

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII.

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No. 47



To help your mince meat sales

The above is a half-size reproduction of our new and attractive store hanger. It is printed in four colors, on good stock, and was designed specially to help you sell more Bowes Mince Meat.

Would you like one? Just ask your jobber's salesman or write us direct.

THE BOWES COMPANY, LIMITED : TORONTO, ONT.

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

Co-operating for Results— Our Common Objective— SALES

“Co-operation” is the keynote of modern business. The manufacturer, the wholesaler and the dealer are all interested in the one objective, **Sales**. Their ultimate interests are identical—their dependence one upon the other makes them work together for the consumer's satisfaction.

Now of these three, the dealer is the one close to the consumer. Therefore, on him rests a big responsibility; without his intelligent effort, the endeavors of the wholesaler and manufacturer come to naught.

The manufacturer is responsible for the **quality** of the product—also for the advertising of that quality to the consumer.

The wholesaler makes it easy for the merchant to obtain his supplies—enables him to have the product always in stock.

The dealer's job is the proper introducing of the product to his customers. No matter how well the manufacturer and wholesaler do their part, many sales may be lost if the dealer is lukewarm about the introduction.

Take O-Cedar Products as an example.

If, instead of merely stocking these Quality Products and selling them when they are asked for, **grocers will mention O-Cedar when talking to or**



'phoning a customer, the work of the manufacturer and wholesaler will have been worth while.

The chain of co-operation may be strengthened, so far as O-Cedar is concerned, by the dealer mentioning O-Cedar in his advertisements in the local paper, for which we furnish electros and plates of advertisements free of charge.

Another way of carrying out this mutually-profitable co-operation is for the dealer to put in window displays that feature O-Cedar Products along with the attractive O-Cedar signs and hangers—and by placing O-Cedar Polish and O-Cedar Polish Mops where they can be readily seen by the customers.

These suggestions are not selfishly offered—they are all a part of “Good Merchandising”—they represent the dealer's end of the co-operation idea.

And it's an idea that, fully and properly worked out, means real money for the dealer himself.



Channell Chemical Company, Limited, Toronto, Ont.

O-Cedar Polish



Borden's



“Cuts the Cost of Cooking”

The homes where Borden's Milk Products are used for every use that milk and cream can be put to find a material saving.

Tell this fact to your customers as they come in. They'll be glad of your advice and your sales will increase appreciably.

Always recommend Borden's Evaporated Milk for whipping, for soups, etc., and Borden's Eagle Brand for infant feeding or recipes calling for milk and sugar.

Remember “Borden's cuts the cost of cooking.” Impress this fact on your customers.

Borden Milk Co., Limited

MONTREAL

VANCOUVER



*Leaders
of
Quality*

Have you prepared for the
greater demand for Mince
Meat during the cold
weather?

Wethey's Mince Meats

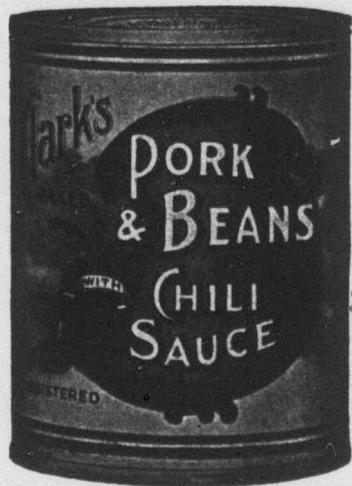
whether
Condensed in Cartons
or
Bulk in Tubs and Pails
always lead.

Order from your Jobber.

J. H. WETHEY, LIMITED

St. Catharines, Canada

CLARK'S PORK AND BEANS



with Tomato, Chili or Plain
Sauce are as popular as ever
with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the
highest quality with the best reputa-
tion, they are far and away the

BEST SELLERS



SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited

Montreal





Wagstaffe's Mince- Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



NUCOA

Nucoa is a **pure**, appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of coconuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons

Kingston—J. Y. Parkhill & Co.

Toronto—Whyte Packing Company,
Front Street E.

Galt—Glennie & Moore, Ltd.

Windsor—S. P. Lyttle, 88 Quellerie Ave.

Quebec

Montreal—Labrecque & Pellerin, 11

Rue St. Timothee
Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307
Union Trust Bldg.



**BUTTERS BREAD
STAYS SWEET**

The H. C. of B.

is largely caused by waste resulting from spoiled cakes, pies and pastry.

Many people do not consider baking powder a very important ingredient in baking, whereas it is *most important*—Success or failure depends upon the powder you select.

EGG-O Baking Powder

helps keep down the *HIGH COST OF BAKING*, because, first, it is sold at a reasonable price, and second, its double acting qualities absolutely assure perfect baking at all times. Always follow the directions on the label, you use less powder.

