stocks in Other Lines of Poultry Better Than Normal—No Likelihood of Lower Prices

INDICATIONS are that Christmas turkeys will be high in price and none too plentiful. There have been fair supplies arriving during the past month but these have been no more than enough to take care of current demands. What may develop in the next couple of weeks is just a little uncertain, but it is significant that in some quarters at least this week, buying prices have increased about 5 cents per pound.

The trade as a whole seems to feel that there will be enough turkeys for Christmas. However, they admit that supplies coming to hand are not as heavy as might have been expected. This being the case it is more than likely the prices will be maintained at a very high level. Buying prices to-day for live turkeys are up to 35c and dressed turkeys are bringing 40c per pound.

November figures on the export of Canadian poultry are not yet available. However, September figures show that in dressed poultry Canadian exports reached a total of \$40,050. In October the export of dressed poultry amounted to \$13,400 and the export of live poultry amounted to \$48,975. These figures represent a considerable amount of poultry and this export demand has undoubtedly been one factor which has resulted in prices on the Canadian market remaining at such high figures.

General Storage Stocks Good

As a whole the feeling is general that storage stocks of poultry in Canada will exceed those of one year ago. Consuming demand though fair has been curtailed with the result that with the possible exception of turkeys and ducks, supplies on hand are quite heavy. Very few turkeys have been marketed, but receipts of geese have jumped heavily with the result they are now plentiful. Fowl and chickens are also in good supply and ducks are considered ample to meet demands from the trade.

Similar conditions generally would seem to exist in the United States markets. Reports from there received since their Thanksgiving, which was held the

last Thursday in November, state that at some points the demand for turkeys was quite equal to the receipts, with the result that a very satisfactory clean-up is recorded. There were other points, however, which reported the wind-up before the holiday as anything but satisfactory. This resulted in many late arrivals of dressed turkeys being sent to the freezers to avoid losses.

The last statement available on frozen poultry issued by the United States Government on storage stocks November 1 shows at that time a marked decrease in number of turkeys on hand. All other lines register an increase. The figures are given as follows:—

| | POULTRY* | | | |
|-------------------------|---------------------|--------------------|--------------------|----------------|
| | Storages Reporting. | Nov. 1, 1917. Lbs. | Nov. 1, 1918. Lbs. | Inc. or Dec. % |
| Broilers | 162 | 4,196,569 | 8,327,467 | +98.4 |
| Roasters | 154 | 5,191,033 | 6,012,326 | +15.8 |
| Fowls | 174 | 3,301,493 | 6,502,977 | +97.0 |
| Turkeys | 157 | 6,484,935 | 1,080,144 | -83.3 |
| Miscellaneous | 200 | 4,600,383 | 8,077,992 | +75.6 |
| Total poultry.. | 247 | 23,774,413 | 30,000,906 | +26.2 |

This heavy accumulation of stocks is in part due to high prices with a consequent falling off in domestic demand, but also to a distinct curtailment of export businesses. The latest figures which have been possible to secure show that in August, 1917, export of poultry from the United States amounted to \$201,700; while in August, 1918, the exports were only \$29,193. For the eight months' period from January to August inclusive the export of poultry from the United States in 1917 amounted to \$1,484,399. For the eight months' period in 1918 the exports were only \$667,537. These figures are quite probably a result of the impossibility of securing ships to take these goods overseas.

Small Probability of Lower Price

Whether the cessation of hostilities will mean an early resumption of export business and maintained prices or whether more essential foodstuffs will be allotted shipping space is still a question. At any rate there seems little

prospect that lower levels will be reached before the end of the year.

Supplies generally continue to reach the Canadian markets in fairly good quantities. The grade of poultry coming to hand shows much improvement over that which was recorded available a month or six weeks ago. The big demand as far as the wholesalers are concerned will take place during next week. They are looking forward to big business, and it is quite possible that the holiday demand will extend to a greater extent to other lines of poultry than turkey than is usually the case.

MONTREAL CITY TAKES ACTION AGAINST BUTCHER

The city courts have been considering a case against a local butcher, one J. Archambault, which may have an interesting bearing on the location of various shops selling meat in the city.

It appears that the city by-law claims that no butcher shop shall be operated within a distance of 500 yards of any of the public markets. The distance of the shop in question is stated to be a few yards less than the prescribed distance, and yet evidence was produced to the effect that the Administrative Commission had given permission to another applicant for the opening of a butcher shop within a much shorter distance of another public market in the city. Judgment was given, but was subsequently suspended, in view of the last-mentioned evidence.

COTTONSEED OIL TO BE EXPORTED

It is stated that permission has been granted for the export of 100,000 barrels of cottonseed oil. If this be the case there is expected to be a firming of the market for shortening and kindred products using edible fats in the manufacture thereof. This information is not confirmed at the time of writing this report, but there are reasons to give it credence.

Stimulating Demand for Cured Fish

Should be Best Season For Many Grocers—Display Will Help Increase Sales—Take Advantage of Publicity Given Use of Fish to Make an All-the-year Seller—Eternal Vigilance an Important Essential

THE season of the year has arrived when customers are looking for the appetizing food which the return of cold weather demands. The wide-awake grocer can greatly stimulate his business in smoked and cured fish if he so desires. Selling more or less canned fish, he is in the splendid position of having a start on which to build a bigger and a better business. And the present season will be an ideal time to make greater strides in the anticipated development than has been possible in normal seasons; the demand for fish has been on the increase. What the grocer can now do is to take advantage of the additional wide publicity which the Food Board has given to the use of fish and go after the business with renewed energy, and with good profits possible he ought not to let the opportunity pass.

A Fall Weather Food

Fish, in its varied forms and varieties, is a very attractive food for the fall and winter months. It lends itself to being prepared in many ways, and the number of ways is sometimes greater than a casual thought would suggest.

For the present time and for many weeks ahead, the use of smoked varieties of fish will be quite general. It might be stimulated materially by a consistent advertising campaign. This ought to be of two kinds, at least. In the first place the newspaper story, and this to be followed with attractive display, not in the windows only, but as well within the store itself.

Suggestion will do much to create demand, and if the policy that some have adopted were more generally followed, the sales of fish would increase materially with many storekeepers. These suggestions may be in the nature of recipes for various fish. These will serve to whet the appetite, if they are also used in the newspaper advertising.

Make Display Now

Since this is the time of year when there will be a demand for smoked, salted and cured fish, advantage may be taken of this in preparing windows of these lines. By way of suggestion the principal sellers for the grocer now will be bloaters, haddies, codfish in various forms, fillets, kippers and oysters. These will be the extras, for the fish department of the modern grocery has the many varieties of canned fish already, and there is every advantage in creating a regular fish department, if there is not already one, and in keeping these lines together. A little reflection will suggest the neat display that might be arranged.

It was suggested to the writer that a display might be made in one corner

of the store. This would be improved if there were a "backing" built of beaver board, or some other material. This will enable the clerk in charge to tastefully display the canned lines as a background, and then the smoked and cured fish may be placed about, on a low counter or on tables. To use here, a few fresh vegetables and fruits will help make a very attractive corner. Try this out, for it will cost but little, and the results ought to repay you.

Attractive Windows

A little bit of color in the display window will have a very excellent effect and will make a real impression on the passerby. If you haven't a backing to the window, one can be readily made at small cost. This will enable the window dresser to use canned varieties of fish to add to the value of the display. In addition to the canned fish, packages of codfish may be used to advantage.

Many of the large wholesale fish dealers will be pleased to send cards or lithographs. Write them for these and use them on the window backing. This will give the "color" above referred to. Then a little crepe paper of attractive green shade will be fine for making up small rosettes, to be sparingly used in bringing out the attraction desired.

On the floor of the window vegetables may be used to advantage, and a few raised boxes will be useful. Use white paper here, either wrapping paper or white crepe paper will answer.

And when all is properly placed, do not forget the cards. Some fine suggestions for making neat cards were given in the last issue of CANADIAN GROCER. Are you not going to make your fish department a winner? Try it out this fall and winter. Aim to sell fish the whole year around and the eternal vigilance of the grocer of to-day will serve to bring him the results he desires.

ONTARIO GOVT. FISH SCHEME IN DISPUTE

Profits Not Quite as Satisfactory as Claimed, States Financial Paper—Merchants Complain of Service, and Uncertainty of Supply.

The Ontario Government's fish scheme, according to the report of the department under which it was conducted, was an entire success. It appears, however, that there is room for a difference of opinion on this matter. For instance, the *Financial Post* has this to say regarding the question in an editorial entitled: "Profits for the People" in a recent issue:

Another Viewpoint

"The Ontario Government's fish scheme is announced by the Department having it in charge to have been a mar-

vellous success, and to have shown a net profit of some \$14,000. On the face of it, taking the figures given by the Department, a catch of 3,000,000 and a total selling price of \$234,594.65, it is a little difficult to see where the profit is derived. A little figuring will demonstrate that, taking these figures as accurate, the whole catch was marketed for something less than 8 cents a pound.

The most satisfactory buying price the Ontario Government was able to obtain was in the Government owned waters of Lake Nipigon. Here the price paid was \$5.75 per hundred pounds. To this must be added boxing charges of 50 cents, and express charges of \$2.00. This with the distributing charge would bring the cost of the cheapest fish to something over 8 cents a pound, which appears to have been the average selling price.

The fish from Lake Huron and Lake Erie were paid for at rate of between 8 and 9 cents a pound to the fishermen. Express charges added another cent, and the distributing company got still another cent a pound, while 11½c was the Government selling price. Even at the best there is not much profit to be derived from this source, and the figures noted above are an evidence that conditions could not always have been as favorable even as this.

It is known of course that the Ontario Government conducted a satisfactory little business in exporting sturgeon to New York. These were purchased at 6½ cents a pound and sold at 33 to 35 cents a pound, while the handling charges were not materially higher than to Ontario points. This was satisfactory business, though hardly likely to benefit the Ontario consumer, which was of course the reason the Provincial Government gave for demanding that 20 per cent, of the Ontario fishermen's catch should be available at any time for their needs.

Even admitting that there was a nice profit here, it is hard to understand the other figures, unless this little matter was kept as an entirely different affair, for there is an item of \$25,000 for docks and sheds at Lake Nipigon, and that item of \$14,000 of net profit, while the costs and the selling price are so nearly the same that there appears to be no room for any profit whatever."

Dealers Not Satisfied

There has been a good deal of dissatisfaction among dealers who have depended on Government fish. It arrived often late, and often as a consequence, somewhat the worse for wear. It was so comparatively scanty in supply, that the buyer was in the position of having to accept it, or of having his supply cur-

(Continued on page 47)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 11.—Outstanding features of the provision, fish and poultry markets this week are confined to an advance for new-laid eggs, a firming of the position on live hogs, shortening, butter and cheese, while turkeys are higher and fish firm, with oysters likely to advance.

The hog market rules with a steady and firm undertone. Packers have been ready buyers for all the abattoir stock, and the larger receipts have been promptly absorbed by them at full prices. Lard also is firm and may advance again soon.

1,300 Hogs at \$18.50, Packers Buy Many

Montreal.

PROVISIONS.—Prices of hogs are firming, with \$18.50 the ruling price this week. Some 1,300 were received on Monday and sold readily at this figure, packers bidding actively for all supplies. It looks as though this position would rule still, as there is a heavy sale for export account and the demand is expected to hold right along. Provisions are steady, but rather on the quiet side in point of sales. Some hams and cured meats are selling, but in rather limited lots. It will not be a surprise if an advance is made in barrel pork in the immediate future, the prices having advanced \$4 a barrel in Chicago.

| | | |
|----------------------------------|--------|-------|
| Hogs, Dressed— | | |
| Abattoir killed, small | 25 00 | 25 50 |
| Do., heavy, 225-275 lbs. | 24 50 | |
| Hogs, live | | 18 50 |
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 16-25 lbs. | 0 35 | 0 36 |
| Large, per lb. (wgh.) 25-35 lbs. | 0 32 | 0 33 |
| Bacon— | | |
| Plain | 0 43 | 0 44 |
| Boneless, per lb. | 0 46 | 0 47 |
| Bacon— | | |
| Breakfast, per lb. | 0 43½ | 0 44 |
| Roll, per lb. | 0 33½ | 0 34½ |
| Dry Salt Meats— | | |
| Long clear bacon, ton lots | 0 29 | 0 29½ |
| Long clear bacon, small lots | 0 29½ | 0 30 |
| Fat backs, lb. | 0 29½ | 0 30 |
| Cooked Meats— | | |
| Hams, boiled, per lb | 0 53 | 0 54 |
| Hams, roast, per lb. | 0 53 | 0 54 |
| Shoulders, boiled, per lb. | 0 46 | |
| Shoulders, roast, per lb. | 0 48 | |
| Barrel Pork— | | |
| Canadian short cut (bbl.) | 556 00 | |
| Clear fat backs (bbl.) | 58 00 | |
| Short cut clear pork (bbl.) | 56 00 | |
| Heavy mess pork (bbl.) | 53 00 | |
| Bean pork (bbl.) | 52 00 | |

Lard Holds Firm, May Advance

Montreal.

LARD.—Beyond a little wider spread in the quotable basis, there is a decided firmness in all fats, and this applies as well to lard. The demand is not particularly heavy, but in view of the firm position for edible fats of various kinds and considering the needs abroad, there is likely to be no recession of values here.

| | | |
|----------------------------|-------|-------|
| Lard, pure— | | |
| Tierces, 400 lbs., per lb. | 0 31 | 0 32 |
| Tubs, 50 lbs. | 0 31½ | 0 32½ |
| Pails, 20 lbs., per lb. | 0 31½ | 0 32¾ |
| Bricks, 1 lb., per lb. | 0 32½ | 0 34 |

Shortening Steady, May Be Higher

Montreal.

SHORTENING.—The market is steady and without actual change of price being made. Notwithstanding this, it is fully expected that the market will hold and prices may even advance. The report that export for 100,000 barrels of cottonseed oil has been arranged will have a stiffening effect here on shortening, and in view of the active request and great need everywhere for edible fats, importers are convinced that the market will rule strong.

| | | |
|----------------------------|-------|-------|
| Shortening— | | |
| Tierces, 400 lbs., per lb. | 0 26½ | 0 26¾ |
| Tubs, 50 lbs. | 0 27 | 0 27¼ |
| Pails, 20 lbs., per lb. | 0 27¼ | 0 27½ |
| Bricks, 1 lb., per lb. | 0 28½ | 0 28¾ |

Market is Held on Margarine

Montreal.

MARGARINE.—The position of margarine is without feature this week, sales being steady and maintained fairly. Price basis has held and the better qualities are in demand for the most part.

| | | |
|-----------------------------------|------|------|
| Margarine— | | |
| Prints, according to quality, lb. | 0 34 | 0 35 |
| Tubs, according to quality, lb. | | 0 30 |

Butter Very Firm, is Less Spread

Montreal.

BUTTER.—Prices are very firm and the spread is less this week, although no actual advance is recorded. The consumption continues to be decidedly heavy and in view of this fact some look for increases in the near future. The receipts are fair, 4,768 packages coming to this market last week. With creameries closed, or closing, and with demand from all points very active, an advance will not come as a surprise.

| | | |
|---------------------------|------|------|
| Butter— | | |
| Creamery prints (storage) | 0 52 | 0 53 |
| Creamery solids (storage) | 0 51 | 0 52 |
| Dairy prints, choice | 0 44 | 0 45 |
| Dairy, in tubs, choice | 0 42 | 0 43 |

Cheese is Steady, Little for Export

Montreal.

CHEESE.—The highest prices on record were paid this week on the

Brockville Cheese Board, and while this has no direct bearing on the market here, it is expected that the price for cheese this winter will rule high. The scarcity of supplies will account for this firm undertone, for, while the local stocks available are small, cheese cannot be expected to sell low. It is reported that Montreal is carrying over less cheese, now that export season is finished, than for a long time. Sales in a general jobbing way have been maintained on a more or less active basis.

| | | |
|----------------------------|-------|--------|
| Cheese— | | |
| Large, per lb. | 0 28 | \$0 28 |
| Twins, per lb. | 0 28½ | 0 28½ |
| Triplets, per lb. | 0 27½ | 0 28 |
| Stilton, per lb. | | 0 30 |
| Fancy, old cheese, per lb. | 0 29 | 0 30 |

Few Fresh Eggs, Quoted at 75c-80c

Montreal.

EGGS.—An advance for new-laid eggs is made this week and the prices to the trade are now from 75 to 80c per dozen. Even at these figures there is little stock available and the few farmers whose pullets are laying have but a few cases to send along each week. There is an excellent demand for all that might be sent forward. Storage stock is naturally being drawn upon heavily every week with a large consequent reduction in holdings.

| | | |
|----------|------|------|
| New-laid | 0 75 | 0 80 |
| Selects | 0 53 | 0 54 |
| No. 1 | 0 49 | 0 50 |
| No. 2 | | 0 47 |

Turkeys Up to 45c, Demand Expected

Montreal.

POULTRY.—Buyers in the country are paying up to 45c per pound for turkeys and there seems to be an active bidding for supplies. This has served to make prices soar, and it is expected that quotations will remain high until after Christmas, the outlook for a big trade in poultry promising well, even at the high prices.

Geese are unchanged although the price range is wider, with 28c to 30c asked by the produce men, from the retailer.

| | | |
|-----------------------------------|------|--------|
| Chickens, roast (3-5 lbs.) | | |
| | | \$0 38 |
| Chickens, roast (milk fed) | | |
| | | 0 43 |
| Broilers (3-4 lb. pr.) | | |
| | | 0 40 |
| DUCKS— | | |
| Brome Lake | | 0 47 |
| Young Domestic | | 0 38 |
| Turkeys (old toms), lb. | | 0 43 |
| Turkeys (young) | 0 43 | 0 45 |
| Geese | 0 28 | 0 30 |
| Old fowls | | 0 36 |

Oysters May Be Up 15c, Fish Firm

Montreal.

FISH.—The tendencies are that oysters will be higher. The local or home-produced variety are about sold out and this will mean that all stock must be imported. The Christmas trade

will have to pay more for both the shell and bulk varieties, the latter to cost 10 to 15c per gallon more, in all probability. Ember days coming next week are expected to make for greater use of fish and the jobbers are well supplied to take care of the anticipated demand. The tendencies in a general way are all firm.

| SMOKED FISH | | |
|---|-------|-------|
| Haddies (fresh cured) | 0 16 | 0 17 |
| Haddies, fillet | 0 19 | 0 20 |
| Smoked herrings (med.) per box | 0 25 | 0 26 |
| Smoked cod | 0 16 | 0 16 |
| Bloaters, per box 60/100 | 2 00 | 2 25 |
| Kippers, per box 40/50 | 2 50 | 3 25 |
| SALTED AND PICKLED FISH | | |
| Haddock (per bbl.), 200 lbs. | 16 00 | |
| Herring (Labrador), per bbl. | 14 50 | 15 00 |
| Herring (Labrador), 1/2 bbls. | 7 50 | 7 75 |
| Herrings, No. 1 lake (100-lb. keg) | 6 00 | |
| Salmon (Labrador) per bbl. | 27 00 | 28 00 |
| Do., tierces | 38 00 | |
| Salmon (B.C. Red) | 26 00 | |
| Sea Trout, red and pale, per bbl. | 20 00 | 25 00 |
| Sea Trout (1/2 bbls.) | 10 50 | 13 00 |
| Green Cod, No. 1, per bbl. (med.) | 21 00 | |
| Green Cod (large bbl.) | 22 00 | |
| Mackerel, No. 1, per bbl. | 32 00 | |
| Mackerel (1/2 bbl.) | 16 50 | |
| Codfish (skinless), 100-lb. box | 16 00 | |
| Codfish, 2-lb. blocks (24-lb. case) | 2 20 | |
| Codfish (skinless), blks. "Ivory" | | |
| Brand, lb. | 0 18 | |
| Codfish, boneless, lb. (according to package) | 0 16 | 0 20 |
| Codfish, shredded, 12-lb. box | 2 20 | |
| Eels, salted | 0 16 | 0 17 |
| Pickled turbot, new, bbls. | 17 50 | 18 00 |
| Do., half barrels | 7 50 | 8 50 |
| Cod, boneless (20-lb. boxes), as to grade | 0 20 | 0 23 |
| Cod, strip (30-lb. boxes) | 0 22 | |
| Cod, dry (bundles) | 16 00 | |
| SHRIMPS, LOBSTERS, OYSTERS | | |
| Lobsters, medium and large, lb. | 0 50 | |
| Prawns, lb. | 0 32 | |
| Shrimps, lb. | 0 30 | |
| Scallops, per gallon | 4 00 | |
| OYSTERS— | | |
| Mapleque shell (bbl.) (choice) | 15 00 | |
| Malpeque, ordinary (11) | 12 00 | |

TORONTO

TORONTO, December 11.—Higher prices on cheese, with every indication that even higher levels will be reached in the market on this commodity this week. A shading of prices of shortening is noticeable, and large orders for lard are being accepted at a reduction from last week's levels of around 1/2c. An effort to reduce live hogs 50c from high point reached late last week was being exerted.