Buying Egg-O in the larger tins is most economical for family use.

Egg-O Baking Powder Co.
Limited
Hamilton, Canada



31

**THIS
EDUCATIONAL
ADVERTISING
MEANS
MONEY
TO YOU**

THE sales in Ontario alone in 1918 were 21 (twenty-one) times greater than in 1915. These tell their own story.

Ours is an efficient, dependable service.



Egg-O is carried in stock by all jobbers

Egg-O Baking Powder Company, Limited
HAMILTON - CANADA

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
 Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

If your customers prefer RED SALMON
 sell them

HALLCHOICE
CHOICE RED
SALMON



1 lb. and
 1/2 lb. tins

**Harry Hall
 & Co., Limited**
 Vancouver, B.C.



Identify your store
 with this widely
 known line of proven
 quality.

Furnivall's
JAMS

have a reputation for
 tastiness which will
 mean a great deal to
 you in bigger busi-
 ness. If you are not
 already handling
 Furnivall's send in
 your trial order to-
 day.

FURNIVALL - NEW
 Limited
 Hamilton, - Canada

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



HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg,
Man. Ontario—Raymond & Raymond, London, Ontario,
Quebec and New Brunswick—Arthur P. Tippet & Co., Mont-
real, Quebec. Newfoundland—Globe Trading Co., St. John's,
Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax,
N.S.



EUREKA

The

Dependable Refrigerator

A well-earned reputa-
tion. The result of over
33 years of experience
in the manufacturing of
but one article.

Let Us Solve

your refrigeration prob-
lems by installing a
Eureka in your store.

If you want to overcome that weak spot
in your business.

If you want the best of service.

If you want to save money.

Now is the time to get a full measure
of satisfaction.

Write for Particulars and Literature.

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

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.



A BIG SUCCESS

Brodie's XXX Self- Raising Flour

has won its way into the stores in most parts of
the country. It's sure to please your customers.
Tell them how good it is, and what delicious cakes,
muffins, biscuits, etc., Brodie's will make.

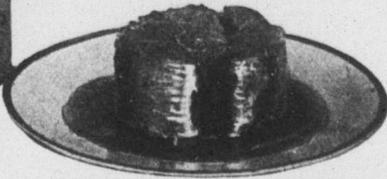
NOW

is the time to push the sale of Brodie's XXX Flour.
Make a display on your counter. Order some to-day
from your wholesaler, or from

BRODIE & HARVIE
MONTREAL LIMITED



EVERY MORSEL EDIBLE AND DELICIOUS



‘What? serve a fish on her table that hadn’t been cleaned’
You would insult your customer if you hinted at such a thing

“ALBATROSS PILCHARDS”
ARE CLEANED NO ROE OR ENTRAILS

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

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

Bring Them Together!



With
Satisfaction
and
Profit For All



NATIONAL BISCUIT & CONFECTION CO., LIMITED

“Caught in Salt Water”

HALLPINK
choice pink
SALMON



1 lb. and
½ lb tins

Harry Hall & Co.
Limited
Vancouver, B.C.

**DESICCATED
COCOANUT**

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

Our agents are:

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

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

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.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION
NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR
SELLING AND DISTRIBUTING
FREE and BONDED
WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

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

Say you saw it in Canadian Grocer, it will identify you.

Australia Came 7000 Miles



for
Wallace's Herring
They found them worth it.
WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**Wholesale Grocery Brokers
Commission Merchants**

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

**THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS**

Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

F. MANLEY

Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 **SCIENTIFIC SPECIALTY SALESMEN**

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers
Consignments solicited. Write or wire us.

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE
In Squares and Bars
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

Have you tasted our Non-Alcoholic Liguers? If not, now is the time to get a trial order of these delicious drinks from your wholesaler, or write

S. G. BENDON UTILITY CO.
Montreal, Que.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU

WHOLESALE BROKER

Flour, Feeds and Cereals

84 St. Peter Street, - QUEBEC

If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

J. C. Thompson Company

209 St. Nicholas Bldg.

MONTREAL

We cover the Confectionery Trade

THE DOMINION TRADING CO. MONTREAL

We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.

Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED

Agencies for food products for the City of Montreal, best references.

SILCOX & DREW

33 NICHOLAS ST., MONTREAL

Established 1889 HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

AGENCIES WANTED

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

H. S. JOYCE,

Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

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

BRITISH GUIANA

Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

MANUFACTURERS

do you want to market your products in
MONTREAL

We can do it for you quickly, and at reasonable cost. Big demand in Montreal now for all lines of food products.

Write or wire us for information.

O. M. SOLMON

Importer and Exporter
4492 St. Catherine St. W., MONTREAL

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS PAPER

WHEN WRITING ADVERTISER,
KINDLY MENTION THIS PAPER

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.

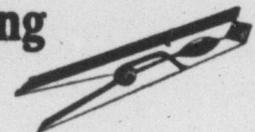
103 Wellington St., MONTREAL

McDONALD ADAMS
WINNIPEG

S. H. MOORE & CO.
TORONTO

KING & SOUTHCOT
VANCOUVER

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

**“Take It From Me”
Buy MINTO Tea**



The same quality—a better package

One Pound
and one nickel
silver spoon
(Rogers)

68c.

Two Pounds
and one nickel
silver fork
(Rogers)

\$1.36

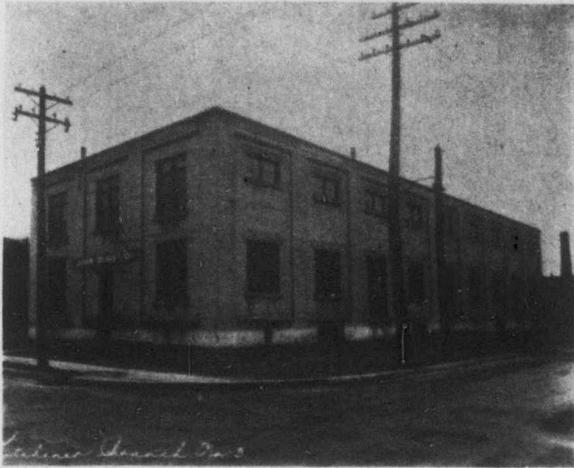
Three Pounds
and one silver
plated knife
(Rogers)

\$2.04

MINTO BROS.

284 Church Street Toronto, Can.

How We Spread to Serve



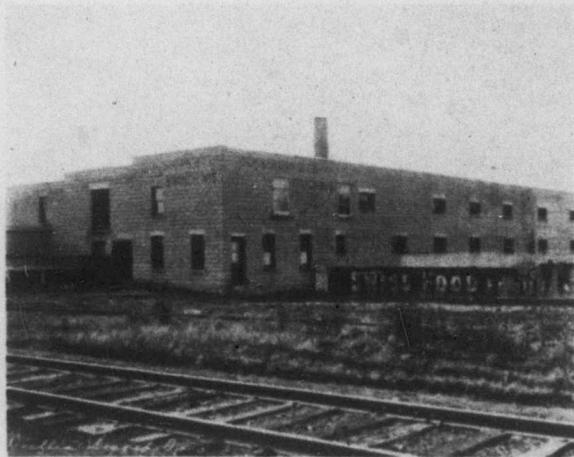
Branch at Kitchener



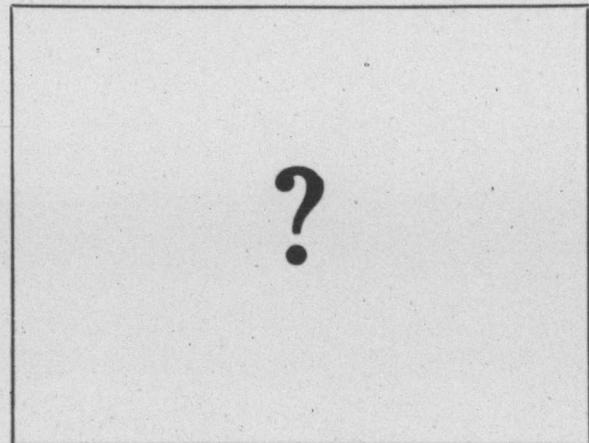
Branch at Belleville



Head Office and Warehouse, Toronto



Branch at Orillia



Our Next Branch

John Sloan & Co., - Wholesale Grocers

 To The Attentive Trader!

The week ending November 8th was the *biggest in the history of our business.*

271,405 pounds of "SALADA" in standard packets sold and shipped to regular customers.

This is at the rate of over 14,000,000
pounds a year

In Ontario alone we sold as many pounds in the week as we sold during the entire first *three* years we were in business.

Doesn't this show which way the wind blows?

"SALADA"

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax - N.S.

H.P. SAUCE

Sells By Merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.

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



PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters.

340 ST. ANTOINE STREET - - - 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:

Manley & Baker, 21 Empress Offices,
354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street,
Vancouver.

RICE

RICE FLOUR

RICE MIDDINGS

**Mount Royal Milling
and
Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY

Agents
MONTREAL

Get rid of the worry of trying to "match" bulk tea.

Our expert buyers, testers and blenders do it ALL for you.

The Red Rose standard of quality is always the same.