Live Hogs to Come Down? Meats

Toronto. PROVISIONS.—An effort is being made to bring live hogs down 50c from high point reached towards end of last week of \$18.75 per cwt., fed and watered. The market is just a little unsettled and the size of the run may determine the price.

There has been no quotable change in dressed meats so far this week. The demand is maintained at very satisfactory levels and outlook for continued good business promising.

| | | |
|---------------------------------------|----------|----------|
| Hams— | | |
| Medium | 0 40 | |
| Large, per lb. | 0 34 | 0 35 |
| Bacon— | | |
| Plain | 0 46 | 0 48 |
| Trimmed, with rib in | 0 47 | 0 47 |
| Boneless, per lb. | 0 51 | 0 52 |
| Bacon— | | |
| Breakfast, per lb. | 0 38 | 0 43 |
| Roll, per lb. | 0 32 | |
| Wiltshire (smoked sides), lb. | 0 36 1/2 | 0 37 1/2 |

| | | |
|--------------------------------------|-------|-------|
| Bontouche, best | 12 00 | |
| Ordinary, No. 1, gal. | 2 50 | |
| Cape Cod shell oysters, bbl. | 14 00 | 15 00 |
| 5 gal. (wine) cans | 12 00 | |
| 1 gal. (wine) cans | 2 50 | |
| 7 gal. (wine) cans | 7 25 | |
| Oyster pails (pints), 100 | 1 50 | |
| Oyster pails (quarts), 100 | 2 10 | |
| Clams, med. bbl. | 10 00 | |

| FRESH FROZEN SEA FISH | | |
|------------------------------------|----------|------|
| Herring, large sea, lb. | 0 09 | 0 10 |
| Herring, frozen, lake, lb. | 0 07 | 0 08 |
| Halibut | 0 23 | 0 24 |
| Halibut (medium) | 0 24 | 0 24 |
| Haddock | 0 08 1/2 | 0 09 |
| Mackerel | 0 16 | 0 17 |
| Cod—Toms, bbl. | 4 50 | 5 00 |
| Cod Steak, fancy, lb. | 0 11 1/2 | 0 12 |
| Salmon, red | 0 22 | 0 23 |
| Salmon, pale | 0 15 | 0 16 |
| Salmon, Gaspe | 0 25 | 0 26 |
| Swordfish | 0 21 | 0 22 |

| FRESH FROZEN LAKE FISH | | |
|-----------------------------|----------|----------|
| Pike, lb. | 0 11 1/2 | 0 12 |
| Perch | 0 12 1/2 | 0 13 |
| Whitefish, lb. | 0 15 1/2 | 0 16 |
| Whitefish (small) | 0 11 1/2 | 0 12 1/2 |
| Lake trout | 0 19 | 0 20 |
| Eels, lb. | 0 16 | 0 16 |
| Doree | 0 15 1/2 | 0 16 |

| FRESH FISH | | |
|-------------------------------------|----------|------|
| Haddock | 0 10 | 0 12 |
| Steak cod | 0 11 1/2 | 0 12 |
| Market cod | 0 07 | 0 08 |
| Carp | 0 09 | 0 10 |
| Dore | 0 19 | 0 20 |
| Lake trout | 0 19 | 0 20 |
| Pike | 0 12 | 0 13 |
| R. C. Salmon | 0 25 | 0 26 |
| Salmon (Gaspe) | 0 27 | 0 28 |
| Gaspereaux, lb. | 0 06 | 0 06 |
| Western Halibut | 0 25 | 0 26 |
| Eastern Halibut (chicken) | 0 23 | 0 23 |
| Eastern Halibut (med.) | 0 26 | 0 26 |
| Flounders | 0 09 | 0 10 |
| Perch | 0 10 | 0 10 |
| Bullheads | 0 15 | 0 15 |
| Whitefish | 0 19 | 0 20 |
| Whitefish (small) | 0 09 1/2 | 0 12 |
| Mackerel, lb. | 0 17 | 0 18 |
| Mackerel, lb. | 0 15 | 0 16 |
| Smelts, No. 1 | 0 17 | 0 18 |
| Smelts, No. 2 | 0 11 | 0 12 |
| Smelts, No. 2 | 0 12 | 0 13 |
| Shad | 0 15 | 0 16 |
| Swordfish | 0 25 | 0 25 |

maintained, a condition expected to be kept up for about another week.

In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Shortening Down 1/2c in Some Quarters

Toronto. SHORTENING.—Prices have been shaded 1/2c to 25 1/2c per pound tierce basis in some quarters. The demand is quite satisfactory and supplies ample with indications that cottonseed oil will be available in quantities sufficiently large for trade's requirements.

Shortening, tierces, 400 lbs., lb., \$0 25 1/2 \$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Little Interest Noted in Margarine

Toronto. MARGARINE.—The market is without any special feature this week. The demand is light and altogether the tone of the market is very quiet. Prices are unchanged at levels shown herewith.

| Margarine— | | |
|--------------------------------------|--------|--------|
| 1-lb. prints, No. 1 | \$0 33 | \$0 35 |
| Do., No. 2 | 0 31 | 0 33 |
| Do., No. 3 | 0 27 | 0 28 |
| Solids, 1c per lb. less than prints. | | |

Prices Hold Steady on Butter

Toronto. BUTTER.—Prices show no disposition to change during the week. There is a very good movement of storage butter, but the fresh made creamery is not quite so active. Supplies coming to hand are rather limited, and it is expected that this condition will prevail for some little time. However, there is sufficient butter to meet the requirements of the trade. The prices follow:

| | | |
|--|------|------|
| Butter— | | |
| Creamery prints (storage) | 0 52 | 0 53 |
| Creamery solids (storage) | 0 52 | |
| Creamery prints (fresh made) | 0 56 | 0 57 |
| Creamery solids (fresh made) | 0 56 | |
| Dairy prints, fresh separator, lb. | 0 50 | 0 51 |
| Dairy prints, No. 1, lb. | 0 48 | |

Eggs Grading Up Better; Unchanged

Toronto. EGGS.—There seems to be some improvement in the receipts of new laid eggs. The grade is much better than that coming through a month ago, and the demand is being maintained at very satisfactory levels. Prices for the week show no change at levels below:

| | | |
|------------------------------------|--------|------|
| Eggs— | | |
| New-laid, in cartons, doz. | \$0 75 | |
| Do., extras | 0 65 | |
| Storage, No. 1, doz. | 0 54 | |
| Splits and No. 2, doz. | 0 45 | 0 47 |

Cheese Market Very Strong

Toronto. CHEESE.—The market is very strong. An advance has occurred this week, the large selling at 28 to 28 1/2 cents with every prospect that a 30 cent figure will be reached before long.

Some Shading of Prices on Lard

Toronto. LARD.—There has been some slight shading in prices of lard from figures shown below, but this has occurred principally in what might be termed jobbing lots—large orders. There is lots of lard available and the demand fairly well

Stilton, though still quoted at 30½ cents in some quarters, has reached the high level of 32 cents per pound. The supplies are ample to take care of business offering and this is represented by a fairly good total.

Cheese—

| | | |
|---|-------|------|
| New, large | 0 28 | 0 29 |
| Stilton (new) | 0 30½ | 0 32 |
| Twins, ¼c lb. higher than large cheese. | | |
| Triplets ½c lb. higher than large cheese. | | |

Turkeys Show Sharp Advance

Toronto.

POULTRY.—With the advent of holiday trading and the prospect that Christmas business will be heavy, there has been a marked increase in the price that is being paid by dealers for young turkeys. Live are now being bought at 35 cents, and dressed at 40 cents per pound. There has been no change in ducks, geese, fowl, or chickens this week. Supplies coming to hand are fairly good.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|-----------------------------|-----------|-----------|
| Ducks, lb. | \$.23 | \$.28 |
| Geese, lb. | 0 18 | 0 23 |
| Turkeys, old, lb. | 0 26 | 0 32 |
| Do., young, lb. | 0 35 | 0 40 |
| Roosters, lb. | 0 19 | 0 22 |
| Fowl, 4 to 5 lbs., lb. | 0 19 | 0 24 |
| Fowl, over 5 lbs., lb. | 0 25-0 26 | 0 28-0 30 |
| Fowl, under 4 lbs., lb. | 0 17 | 0 22 |
| Chickens, under 5 lbs., lb. | 0 22 | 0 28 |
| Chickens, over 5 lbs., lb. | 0 25 | 0 32 |

Prices quoted to retail trade:

| | Live | Dressed |
|------------------|---------|---------|
| Hens, light | \$ 0 28 | \$ 0 30 |
| Do., heavy | 0 33 | 0 35 |
| Chickens, spring | 0 33 | 0 35 |
| Ducks | 0 30 | 0 32 |
| Turkeys | 0 36 | 0 40 |
| Geese | 0 26 | 0 28 |

Eulachon Arrives; Haddock Easier

Toronto.

FISH.—A new fish is being offered to the trade this week. This is called the Eulachon, pronounced U-la-kon. This is designated as a species of smelt and are said to be very good eating. The retail price has been set at 10 cents per pound and prices to the trade at 7 cents per pound. Haddock are somewhat easier this week, but apart from this there has been very little change in the quotations given below. There is some indication that prices on trout may ease away slightly. Pickled lake herring in kegs is quoted at \$7.25 per keg.