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you \$3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

1870 - 1920
Fifty Years in Business

Long experience in the grocery business in Canada handling nothing but quality products has convinced us that Keen's Oxford Blue has no superior on the market.

Keen's Blue is always in demand and every sales gives satisfaction to the customer and brings repeat orders.



Magor, Son & Co., Ltd.

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

A Counter Display Stand like this will make your sales even more easy.

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

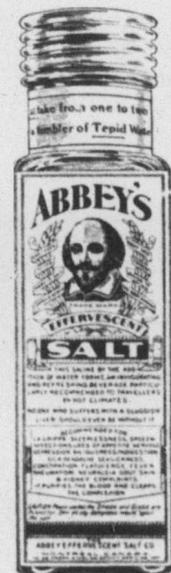
GROCERS SELL IT

They sell it right along; sell lots of it and make good money out of this popular specialty.

ABBEY'S SALT is a favorite family Saline to regulate the bowels, sweeten the stomach, relieve Headaches and Neuralgia, correct Indigestion, neutralize an acid condition of the Kidneys and Bladder, and act as a gentle and effective tonic on the entire system.

Our widespread advertising is making new customs everywhere.

The ABBEY EFFERVESCENT SALT COMPANY, Montreal



CANADIAN GROCER

Vol. XXXIII.

TORONTO, NOVEMBER 21, 1919

No. 47

Public to Blame for Cost of Living

Investigator in New York State Finds That the Extravagant Tastes of the Public is One of the Large Causes for the Cost of Living Agitation, and That the Retailer is Free From Blame—Some Canadian Instances to Support the View

WHAT is behind all the talk of the High Cost of Living? It is entirely a matter of advancing prices, or partially at least a matter of more expensive tastes? There seems a reasonable ground for the impression that the latter is the case. In this connection the report of the investigations of Ralph D. Smith, Food Administrator of Boone County, New York, is of unusual interest:

"The fact that consumers insist upon demanding the best in food, regardless of its value in nutrition, and the Government's reckless increases of wages are responsible to a great extent for the high cost of living; there is no profiteering in Broome county," says Mr. Smith.

Just what the committee discovered and what it has accomplished is related by Mr. Smith in an interesting interview.

"Our invitation to the food dealers to meet with us met with a prompt response," said Mr. Smith. The cost of their goods to them and the prices asked by them showed no undue profits except in one or two minor cases in which the price was at once lowered to what the committee thought fair. A 'fair-price list' of meats and groceries was made and published. The prices in it were virtually the same as those formerly asked by the dealers and with a few exceptions under the prices established by the committee in New York. The exceptions

were due to difference in market conditions.

"It was an education to attend these meetings. Aside from certain economic conditions which were underlying all kinds of production, particular features were brought to light which were convincing as to why certain prices, apparently so high, were not unreasonable. An interesting example of this is the case of ham.

Why Prices Vary

"Why do I have to pay sixty-four cents a pound for sliced ham when I can get a whole ham for forty cents a pound?" a clergyman asked a meat dealer.

"Come right down to the store," was the answer, "and you'll see them slicing ham now. It will be right out on the counter, different cuts in different trays. Those fine pieces such as you have for breakfast are from the centre of the ham, the best cuts. These cuts sell at sixty-four cents a pound. Then in another tray will be the slices from the shank, selling at thirty cents a pound. Now everybody wants the best cut at sixty-four cents a pound. People won't touch other cuts. Even if I keep my best cuts back for those I know can afford them, my customers will demand the best meat in the ham. And then the idea goes around that ham is at sixty-four cents a pound."

"I state it as an economic fact that the Government and war requirements, through the creation of high-priced labor, are more responsible for the high cost of living than any dealer in necessities."

Nor is this state of affairs peculiar to this locality. Take conditions as they obtain in Canada. Every now and then instances come to the attention of the merchant of people considering less the matter of price than of quality.

It is an established fact that the demand for packing house offals, hearts, livers, brains, etc., articles that despite their advanced cost have not advanced in proportion to other lines, are not in greater demand for that reason, but show a gradually declining demand. This is the situation in Canada, and it is well known that the Wiltshire side so popular in England is not saleable in Canada, the people want the finer cuts and will not buy what they consider inferior grades at any lower figure. An instance of this was noted some few days ago when a comparatively large quantity of yellow sugar was offered to the public. Despite the fact that there has been a considerable shortage of sugar in most localities there was no rush to secure supplies. The public wanted granulated sugar, not yellow sugar. There you have one of the most cogent reasons for the high cost of living.



Western Provinces Have Disastrous Loss in Potatoes

Early Severe Cold Freezes Many Potatoes in the Ground—Loss Set at Million Bushels—B.C. Suffers Severely

ACCORDING to official figures made public recently by the Department of Agriculture of Alberta, about 1,000,000 bushels of potatoes have been frozen in the ground, meaning a loss of about \$1,000,000. This is a material reduction from the figures given out a short time ago, but the estimated yield this year was only five million bushels, or two million bushels less than last year.

J. A. Grant, British Columbia, Fruit Commissioner, is responsible for the statement that nearly 50 per cent. of the British Columbia potato crop has been frozen in the ground, and that cars cannot be found to take care of the potatoes that have been harvested. Mr. Grant has just returned from an inspection trip of the Okanagan valley and district Thursday morning, is of the opinion that the potato situation is very serious indeed.

B.C.'s Heavy Loss

"Fifty per cent. of the total Ashcroft, Creston, Grand Forks and Lillooet crop has been frozen," said Mr. Grant, "while one-third of the total crop of the Okanagan valley has also been ruined, through frost. Potatoes at Yakima are selling at \$60 per ton and they are hard to get there even at that price.

"A greater part of the Alberta, Manitoba and Saskatchewan crop has also been ruined by the early frost and with the thermometer touching the 10 below zero mark, there is very little chance of the crop being rescued.

Car Shortage a Factor

The shortage of rolling stock has also affected the potato market to a great extent. The car shortage is prevalent

all over the West and in the Okanagan district, all the cars available have been commandeered for the shipment of apples.

While no figures are available at the present time, it is said that nearly 25 per cent. of the total potato crop of Alberta has been ruined by the early frosts. For the first time in a score of years, the freeze up came in October and hundreds of market and amateur gardeners were caught unaware.

According to official figures made public by the Department of Agriculture at Winnipeg, more than 1,000,000 bushels of potatoes have been frozen in the ground, meaning a loss in the neighborhood of \$1,000,000.

Advertising Sells 5,000 Pounds of Ham in Two Days

DOES it pay to advertise? Now and then an instance crops up to give a very forceful answer in the affirmative to the above question. Such an instance occurred recently in Winnipeg, when the P. and B. Stores, a chain that operates 17 stores in the city in the course of two days sold five thousand pounds of picnic hams.

Considering the number of stores, this would not perhaps be a very unusual occurrence had it been a regular line handled by the store that the public had come to look for from that source. As a matter of fact, however, the stores have not been accustomed to carry any line of hams, and it was a real innova-

COFFEE DRINKING ON THE INCREASE

Prohibition has brought a big boom in the coffee industry, it was stated at the annual convention of the National Coffee Roasters' Association in session at Atlantic City.

The consumption of coffee is daily increasing and the roasters say that their industry is due for a tremendous boom. They point out that the establishment of coffee houses is not a long way off, similar to those in France, where they assert that 90 per cent. of the daytime drinking in the cafes is coffee.

The association plans a vigorous campaign to halt the large run of coffee substitutes that have developed during the last two years and will seek the enactment of laws compelling a declaration of contents on every package of substitutes sold such as now prevails in the sale of foods.

tion to which the public had to be educated.

The company had the opportunity to buy a large quantity at a favorable price, and having bought they set out to make a market for the produce.

The P. and B. stores use half a column each week to call attention to their stock, and on this occasion picnic hams were advertised extensively.

In two days they had sold over two tons as a direct result of a well-planned and persistent advertising campaign.

They had the ear of the public and though the public knew that they did not handle these goods as a common practice, the advertising appeal was effective in creating a brisk sale.

SCORN NOT THE PRUNE

"Up from nothing" is an American platitude. Our rule-reversing democracy has seen many cases of humble artisans of to-day moving into the moneyed class of to-morrow. But mark the great silent upheaval that has taken place in the fruit world, the rise of the prune proletariat!

Prunes make an economical dessert, a sort of Barmecide feast that could be served for three or four meals in succession. But, like most other American immigrants, in a few generations it has emerged from the lower classes—vaulted the bourgeoisie, and now sits superlative among the money patricians.

You may not have noticed the prune much in its middle-class career. You remember it back on the farm—you ate it at your five o'clock breakfast by the flickering oil lamp on the red-checked tablecloth. But to-day they will serve you just three fat complacent prunes for dessert at your club—and you pay a pretty price for them.—The Nation's Business for November.

Pecans Will be Very High Priced

Will Not be Available for the Christmas Trade—New Tarragona Almonds on the Market at From 31 to 33 Cents Per Pound

NEW Tarragona almonds are arriving on the Toronto market, and are available for the Christmas trade. Dealers are quoting them at from 31 to 33 cents per pound. Shipments are arriving freely, now that the New York strike is ended. Distribution will be general in the course of a week. French walnuts of last year's crop and of splendid quality are being sold around 40 cents per pound. French grenobles of this year's crop will not be here in time for the holiday trade. Filberts should be fairly plentiful, dealers state, and will sell on about the same basis as almonds. There will not be many shelled pecans for the Christmas trade, as delivery is not promised until early in the

New Year. Prices of pecans are extremely high, being quoted in St. Louis at one dollar per pound.