FRESH SEA FISH

| | | |
|------------------|------|------|
| Cod Steak, lb. | 0 12 | 0 13 |
| Do., market, lb. | 0 09 | 0 10 |

SMOKED FISH

| | | |
|-------------------------|------|------|
| Bloaters, 50 Count, box | 2 25 | |
| Ciscoes, lb. | 0 17 | |
| Haddies, chicken | 0 12 | |
| Do., fillets, lb. | 0 17 | 0 18 |
| Do., Finnan, lb. | 0 15 | 0 15 |
| Herring, Kippered, box | 1 75 | 2 75 |
| Shrimps, can | | 1 75 |

FRESH FROZEN SEA FISH

| | | |
|------------------------|-------|-------|
| Cod Steak, lb. | 0 09½ | 0 10 |
| Do., market, lb. | 0 08½ | 0 09 |
| Flat Fish, B.C., lb. | 0 10 | 0 11 |
| Flounders, lb. | 0 08 | 0 08½ |
| Gaspereau, lb. | 0 07½ | 0 08 |
| Haddock, headless, lb. | 0 09 | 0 10 |
| Do., heads on, lb. | 0 09 | 0 09½ |
| Do., small, lb. | 0 08 | 0 08½ |
| Halibut, medium, lb. | 0 22 | 0 23 |
| Do., chicken, lb. | 0 21½ | 0 22 |
| Do., large, lb. | 0 21½ | 0 22 |

| | | |
|----------------------|------|-------|
| Herring, lb. | 0 08 | 0 08½ |
| Mackerel, lb. | 0 14 | 0 16 |
| Halibut, lb. | 0 22 | 0 23 |
| Salmon, Cohoe, lb. | 0 20 | 0 21 |
| Do., Qualla, lb. | 0 14 | 0 15 |
| Do., Red Spring, lb. | 0 24 | 0 25 |
| Do., Gaspé, lb. | 0 24 | 0 25 |
| Smelts, No. 2, lb. | | 0 12 |
| Do., No. 1, lb. | | 0 18 |
| Do., Extra, lb. | | 0 26 |
| Tomcods, lb. | 0 05 | 0 05½ |

FROZEN LAKE FISH

| | | |
|------------------|------|-------|
| Mullets, lb. | 0 06 | 0 06½ |
| Pickrel, lb. | 0 15 | 0 15½ |
| Pike, round, lb. | 0 09 | 0 09½ |
| Trout, lb. | 0 18 | 0 18½ |
| Tulibeas, lb. | 0 09 | 0 09½ |
| Whitefish, lb. | 0 15 | 0 16 |

DRY AND PICKLED FISH

| | | |
|---|--------|-------|
| Cod, Acadia Strip, box | \$6 50 | |
| Do., Acadia Tablets, 1 lb., 20 to case | 3 90 | 4 00 |
| Do., Acadia Tablets, 2 lb., 12 to crate | | 5 25 |
| Do., Halifax Shredded, box | | 2 40 |
| Herring, Labrador, bbl. | | 14 00 |
| Do., Do., keg | | 7 00 |
| Do., Do., No. 4 size | | 5 60 |
| Do., Do., No. 2 size | | 2 90 |
| Do., Lake, keg | | 7 25 |
| Imperial, 25 lbs., loose, case | | 3 50 |
| Mackerel, salt, 20-lb. kit | | 4 50 |
| Quail on Toast, 24 1-lb. tablets, case | | 3 75 |
| Shrimps, headless, No. 1 size, tin | 1 50 | 1 75 |
| Do., No. 3 size, tin | | 4 20 |
| Skinless Fish, 50s & 100s, lb. | 0 15 | 0 16 |
| Sea Trout, keg | | 12 00 |
| OYSTERS, No. 3 size package | | 9 50 |
| Do., No. 5 size package | | 15 50 |
| Do., per gallon | | 3 30 |
| Shell Oysters, Malpeques, bbl. | | 12 00 |

U.S. PURCHASES FLOUR SUBSTITUTES

The recent announcement by H. B. Thomson, chairman of the Canada Food Board; that they did not contemplate any steps toward relieving the heavy accumulation of substitute flours due to the sudden withdrawal of the order requiring their use, lends interest to the United States Food Administration action upon facing the same problem.

Following the rescinding of the rule requiring the sale of substitutes with white flour, the United States Food Administration has announced that in the case of excess requirements, it will purchase substitutes under certain conditions.

The substitutes which will be purchased and the maximum prices to be paid for them in Chicago are as follows:

| | |
|-----------------------|---------|
| Victory Mixed Flour | \$10.50 |
| White Corn Flour | 8.50 |
| Yellow Corn Flour | 8.00 |
| Patent & Straight Rye | 9.00 |
| Barley Flour | 8.00 |
| Cream Cornmeal | 8.00 |
| Other Cornmeal | 7.50 |
| Dark Rye Flour | 7.50 |

The freight rate from Chicago to New York is 62c a barrel. No corn starch, rice flour or other substitutes can be purchased.

In making its announcement, the Food Administration points out the use of substitutes during the past few months, has resulted in a very material increase in the demand which will continue indefinitely. Dealers cannot correctly estimate present requirements by reference to previous sales. The Food Administration asks that attempt be made to sell as many substitutes as possible through advertising and continuing the demand which has been created.

The purchase of supplies will only be in large quantities and the ordinary re-

tail stocks will not be affected. In no case will less than 1,000 pounds of a substitute be bought and only carlot mixed or pooled cars can be considered, a minimum car being 60,000 pounds. Only the substitutes which are purchased or contracted for prior to November 15 and mailed in accordance with the Food Administration specifications can be considered. The purchase must be made before Dec. 20.

In some instances, if necessary, a number of dealers or bakers may combine to make up a car, shipping it in accordance with instructions, but it will be necessary for them to assemble and finance the pooled car themselves.

TRY YOUR HAND AT A PHOTOGRAPH

Probably you or one of your friends has a good camera. Almost everyone has nowadays. If there is not a good commercial photographer in your town try taking your Christmas window yourself. Take it at night with the window lighted. Expose with a small stop for about 20 minutes. People passing quickly in front of the camera will not affect the picture, but they must not loiter. The only restriction is that photo shall be large enough for reproduction.

MERCHANTS UNITE TO STOP PETTY THIEVING

So much thieving has been going on in the City of Montreal that the wholesale merchants and others have united to eliminate the nuisance. Thousands of dollars worth of goods were stolen in the past season.

At a recent meeting, J. G. Fitzgerald advocated the appointment of a special attorney, whose duty it would be to prosecute the special cases that develop from time to time. The machinery of the court as at present constituted, he pointed out, is cumbersome and tardy, and if the merchants had means for a speedy disposition of offenders when apprehended, it would be a great improvement. Mr. Fitzgerald is the manager and secretary of the Montreal Merchants' Association. It is thought by some that the machinery already in use will enable the association to get better results by a closer application of existing law and courts.

STIMULATING DEMAND FOR CURED FISH

Continued from page 44.

tailed. Taking the viewpoint of many merchants who handled Government fish, it was far from satisfactory, because of the limited nature and consequent uncertainty of supply. Its low price alone made it attractive. Taking the viewpoint of many fish merchants, it disorganized business and caused hardships to fishermen, wholesalers and retailers without materially benefiting the consumer.



33c. per lb. **HAMS** 33c. per lb.
MILD CURE

No. 1 Quality. Any Weight. Returnable if not fully satisfactory.

Try a few Sausage lines with an order of Hams.

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

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



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

PRODUCTS THAT SELL

Chocolate Cream Bar
Chocolate Cream Cake
Chocolate Nut Bar



Chocolate Filbert Bar
Chocolate Peanut Bar
Standard Cream Bar

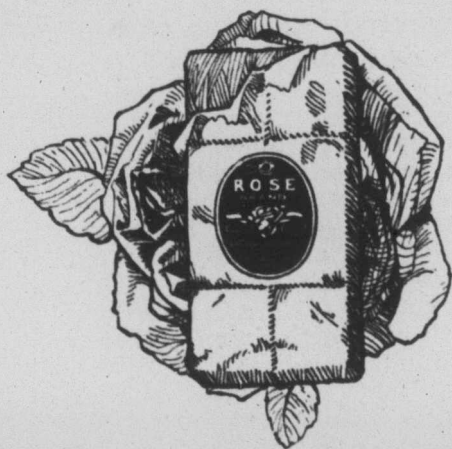
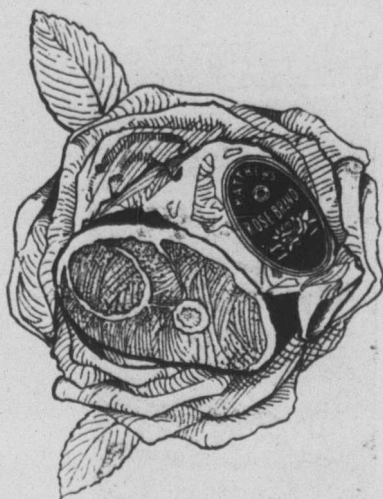
Baines' English Hard Boiled Confections
Baines' Chocolate Creams in Half-pound, One-pound and Five-pound Boxes.



Manufactured by
Canada Maple Exchange, Limited, Montreal

License No. 11-499

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



Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying. Stock products that are hard to sell, that need work and time to push them and you lose money steadily. Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.

For ROSE BRAND PRODUCTS

The Demand has been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.

Rose Brand Lard—rendered from the raw leaf, “tried” in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

Rose Brand Bacon and Ham—unequalled for sweetness in cure and flavour.

Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our Nearest Plant Will Fill Your Orders Promptly by Express

Matthews-Blackwell, Limited

Manufacturers also of the famous “Snowflake” Brand Shortening

Plants at:
TORONTO, MONTREAL, HULL,
PETERBORO, BRANTFORD.

Branch Houses:
WINNIPEG, FORT WILLIAM, OTTAWA,
SYDNEY, HALIFAX.

Canada Food Board License No. 13-85

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



You should sell Brunswick Brand Sea Foods for profit and reputation

Brunswick Brand Sea Foods are proven winners and will add to your prestige as a dealer in quality goods.

Brunswick Brand Sea Foods will win for you a larger and more profitable fish trade.

Their quality is guaranteed. That's why they always repeat.

Order from this list:

¼ Oil Sardines
 ¼ Mustard Sardines
 Finnan Haddies
 (Round Tins)
 Kipperd Herring
 Herring in Tomato Sauce
 Clams

Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces. Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.