New shelled walnuts have arrived at the port of Montreal and should be on the market shortly. They will sell to the trade at 60 cents per pound. French shelled walnuts are in very light supply, and prices are so high as to make them almost prohibitive. Manchurian walnuts are filling the demands for shelled walnuts. They are quoted to the trade at from 80 to 82 cents.

The market for cocoanut is very firm, the unsweetened kind selling at 40 cents per pound, and the sweetened cocoanut at 45 cents.

Another Winning Window



The Winner of the Third Prize

THIS window, which was the winner of the third prize in Class A, was dressed by Harold Crone, of the McLean Grocery, Moose Jaw, Sask., who has been a persistent winner of prizes for window dressing.

The background of the window shows some interesting novelties in the way of Santa Claus figures cut out and pasted on cardboard. Note also the effective use made of price cards. Mr. Crone states that the window was the most successful they have ever dressed in the way of actually selling the goods. The window was arranged in a series of rising shelves, as follows: Back row—Olives, both plain and stuffed. Next row—Fancy boxes of chocolate and boxes of cigars. Third row—Layer figs, ginger wine and grape juice. Fourth row—Canned fruit, oranges and apples and red B.C. jelly. Fifth row—Japanese oranges, Plot figs, marshmallows (in dishes), toasted and plain. Sixth row—Colored candles, mixed candies, mixed nuts, cranberries, mincemeat and fancy boxes of chocolate.

Develop Trade in Standard Remedies

Important Department in Stores in Country Places—Absence of Drug Stores in Near Vicinity Provides Fine Opportunity for Good Business in These Lines

A DEPARTMENT for the sale of standard remedies is growing in favor with a great many grocers, and the number who are now selling these articles are rapidly increasing. The grocer in the small country places, and in the outlying parts of the larger towns and cities are finding standard remedies a very remunerative line and their success in handling the same, according to the statement of many of them, has made it well worth while. Several merchants in the North have well-stocked departments in their stores, and when a representative of CANADIAN GROCER called on some of them in the Muskoka district, a short time ago, he learned that quite a thriving business was being done in these medicinal preparations. Of course business is best where there's no drug store, and where this is the case, such a department is almost a necessity. It is usually run in connection with the grocery business, and in some of the stores visited, a section of the shelving space is marked off for these goods.

An Important Department

"We carry a stock of standard remedies, toilet preparations, and such like, estimated at from \$500 to \$800," stated G. W. Lankin of C. W. Lankin Co., Ltd., Utterson, Ont. "These include the remedies of two or three of the large drug supply houses, cures for coughs, colds, as well as pain killer, various kinds of pills, turpentine, and also veterinary supplies." "We turn this stock over twice and sometimes three times in the year. We have no doctor in

Utterson, and no drug store. Consequently there is a heavier demand for these remedies than there otherwise would be. Last year when the "flu" was very bad throughout the country, our standard remedy department supplied a real service to the people, and the business at that time, was naturally the largest that it has ever been." The Lankin store also carries talcum powder, shaving soap, in fact a complete stock of the articles that are manufactured by a certain firm. One large section of the shelving space behind the counter is reserved for these remedies and toilet articles, giving them a prominent place in the store, and rendering it easy for customers to see just what is carried in these goods.

A Real Revenue Problem

Occupying a corner of the grocery section of the store, the standard remedy department in the business of W. Hanna & Co., at Port Carling, Ont., is at certain seasons a real revenue producer. Situated twenty miles from a drug store, and twelve miles from a doctor, this department is very essential in the village, Mr. Hanna told CANADIAN GROCER. He carries a stock valued at \$500, and as an indication of the business that is being done in these standard machines, it might be mentioned that it is turned over four and five times every year. It is an attractively arranged department in the Hanna store, and one that attracts not only the villagers, who because of service that it has rendered them, know it is there, but a large number of summer tourists who patronize it to a very great