Canadian Food Control Licence No. 1-718



Here are the four "Releg" packages

The variety of different sized packages and the splendid dependability of "Releg" makes this egg substitute a good, live seller whenever introduced.

If you are not now selling it send for trial supply.

AGENTS: Loggie, Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

YOUR ULTIMATE CHOICE
If You Intend To Modernize Your Store



The Freeman Ultimate Refrigerator Counter

Cleanest and most efficient type of showcase counter for the grocer who carries a line of cooked meats and delicatessens.

Specifications—Furnished in "L" shape as shown, or in separate, straight sections. Has flush tupe doors in rear fitted with all bronze, nickel-plated hardware. Floor finished with white, hard surface tile, with neat border, and centre design in colors. One bevel plate and two double diamond glass, bedded, in each display panel. All front exposed woodwork quarter sawed oak, finished as required.

FREEMAN EQUIPMENT
is built on the same scientific principles as are their Famous Dry Air Circulation System Refrigerators.

Write for free descriptive list of our complete and interesting line.

The W. A. Freeman Co., Limited
HAMILTON, CANADA

Toronto Branch: 114 York St. Montreal Winnipeg Branch: 208 McDermitt

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co., LIMITED
Hamilton, Canada

HEINZ

OVEN BAKED BEANS

Are economical in comparison with other good foods.

You need therefore have no hesitancy in recommending them to your customers who seek the most value for their money as well as those who demand the best regardless of price.

To suit all tastes, Heinz Beans are prepared in four ways:

- Heinz Baked Beans with Pork and Tomato Sauce.
- Heinz Baked Pork and Beans (without Tomato Sauce) Boston Style.
- Heinz Baked Beans in Tomato Sauce with Meat (Vegetarian)
- Heinz Baked Red Kidney Beans.

FOUR OF THE 57 VARIETIES

All Heinz goods sold in Canada are packed in Canada

NATIONAL PROBLEMS OF CANADA DISCUSSED AT ANNUAL MEETING OF THE BANK OF MONTREAL

Business is Good

Sir Vincent Meredith, President, Dealt With the Difficult Problems of Increased Taxation—Bank Will Open Branch in Paris, France—Sir Frederick Williams-Taylor, General Manager, Pointed Out That There Never Was a Time When Country Was in More Need of a Sane Financial Policy.

Montreal, December 13, 1918 (Special)

—The annual meeting of the Bank of Montreal held at the head office, took on many of the features of a national gathering.

The Bank, by its position, had played a principal part in directing the country throughout the trying conditions of the war period and at the meeting Sir Vincent Meredith, the president, and Sir Frederick Williams-Taylor, the general manager, took up the problems that Canada must necessarily face during the post-bellum period. The addresses at the Bank of Montreal annual always have a special bearing on the events of the day, but this year perhaps more than ever before they contained references of the utmost interest and benefit to every business man in Canada.

Everywhere there prevailed a strong belief that Canada was in an excellent position to grapple with the difficulties of the period of readjustment.

Problems of Canada

Sir Vincent Meredith, the president, dealt particularly with the problems immediately ahead of the country. The most important, Sir Vincent pointed out, was how the country was to meet the interest on the vast debt of possibly \$1,800,000,000, which would exist after the war. Increased production would relieve the country of a portion of its burden and this, with strict economy and growing population, would in time adjust the difficulties of the country.

Taxation cannot easily be lessened and may be increased, added Sir Vincent. A levy on capital, advocated in some quarters, must only result in the stifling of individual incentive and enterprise and the penalizing of industry, self-denial and thrift. Taxing capital to the point of unemployment in industrial enterprise would involve unemployment of labor and produce serious consequences. If placed principally on consumption, the burden of taxation is distributed.

The New Conditions

With the cessation of hostilities, the cancellation of munitions contracts has begun and the adaptation of war industries to peace conditions will doubtless bring about a check with possible dislocation of business but these adverse factors should prove transitory.

If Canada is to share in the business opportunities during the period of reconstruction, the banks must stand ready to arrange liberal and probably long term lines of credit providing the necessary funds from their own resources or availing themselves of rediscount with the Dominion Government.

As the war ends, all signs point to a great demand for capital for reconstruc-

tion, refunding and replacement purposes and interest rates in consequence will in all probability rule high for some time to come.

With particular reference to the affairs of the Banks, Sir Vincent announced that the distribution to the shareholders would now take the form of a straight dividend of 12 p.c. per annum, instead of a dividend of 10 per cent. and a bonus of 2 p.c. With a view of enabling Canada to be closely in touch with the affairs in France during the period of reconstruction the Bank was also making arrangements for the opening of a branch in Paris.

Sane Financial Policy

Sir Frederick Williams-Taylor, the General Manager, dealt more especially with the growth and development of the business of the Bank and financial conditions in the principal centres of the world. Sir Frederick pointed out that there never was a time when Canada was more in need of sound economic thinking and a sane financial policy as at present.

With the acquisition of the Bank of British North America the resources of the Bank now totalled \$558,413,546, of which \$34,468,283, belonged to the shareholders and \$523,945,262, was entrusted to the care of the Bank by the public. It was worthy of note that the Bank's total assets are now as great as were the combined total assets of all the Canadian Chartered Banks seventeen years ago.

The Bank ever kept before it its duty to its depositors and shareholders. At the same time the Bank had a further duty, national in nature, in financing established business and in fostering the young industries of the Dominion. For these various purposes the power of the Bank was greater than ever before while its position had never been stronger or more elastic. It was of interest to point out that while the cost of everything else had risen the public had paid no higher rate of interest for banking accommodation than before the war.

As regards the outlook in the country, Sir Frederick said:—

"It will bear repeating that Canada possesses all the attributes of a great nation, excepting population. The crying necessity of the hour is for increased production. This cannot be fully achieved without immigration. We have room and opportunity for many millions of farmers and for a good class of labor to develop our mineral wealth and our fisheries and to convert our great forests into lumber and into pulp and paper. One sure way of attracting such immigration is to make living in Canada cheap. To attain this object there must be an end to the public and private extravagance of the past."

Sir Vincent Meredith said in part:—

"The business of the Bank has been well maintained during the year. In view of possible Government financing and the somewhat uncertain outlook at home and abroad, we have consistently set our faces against over-expansion which is to be deprecated under existing conditions. While giving our customers all reasonable accommodation required and taking up many new desirable accounts, we have maintained a strong liquid position, continuing a well considered policy of the Bank; a policy which in the past as now, had added materially to the Bank at home and abroad and of Canadian finance generally.

"Turning to the British finance, two outstanding features during the year were: First, the success of the system of continuous borrowing by means of the 5 p.c. Nation's War Bonds, which were made available to investors at all times on application. This plan yielded the huge sum of £1,200,000,000 from daily subscriptions and avoided the unsettling of the money market which invariably attended the placing of great war loans. Notwithstanding this remarkable response of the investing public, deposits held by the banks in England are actually larger than a year ago.

"The second feature is the amalgamation of some of the more important banks in Great Britain, resulting in a closer co-operation between the Imperial Treasury and the banks in meeting and solving the financial problems with which the country was faced.

Change Policy Slightly

"The question of opening branches in foreign countries to participate in the business that may arise in connection with reconstruction requirements abroad is one that has received considerable attention from your directors. Following the policy of many English banks, we have deemed it prudent to refrain from establishing branches at points far afield where Canadian capital would be required in local and possible competitive industries, preferring rather to strengthen and extend our relations with foreign banking houses and to retain their good-will, thereby conserving our resources for the assistance and encouragement of home trade. In this connection it may be well to mention that we propose presently to establish an agency of the bank in Paris, not for the purpose of loaning Canadian funds but to supply necessary banking facilities to Canadians travelling abroad and to further the interests of Canada generally in France.

"Sooner or later we in this country will without doubt have to meet foreign trade competition of cheap and skilled labor together with advantageous transportation facilities, to a more pronounced extent than Canada has yet experienced. If this competition is to be effectively coped with, the increased efficiency, co-operation and co-ordination to which I have referred are

directed to greatly increased production of our basic, agricultural and other great natural resources. In this way, and by strict economy in government municipal and personal expenditures, a solution can be found of our difficulties of exchanges, the maintenance of our favorable trade balance and the payment of our war debt. Otherwise we must look for a shrinkage in business, to be followed by a readjustment of the scale of wages for labor and of the prices of all commodities.

"We shall undoubtedly for some years have to pay in relatively high taxation the price of our devotion and patriotism, but I am confident this will be done uncomplainingly, in the belief that all present and prospective difficulties can and will be overcome."

Stood Strain Well

Sir Frederick Williams-Taylor said in part:

"The ease with which financial Canada has met the stress of war condition has been favorably commented upon abroad. At home one hears no expression of surprise at the stable financial conditions in the Dominion.

"The real basis of that stability is a banking system that has proved most efficient in peace times and with the facilities accorded by the Minister of Finance, has withstood the severe test of war times. The system as it stands is without doubt adequate to meet any possible demands arising during the reconstruction period and for many years thereafter.

"The anticipated disturbance in bank deposits resulting from domestic Government war loans has subsided, and was to be expected. Seeing that the proceeds of such loans remain in the country, the

money, of necessity, finds its ultimate way back to the banks through one channel or another; and therefore the loanable capital of the banks is, in the long run, undiminished. On the other hand, the strength of the banker's position lies largely in his command of numerous small deposits. The volume of deposits has increased by many millions, but the number has not grown proportionately. Our own deposits are now \$569,727,811.96, as compared with \$330,795,390.72 a year ago. This sum includes \$48,950,000 Bank of British North America money. As usual, we have certain large deposits of special character. The increase in our savings deposits is reasonably satisfactory.

Rates Not Increased

"As regards profits, an impression exists that these war years have been unusually fruitful for the banks. The reply is that when adequate provision has been made for unknown future rates for taxation in Canada and elsewhere, for the increased cost of administration, for heavy depreciation in even the most gilt-edged securities, it may be stated without reservation that the net results are none too ample for safety. I would emphasize another point, viz., that while the cost of everything else has risen, the public have paid no higher rate of interest for banking accommodation than before the war.

"After passing through the inevitable period of economic confusion which all countries must endure, that country of boundless wealth and virility, the United States, the only great power, by the way, to emerge from the war better off financially, may probably enter upon an era of unprecedented expansion and development. Canada must share in such prosperity independently of the part we hope

to take in supplying Europe's reconstruction and regular demands. Meanwhile, there never was a time when our country was more in need of sound economic thinking and sane financial policy.

"Our New York and London Offices have been invaluable channels for international transactions during the war.

"In London, the important banking events of the year have been a series of bank amalgamations regarded by those competent to judge as wise preparation for foreign trade competition after the war.

"The Dominion has been penalized during the past year by a heavy premium on New York funds. This new condition is a matter of wide-spread interest.

"In theory, there are four ways in which this onerous penalty can be removed: by increased exports; by reduced imports; by paying in gold; or, by borrowing in outside markets. None of these remedies is at hand, but with the return of peace, Canada should at least be able to float public loans in New York. Then also we can hope for better things so far as imports and exports are concerned. Also there is on balance a large amount owing our Government by the Imperial Government and \$200,000,000 is owing the Banks of Canada by the Imperial Government, representing wheat and munition purposes. In due course, these combined amounts will aid the exchange situation. The premium in question should, therefore, diminish sooner or later to a point that will be immaterial. Meantime it discourages the importation of non-essentials from the United States, and the investment of Canadian funds in American and foreign securities."

KING GEORGE'S NAVY CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

N. B. Egg Carriers

for retail delivery.

GROCERS who do not handle the **NEVER BREAK** are **MISSING** an **OPPORTUNITY** for making a **PROFIT** on Eggs.

Prompt shipments now, quality guaranteed.

Many wholesale houses carry the N.B. in stock.

Walter Woods & Co.

Hamilton and Winnipeg

Keep a Supply of

PURINA

SCRATCH FEED
AND
CHICKEN CHOWDER

In Stock all the Time

Just as sure as to-morrow's light, is the fact that the people in your community will be asking for

Purina Feeds

Why?

Because Purina Scratch Feed and Purina Chicken Chowder **MAKE HENS LAY MORE EGGS**. Guaranteed. We are doing considerable advertising, so stock up with Purina and be ready for the demand.

Prices Quoted on Request

THE CHISHOLM MILLING CO., LTD.

8 Jarvis St., TORONTO

Canada Food Board Cereal Mill License No. 4-198

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

| | |
|--|----------|
| Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case. | Per doz. |
| Blackberry | \$3 25 |
| Currant, Black | 3 90 |
| Pear | 3 15 |
| Peach | 3 15 |
| Plum | 2 90 |
| Raspberry, Red | 3 90 |
| Apricot | 3 25 |

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

| | | |
|--------------------------------------|----------|--------|
| 1/2 Pts., Aylmer Quality | Per doz. | \$1 90 |
| Pts., Aylmer Quality | Per doz. | 2 35 |
| Gallon Jugs, Aylmer Quality 1 62 1/2 | Per jug. | 62 1/2 |
| Pints, Delhi Epicure | Per doz. | 2 70 |
| 1/2 Pints, Red Seal | Per doz. | 1 50 |
| Pints, Red Seal | Per doz. | 2 00 |
| Qts., Red Seal | Per doz. | 2 80 |

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

| | | |
|---|----------|--------|
| Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case | Per doz. | \$0 95 |
| 1's Baked Beans, Flat, Plain, 4 doz. to case | Per doz. | 1 15 |
| 1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case | Per doz. | 1 25 |
| 1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case | Per doz. | 1 35 |
| 1 1/2's (20-oz.) Plain, per doz. | Per doz. | 1 65 |
| Tomato or Chili Sauce | Per doz. | 1 90 |
| 2's Baked Beans, Plain, 2 doz. to case | Per doz. | 1 95 |
| 2's Baked Beans, Tom. Sauce, tall, 2 doz. to case | Per doz. | 2 30 |
| 2's Baked Beans, Chili Sauce, tall, 2 doz. to case | Per doz. | 2 30 |
| 1/2's Tall, Plain, per doz. | Per doz. | 2 75 |
| Tomato or Chili Sauce | Per doz. | 3 20 |
| Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gala.), \$12; plain, \$10. | | |

"AYLMER" PURE ORANGE MARMALADE

| | | |
|--|------------|----------|
| Tumblers, Vacuum Top, 2 doz. in case | Per doz. | 2 00 |
| 12-oz. Glass, Screw Top, 2 doz. in case | Per doz. | 2 40 |
| 16-oz. Glass, Screw Top, 2 doz. in case | Per doz. | 2 95 |
| 16-oz. Glass, Tall, Vacuum, 2 doz. in case | Per doz. | 2 95 |
| 2's Tin, 2 doz. per case | Per case. | 4 45 |
| 4's Tin, 12 pails in crate, per pail | Per pail. | 0 76 |
| 5's Tin, 8 pails in crate, per pail | Per pail. | 0 90 |
| 7's Tin or Wood, 6 pails in crate | Per crate. | 1 26 |
| 30's Tin or Wood, one pail crate, per lb. | Per lb. | 0 17 1/2 |

BLUE

| | | |
|----------------------------------|-----------|----------|
| Keen's Oxford, per lb. | Per lb. | \$0 22 |
| In cases 12-12 lb. boxes to case | Per case. | 0 21 1/4 |

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

| | | |
|--|----------|--------|
| Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz. | Per doz. | \$4 60 |
| Perfection, 1/2-lb. tins, doz. | Per doz. | 2 45 |
| Perfection, 1/4-lb. tins, doz. | Per doz. | 1 85 |
| Perfection, 10c size, doz. | Per doz. | 0 95 |
| Perfection, 5-lb. tins, per lb. | Per lb. | 0 87 |
| Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz. | Per doz. | 2 75 |

(Unsweetened Chocolate)

| | | |
|---|----------|------|
| Supreme Chocolate, 12-lb. boxes, per lb. | Per lb. | 0 36 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | Per box. | 1 80 |
| Perfection chocolate, 10c size, 2 doz. in box, per doz. | Per doz. | 0 90 |

SWEET CHOCOLATE— Per lb.

| | | |
|---|-----------|------|
| Eagle Chocolate, 1/4s, 6-lb. boxes 28 boxes in case | Per case. | 0 33 |
| Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case | Per case. | 0 35 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | Per case. | 0 35 |
| Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case | Per case. | 0 34 |
| Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box | Per box. | 1 35 |

CHOCOLATE CONFECTIONS

| | | |
|---|---------|------|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | Per lb. | 0 42 |
| Milk Medallions, 5-lb. boxes in case, per lb. | Per lb. | 0 42 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | Per lb. | 0 45 |
| Crystallized Ginger, 6-lb. boxes, 30 boxes in case, per lb. | Per lb. | 0 45 |

6c. LINES

Toronto Prices Per box

| | | |
|--|-----------|--------|
| Filbert Nut Bars, 24 in box, 60 boxes in case | Per case. | \$1 05 |
| Almond Nut Bars, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Ginger Bars, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Fruit Bars, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Active Service Bars, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Victory Bar, 24 in box, 60 boxes in case | Per case. | 1 05 |
| Queen's Dessert Bar, 24 in box, 60 boxes in case | Per case. | 1 05 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | Per case. | 1 05 |
| Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box | Per box. | 2 00 |

10c LINES

| | | |
|--|----------|--------|
| Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. | Per doz. | \$0 95 |
| Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. | Per doz. | 0 95 |

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

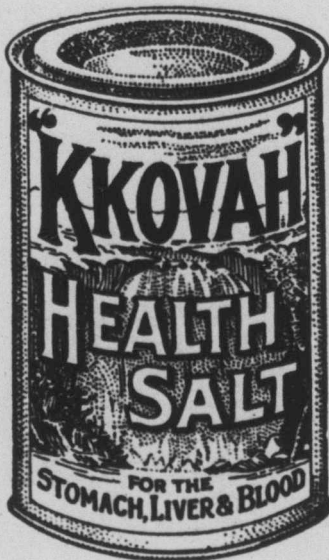
| | | |
|--------------------------------------|-----------|--------|
| Eagle Brand, each 48 cans. | Per case. | \$9 25 |
| Reindeer Brand, each 48 cans. | Per case. | 8 75 |
| Silver Cow, each 48 cans. | Per case. | 8 40 |
| Gold Seal, Purity, each 48 cans | Per case. | 8 25 |
| Mayflower Brand, each 48 cans | Per case. | 8 25 |
| Challenge Clover Brand, each 48 cans | Per case. | 7 75 |

TO THE WHOLESALE AND MANUFACTURING TRADES

RAW SUGARS

We expect to be in position to supply limited quantities of Raw Sugars for shipment during the early months of next year. We solicit your orders, subject of course to the restrictions and regulations of the Canada Food Board.

West India Company, Limited
 Coristine Building, Montreal



*Their selling merit
 is proven*

The Kkovah Products are no new comers, Mr. Dealer. They have a record for Quality and Customer Satisfaction that is worth connecting with.

“KKOVAH”
 CUSTARD
 and
 “KKOVAH”
 HEALTH SALT



These should be in your displays every day. They'll win you new customers and retain the old.

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

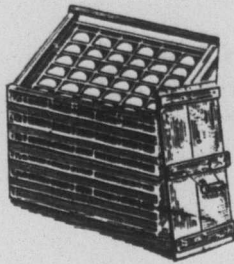
Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
 TORONTO

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

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St. Montreal, Que.