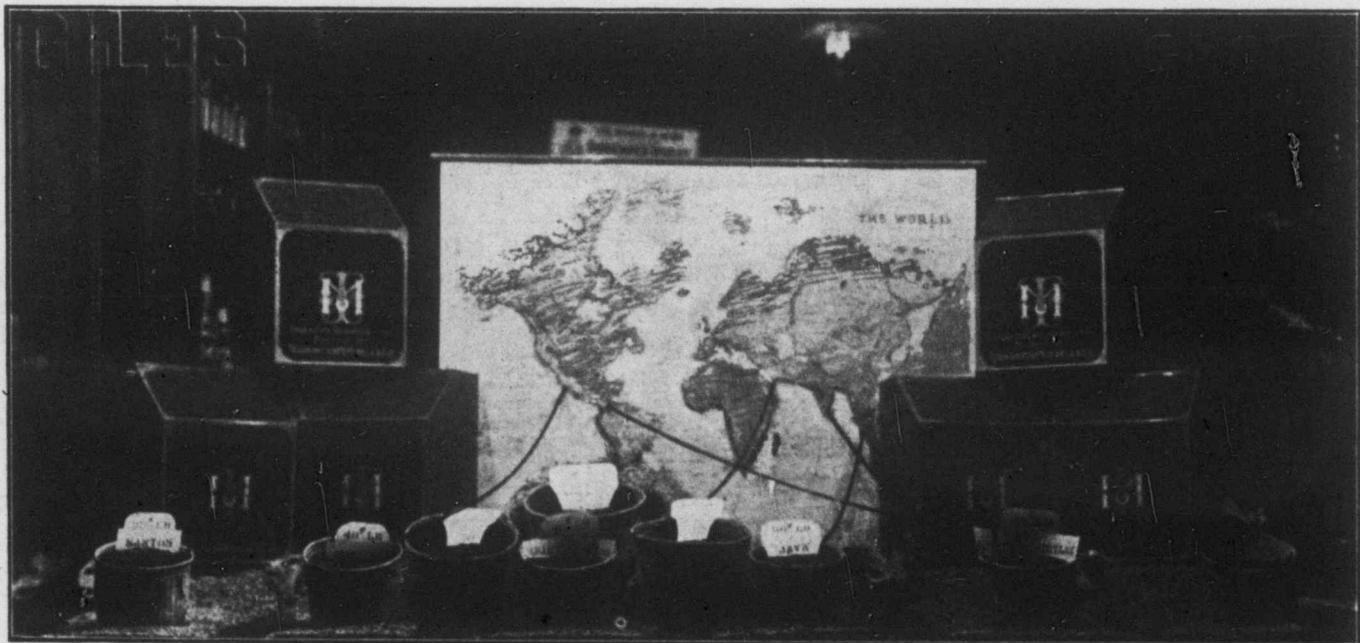
extent. In the summer months, of course, there is a drug store in Port Carling, but in spite of this fact, Mr. Hanna states that there is a very good inquiry for facial preparations, talcum powder and such like. The business in this department of the Hanna store has rapidly increased, and the stock now carried, covers a very wide range of goods, as compared with only small supplies a few years ago. In fact it is a real drug department, with the exception that there is no prescribing.

Active Sale in Remedies

Another merchant in the North who has built up a good business in standard remedies is Fred McKey at Dorset, Ont. Like the others, he has the various lines that he carries prominently displayed on the shelves. His lines consist of toilet preparations, cough cures, pills, and various other remedies for different ailments. By putting these goods out where people can see them, and letting them know what he has to offer in this regard, he has created an active demand for these various lines.

IDEAL BAKING CO. BANQUET

Bakers and salesmen of the Ideal Baking Company who have seen active service were the guests recently at a banquet given by the company in its new hall on its premises at the corner of Dovercourt road and Argyle street. All of the employees of the company were present. Nearly two hundred attended the function.



With Coffee growing in popularity all the time this type of window linking up your coffee with the country of origin will encourage interest in this department and promote sales.

Good Showcard Writing Takes Time

To Get Theory and Practice Student Must Go Over Each Step Thoroughly

By R. T. D. EDWARDS

IN THE daily papers there appear at times advertisements soliciting show-card students. Great possibilities are pictured as to the incomes to be derived by show-card writers, and it is also pointed out that big money can be made while learning, absurd sums being mentioned—absurdly high even for the best in the business. Of course such advertisements are but bait held out to attract correspondence which gives even more glowing accounts of the possibilities of show-card writing. These results, though, it must regretfully be stated, are only obtainable through their "teach 'em quick methods." At least this is what they claim.

The absurdity of these advertisements is so apparent that it is to be wondered at that so many are taken in by them. In the first place these courses are supposed to put the student through from start to finish in a few weeks. But who



ever heard of a man being taught in a few weeks what it has taken others years to accomplish?

Where are the Positions?

In the second place, where are the positions for exclusive card-writers to fill? They are not to be had. If all the students taken on were to become card-writers the market would soon be so deluged with "free lancers" that few would make even an existence at it. These remarks, be it remembered, are aimed only at those who have these "get-rich-quick" ideas, not at the correspondence schools that are running straightforward business propositions.