**OAKLEY'S
"WELLINGTON"
KNIFE POLISH**

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

John Oakley & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

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

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs. When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

EVAPORATED MILK

| | |
|---|------|
| St. Charles Brand, Hotel, each 24 cans | 6 65 |
| Jersey Brand, Hotel, each 24 cans | 6 65 |
| Peerless Brand, Hotel, each 24 cans | 6 65 |
| St. Charles Brand, Tall, each 48 cans | 6 75 |
| Jersey Brand, Tall, each 48 cans | 6 75 |
| Peerless Brand, Tall, each 48 cans | 6 75 |
| St. Charles Brand, Family, each 48 cans | 5 75 |
| Jersey Brand, Family, each 48 cans | 5 75 |
| Peerless Brand, Family, each 48 cans | 5 75 |
| St. Charles Brand, small, each 48 cans | 2 90 |
| Jersey Brand, small, each 48 cans | 2 90 |
| Peerless Brand, small, each 48 cans | 2 90 |

CONDENSED COFFEE

| | |
|--|------|
| Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Regal Brand, each 24 cans | 5 90 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

W. CLARK, LIMITED, MONTREAL.

| |
|--|
| Compressed Corn Beef— $\frac{1}{2}$ s, 2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80. |
| Lunch Ham—1s, \$6.45; 2s, \$13.50. |
| Ready Lunch Beef—1s, \$4.45; 2s, \$9.45; 6s, \$34.75. |
| English Brawn— $\frac{1}{2}$ s, \$2.90; 1s, \$4.95; 2s, \$9.90. |
| Boneless Pig's Feet— $\frac{1}{2}$ s, \$2.90; 1s, \$4.95; 2s, \$9.90. |
| Ready Lunch Veal Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45. |
| Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45. |
| Ready Lunch Beef Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45. |
| Ready Lunch Asst. Loaves— $\frac{1}{2}$ s, \$2.45; 1s, \$4.50. |
| Geneva Sausage—1s, \$4.95; 2s, \$9.45. |
| Roast Beef— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75. |
| Bolled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75. |
| Jellied Veal— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$9. |
| Cooked Tripe—1s, \$2.45; 2s, \$4.45. |
| Stewed Ox Tail—1s, \$2.45; 2s, \$4.45. |
| Stewed Kidney—1s, \$4.45; 2s, \$8.95. |
| Mince Collops— $\frac{1}{2}$ s, \$1.95; 1s, \$3.75; 2s, \$6.95. |
| Sausage Meat—1s, \$4.25; 2s, \$7.75. |
| Corn Beef Hash— $\frac{1}{2}$ s, \$1.95; 1s, \$3.70; 2s, \$5.45. |
| Beef Steak and Onions— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$8.45. |
| Jellied Hocks—2s, \$9.95; 6s, \$29.80. |
| Irish Stew—1s, \$3.45; 2s, \$6.75. |
| Cambridge Sausage—1s, \$4.45; 2s, \$8.45. |
| Boneless Chicken— $\frac{1}{2}$ s, \$5.90; 1s, \$8.95. |
| Boneless Turkey— $\frac{1}{2}$ s, \$5.90; 1s, \$8.95. |
| Ox Tongue— $\frac{1}{2}$ s, \$3.85; 1s, \$7.95; 1 $\frac{1}{2}$ s, \$12.45; 2s, \$15.95; 2 $\frac{1}{2}$ s, \$17.50; 3 $\frac{1}{2}$ s, \$27; 6s, \$45. |
| Lunch Tongue— $\frac{1}{2}$ s, \$3.45; 1s, \$6.75; 2s, \$15.50. |
| Tongue Lunch—1s, \$6.75. |
| Beef Suet—1s, \$4.90; 2s, \$8.50. |
| Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95. |
| Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c. |
| Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. |
| With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40. |
| Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.65; Soups and Bouilli, 1s, \$12.50. |

| |
|---|
| Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 $\frac{1}{2}$ s, \$1.90; 2s, \$2.30; 3s, \$2.95; 3s, tall, \$3.35; 6s, \$12; 12s, \$20. |
| Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 $\frac{1}{2}$ s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18. |
| Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 $\frac{1}{2}$ s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95. |
| Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25. |
| Sliced Smoked Beef— $\frac{1}{2}$ s, \$2.35; 1s, \$3.45; 4s, \$24. |
| Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95. |
| Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95. |
| Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s, \$1.85; 1s, \$2.50; 2s, \$4.30. |
| Tongue, Ham and Veal Pates— $\frac{1}{2}$ s, \$2.25. |
| Ham and Veal Pates— $\frac{1}{2}$ s, \$2.25. |
| Smoked Vienna Style Sausage— $\frac{1}{2}$ s, \$2.45. |
| Pate De Foie— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Plum Pudding— $\frac{1}{2}$ s, \$2.45. |
| Potted Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Potted Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Potted Game (Venison)— $\frac{1}{4}$ s, 75c. |
| Potted Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Potted Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45. |
| Devilled Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Devilled Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. |
| Devilled Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45. |

In Glass Goods

| |
|--|
| Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5. |
| Ox Tongue— $\frac{1}{2}$ s, \$14.50; 2s, \$17.50. |
| Lunch Tongue—1s, \$9.95. |
| Sliced Smoked Beef— $\frac{1}{4}$ s, \$1.75; $\frac{1}{2}$ s, \$2.95; 1s, \$4.15. |
| Mince meat—1s, \$3.45. |
| Potted Chicken— $\frac{1}{4}$ s, \$2.35. |
| Ham— $\frac{1}{4}$ s, \$2.35. |
| Tongue— $\frac{1}{4}$ s, \$2.35. |
| Venison— $\frac{1}{4}$ s, \$2.35. |
| Chicken Breast— $\frac{1}{2}$ s, \$9.95. |
| Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50. |
| Peanut Butter— $\frac{1}{4}$ s, \$1.45; $\frac{1}{2}$ s, \$1.95; 1s, \$2.45; in pails, 6s, \$3c; 12s, 31c; 24s, 30c; 50s, 30c. |

COLMAN'S OR KEEN'S MUSTARD.

| | |
|------------------------------|----------------------|
| D. S. F., $\frac{1}{4}$ -lb. | Per doz. time \$2 80 |
| D. S. F., $\frac{1}{2}$ -lb. | 5 30 |
| D. S. F., 1-lb. | 10 40 |
| F. D., $\frac{1}{4}$ -lb. | |

| | |
|-------------------------|----------------|
| Durham, 1-lb. jar, each | Per jar \$0 60 |
| Durham, 4-lb. jar, each | 2 25 |

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

| | |
|---|---------|
| Hotel | \$18 50 |
| Household size | 8 25 |
| Small size | 5 75 |
| F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more. | |

THE CANADA STARCH CO., LTD.

| | |
|---|-------|
| Manufacturers of the Edwardsburg Brands Starches | |
| Laundry Starches— | |
| Boxes | Cents |
| 40 lbs. Canada Laundry | .09% |
| 40 lbs., 1 lb. pkg., White Glass | .10% |
| 48 lbs., No. 1 White or Blue Starch, 3-lb. cartons | .10% |
| 100-lb. kegs, No. 1 white | .10% |
| 200-lb. bbls., No. 1 white | .10% |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | .11% |
| 48 lbs., Silver Gloss, in 6-lb. tin canisters | .13% |
| 36 lbs. Silver Gloss, in 6-lb. draw lid boxes | .13% |
| 100 lbs., kegs, Silver Gloss, large crystals | .11% |

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

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

PLUG SMOKING

- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

Distributed by Leading Wholesalers

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?



MADE IN CANADA

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.

Spending More Because it Pays

Andrew Jergens Company for their current year's advertising are spending **nine times** as much in MACLEAN'S MAGAZINE as they spent with us five years ago.

Bauer and Black for their current year's advertising are spending **seven times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Monarch Knitting Company for their current year's advertising are spending **six times** as much in MACLEAN'S MAGAZINE as they spent with us three years ago.

J. B. Williams Company for their current year's advertising are spending **six times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Columbia Gramophone Company for their current year's advertising are spending **five times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Goodyear Tire Company for their current year's advertising are spending **five times** as much in MACLEAN'S MAGAZINE as they spent with us two years ago.

Gerhard Mennen Chemical Company for their current year's advertising are spending **four times** as much in MACLEAN'S MAGAZINE as they spent with us two years ago.

Canada Cement Company are spending **three times** as much as one year ago.

Proctor and Gamble are spending **three times** as much as four years ago.

Penmans Limited are spending **three times** as much as four years ago.

The Office Specialty Company are spending **three times** as much as four years ago.

Esterbrook Pen Company are spending **three times** as much as four years ago.

Postum Cereal Company are spending **three times** as much as five years ago.

Lever Bros. are spending **twice** as much as four years ago.

Willys-Overland are spending **twice** as much as four years ago.

The Cudahy Packing Company are spending **twice** as much as four years ago.

**Advertisers Should Address
MacLean's Magazine
Toronto, Canada**

Also at Montreal, Winnipeg, New York, Chicago, Boston, and London, England

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

The Financial Post on Capital and Labor To-Day

"THE mission of representatives of organized labor and the manufacturing interests to the Government with a joint bill of recommendations is one of the most encouraging events which Canadian industry has seen. The idea of co-operation indicated is of greater importance than anything which the Government may be able to do in response to the petitions presented. More than ever during the period of readjustment, the interests of capital and labor will lie in the same direction.

"Largely because labor numerically has been more widely represented in the war than capital, the workers will demand more than in the past. In this demand there may be more of justice than economic common sense, but it must be given the consideration it deserves. It is only to be hoped that labor will be represented in any controversies which may arise with industry by men who will appreciate that the workers share in the manufacturers' success and that in making demands too great they may easily kill the fabled goose."

Besides the important article from which the above is quoted,

THE POST

THIS WEEK CONTAINS:

Ontario Government Would Shift Responsibility to Trust and Loan Companies.

Beck Didn't Make the Hydro; The Hydro Made Beck.

Outlook for Bond Business in West Satisfactory.

Regina Revenue Running Short of Estimate.

Efficiency in Organizing the Branch Staff. Developments of Importance in Housing Field.

Lady's Plans for Drawing Women to New Branch.

Resignation of McAdoo A Shock to Big Business.

Canada to Show France What She Manufactures.

Montreal's Revenue Increased by a Million. Cost of Living Cuts Hotel Profits.

London Rules in Financial World.

Savings Banks in Newfoundland.

Trade Mission Goes to Siberia.

Bank of Montreal to Open in Paris.

Bond Holders to Run Prince Albert.

Bond Market Still Short of Offerings.

Explosion Case in the Courts.

War Savings Stamps in the Stores.

A Question of War Indemnity.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name

Address

.....

XMAS FRUITS

All ready for the Holiday Trade

We are now shipping

Navels and Florida Oranges

Grape Fruit and Tangerines

Malaga Grapes, Bananas

All Kinds of Nuts, Holly and

Holly Wreaths

Wire, Phone or Mail Orders.

WHITE & CO., LTD.

Front and Church Sts., TORONTO

Canada Food Board License No. 277

Xmas Oranges

As usual, we are handling the best obtainable brand of Northern California Navels and Florida Pine-apple Oranges.

TANGERINES AND GRAPE FRUIT

PEARS, GRAPES, RAISINS,

APPLES AND NUTS

VEGETABLES OF ALL KINDS

CRANBERRIES

XMAS POULTRY

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151



Furnivall's

Furnivall's Jams are just fine fruit and pure cane sugar made to conform to our recipes. Result is the finest and most appetizing jam on the Canadian market.

Sell Furnivall's and hold your customers.

Your wholesaler stocks it.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

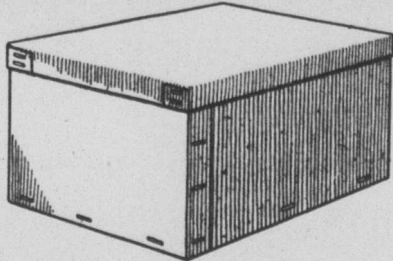
When buying

insist

on this brand

Canada Food Board License No. 14-128

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

INDEX TO ADVERTISERS

| | | | |
|--|--------|---|----|
| A | | M | |
| Acadia Sugar Refining Co. | 4 | Macdonald, W. C., Regd. | 57 |
| Aboosamra Kouri | 22 | Macdonald & Co., W. L. | 12 |
| Argyle Bute | 19 | Macivor Bros. Co. | 48 |
| B | | Maclure, A. M., & Co. | 9 |
| Babbitts | 15 | Mackay Co., Ltd., John | 11 |
| Bank of Montreal | 52, 53 | MacLeod & Co., D. J. | 9 |
| Bain, Donald H., Co. | 9 | Maclure & Langley | 10 |
| Bendon, S. G., Utility Co. | 11 | McCormick Mfg. Co. | 4 |
| Borden Milk Co. | 1 | Magor, Son & Co., Ltd. | 22 |
| Bowes & Co. | 2 | Malcolm Condensing Co. | 15 |
| Bowman Fish Co. | 63 | Mann, C. A., & Co. | 63 |
| Boxes, Ltd. | 62 | Marsh Grape Juice Co. | 11 |
| Business Systems | 58 | Marshall, H. D. | 11 |
| C | | Mathieu Co., J. L. | 10 |
| Canada Maple Exchange | 48 | Matthews-Blackwell, Ltd. | 49 |
| Canada Nut Co. | 12 | Miller Bros. Co. | 56 |
| Canadian Salt Co., Ltd. | 18 | Mount Royal Milling & Mfg. Co. Inside front cover | |
| Canadian Shredded Wheat Co. | 3 | N | |
| Canadian Wood Products Co. | 16 | Nagle & Co., N. (Volpeek).... | 54 |
| Chisholm Milling Co. | 54 | Nelson, C. J. | 12 |
| Clark, W., Ltd. | 7 | Nootka Packing Co. | 13 |
| Connors Bros. | 50 | Nutrient Food Co. | 63 |
| Chilliwack Evaporating & Packing Co. | 13 | O | |
| Cockburn Co., F. D. | 9 | Oakeys, John, & Son, Ltd. | 56 |
| Clayoquot Sound Canning Co. | 12 | Oceanic Oyster Co. | 17 |
| D | | Oury Millar Co. | 62 |
| Davies, Wm., Co. Inside back cover | | P | |
| Defiance Packing Co. | 13 | Patrick, W. G., & Co. | 10 |
| Dominion Salt Co. | 63 | Paturel, Emil | 56 |
| Duncans, Ltd. | 61 | Pennock, H. P., & Co., Ltd. | 8 |
| E | | Perry, H. L., & Co. | 8 |
| Eddy Co., E. B. | 5 | Predigest Food Co., Ltd. | 15 |
| Eckhardt, H. P., & Co. | 59 | Pullan, E. | 64 |
| Egg-O Baking Powder | 21 | R | |
| El Roi-Tan, Ltd. | 12 | Releg Co., Ltd. | 51 |
| Elliott, W. F. | 10 | Rock City Tobacco Co. | 53 |
| Escott, W. H., Co. | 8 | Rose & Lafamme, Ltd. | 11 |
| Estabrooks & Co., T. H. | 21 | S | |
| F | | Scott, Ltd., A. B. | 56 |
| Fairbank, N. K., Co. | 57 | Scott-Bathgate Co., Ltd. | 8 |
| Fearman, F. W. | 51 | Shaw & Ellis | 50 |
| Fowler & Co., R. L. | 54 | Smalls, Ltd. Back cover | |
| Freeman & Co., J. L. | 11 | Snider, J. M., & Sons | 48 |
| Freeman Co., W. A. | 51 | Spratts, Limited | 10 |
| Furnivall-New, Ltd. | 61 | Schofield & Beer | 11 |
| G | | Sutcliffe & Bingham | 55 |
| Gaetz & Co. | 11 | T | |
| Gauvreau, Paul F. | 11 | Toronto Salt Works | 63 |
| Gillespie & Co., The Robt. | 12 | Treat Mfg. Co. | 63 |
| Grant, C. H. | 9 | Thompson, E. B. | 63 |
| Gray, John, & Co. Inside front cover | | Thompson & Co., G. B. | 9 |
| H | | Turton, J. E. | 11 |
| Hargraves, Canada, Ltd. | 60 | Toronto Pottery Co. | 53 |
| Hart, C. B., Reg. | 11 | V | |
| Heinz Co. | 18 | Vogans, Ltd. | 63 |
| I | | W | |
| Imperial Extract Co. | 18 | Walker, Hugh, & Son | 6 |
| Imperial Rice Milling Co. | 13 | Watford Mfg. Co. | 60 |
| J | | Watson & Truesdale | 9 |
| Jones, C. & J. | 10 | West India Co. | 55 |
| K | | Wethey, J. H., & Co. | 61 |
| Kavanagh Co. | 63 | White & Co. | 61 |
| L | | White Cottell's | 63 |
| Lambe, W. G. | 10 | Whittall Can Co., Ltd., A. B. Front cover | |
| Lemon Bros. | 58 | Williams Storage Co. | 9 |
| Little Bros., Ltd. | 12 | | |

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



JARS AND BUTTER CROCKS

Are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers

SARNIA :: :: ONTARIO

All these ads will have
position on a live page
each week containing
reading matter.

BUYERS' DIRECTORY PAGE

Barrel pork is firming again. In Chicago, various brands registered an advance of \$4 per barrel, but when the effect of this may reach the Canadian market cannot be determined at this writing. It would seem likely that there may be an advance here at an early date.

* * * *

TEXAS RICE CROPS

Increased production and increased consumption of rice is the situation in Texas during the last year. Texas grows about 3,000,000 sacks rough rice annually, which is estimated as about 38 per cent. of the country's annual production. Producers believe the war has taught housewives the value of rice as food and that the increase in consumption will continue. The product of the large rice mills in Southern Texas is valued at \$6,000,000.

* * *

NEW DRYING PROCESS FOR MEATS

It is understood that a new drying process, by which meats and fish can be kept indefinitely and then restored to their former state of freshness by application of water has been perfected. This process, it is believed, will increase the world's meat shipping more than twelve times by doing away with the need for refrigeration. It is said that tests made show that meats that had been dried and kept a year were restored to their fresh state and served with satisfactory results. Reports received state that those who ate the restored meat failed to discover any difference between it and strictly fresh meat.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/2-INCH CUSHION FILLERS
CORRUGATED FLATS.

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

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.,

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-690

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

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

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WELL ESTABLISHED FIRM IN WINNIPEG covering entire West with staff of travellers and branch in Calgary desires one or more good lines of staple goods. Representative of this firm will be in Toronto second week of December. Write Box 464, Canadian Grocer, and make appointment.

WANTED BY OLD ESTABLISHED FOOD product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

WANTED FOR THE GROCERY DEPARTMENT of the Trochu Valley General Store, Trochu, Alta., a first-class manager who can take complete charge of this department. One who is thoroughly familiar with buying and retailing in every way. State experience, salary and all particulars and give references. Excellent position to right man. Trochu Valley Department Store, Trochu, Alta.

POSITION WANTED BY YOUNG MAN, AGE 32. Open to consider any good offer. Several years' experience as manager of general store doing business over five thousand dollars per week. Have made good in present position. Can furnish high class references. Box 468, Canadian Grocer.

WANTED BY YOUNG MAN, POSITION IN general store. Experienced. Box 466, Canadian Grocer.

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

Sugar Bags WANTED

WRITE

E-PULLAN TORONTO

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

THE "WANT" AD.

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

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

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

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

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

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FIXTURES FOR SALE

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

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

FOR SALE—TAYLOR SAFE, GOOD CONDI- tion. 3 wheel, height 41, width 34, depth 29, for \$100.00. Because we have vault now. Market price \$250.00. Carter Bros., Picton, Ont.

WANTED

WANTED TO BUY—USED McCASKEY BOOK- keeping System holding 200 accounts or more—must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.

WANTED—MAN FOR GROCERY DEPART- ment of meat and grocery business. Duties to begin first of year. Write stating experience, if any, in either branch of work, and wages expected. C. A. Robins, Dunnville, Ont.



VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

**"PEERLESS"
in Name
and Quality**



***No trouble at all to sell a
successful product such as this***

WE want you to share with us some of the success we are having in connection with "*Peerless*" Shortening.

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening—for frying foods—for every purpose for which a frying fat can be used "*Peerless*" Shortening gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

*In 1 lb. Sanitary Cartons and 3 lb., 5 lb.,
10 lb., 20 lb., 50 lb. Bright Red Tin Pails*

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

CANADIAN GROCER

TRADE MARK

Small's

Small's Forest Cream Butter and Syrup is like what Mother used to make. It is the only butter with the smooth creamy texture and spreads like butter. Packed in from one to seven hundred pounds packages. It is made from the original exclusive formulas for past eighty years. Highest rewards from all leading countries, including the Orient. Christmas parcels containing a one or five pound tin is a winner with the boy somewhere in France. Sales are enormous. Are you having your share? Insist on Small's Forest Cream Butter.

*Prompt
shipments
on all
lines*



**Maple Syrup
Molasses
and
Forest Cream
Butter**

(CAPACITY 3 CARS DAILY)

SMALLS LIMITED
SYRUP AND MOLASSES REFINERS

TRADE MARK

Small's