It is true that some people learn things more quickly than do others, but generally speaking, one must take a reasonable length of time to learn each step in card-writing to get the theory and the practice, the latter being the main essential to give the writer speed and fluency in the work.

So, rather than take those so-called quick courses, let the student find out the proper kind of brushes and get a set of three red sable writers, Nos. 5, 6 and 7, and if he cannot get some good man to give him a few pointers, let him observe the work of an accomplished

SOME SUGGESTIONS FOR SHOW CARD PHRASES

We Have Everything You Need for the Fall and Winter Season.

New Canned Goods Just Arrived.

We Specialize on Fruits and Vegetables.

When in Doubt, Use Macaroni.

man. He can learn a great deal by this observation. Then it remains for him to practise and keep on practising. He can get all the show-card colors he needs at stationery or art supply stores.

The person who can put his work into actual use is the one who will advance the quickest in the work. For instance, if the student is a salesman he can obtain practice by doing the small price cards of the store, gradually working into the larger work. If he is a window-trimmer or an advertiser, the opportunities are right with him. Stick to plain work at first and employ the use of bright colors very sparingly, Mr. Student.

A word here as to brushes might be quite timely. All during the war good brushes were more or less scarce owing to the unsettled conditions of the European market, but now the question is even more difficult. France makes the best cardwriters' red sable writers, and only a fraction of the former shipments are coming through, so when the student is able to get good brushes it is advisable to keep them in good shape. Well-cared-for brushes will last the card-writer who has not a great amount of work to do, for years. There are three points which should be observed in the care of brushes.

First, don't allow the color to dry in the brush while still on the pallet. If this ever does occur, make sure that it is thoroughly softened before trying to remove it.

Second, always wash the brushes thoroughly in plenty of clean water, making sure to remove all the color.

Third, never allow brushes to stand in a pot of color or vessel of water for any length of time. This ruins the points quicker than anything else.

Get Ready for Christmas

We are now well into the Fall season

and the Christmas trade is not far off, so you who have Christmas cards to prepare should be getting out decorative designs for the show cards.

Many things can be done. Get the various Xmas ideas together, work up various suitable designs for the different sizes of cards to be used, and make layout stencils in advance. Prepare various Xmas colors, too, such as greens, reds, gold, etc. Gold plays an important part in the decorating and should be ready and mixed at all times. It can be bought ready mixed, but can be mixed if desired in the following way:

Get the finest ground powder possible. Mix in a small open dish such as a sponge glass. To a teaspoonful of dry gold put about three or four teaspoonfuls of wood alcohol. Mix thoroughly, then add plenty of size and mix thoroughly again. Add water to the right consistency. Gold will never stay mixed, and more size



will have to be added as the gold is used. Use plenty of water with it and mix just before using.

FLORIDA ORANGE AND GRAPE-FRUIT SEASON GOOD

Reports from the citrus fruit sections of Florida which are further borne out by statements of the large shipping organizations and published estimates of the Department of Agriculture, indicate that the 1919-20 crop of oranges, grapefruit and tangerines is in very good condition. The older orchards from all reports have a heavier crop of fruit than last year, while there is a large additional acreage of new bearing trees with a fine crop on them. Shipments of grapefruit commenced a month ago and are now arriving in the markets in increasing volume. Shipments of the early varieties of oranges will begin this week. Estimates of the States Department of Agriculture place the total crop 700,000 boxes ahead of last season, with the principal increase in oranges. The crop is distributed among varieties approximately as follows: Oranges, 6,300,000 boxes; grapefruit, 8,300,000 boxes; limes and other small citrus, 50,000 boxes, making a total of 9,650,000 boxes, as compared with last year's total ship-

ORIGIN OF COFFEE

Abyssinia is the original home of the coffee tree and in the southern and western highlands of that country there are still immense forests of it that have never been touched.

In a report to the Department of Commerce, Addison E. Southard, U. S. consul at Aden, says:

"It is from the name 'Kaffa' that the word 'coffee' is said to have come. All accounts as to the introduction of coffee to the world do not agree, but the weight of the evidence is to the effect that the Arabs in about the eleventh century brought coffee from Abyssinia, calling it the fruit of the tree of Kaffa, from the Abyssinian province in which they got it.

"Seeds were planted in Arabia and developed the fine coffee known to-day as Mocha. Due to cultivation and the change of soil and climate, the Mocha coffee is a very great improvement over the Kaffa stock from which it originated.

"When, according to history, the

Arabs overran Abyssinia in the fifteenth century and occupied the great agricultural province of Harrar, they brought Mocha coffee seeds, which were planted, and this coffee is to-day the principal agricultural crop in that province.

"Thus we have the two kinds of Abyssinian-grown coffee; the indigenous and

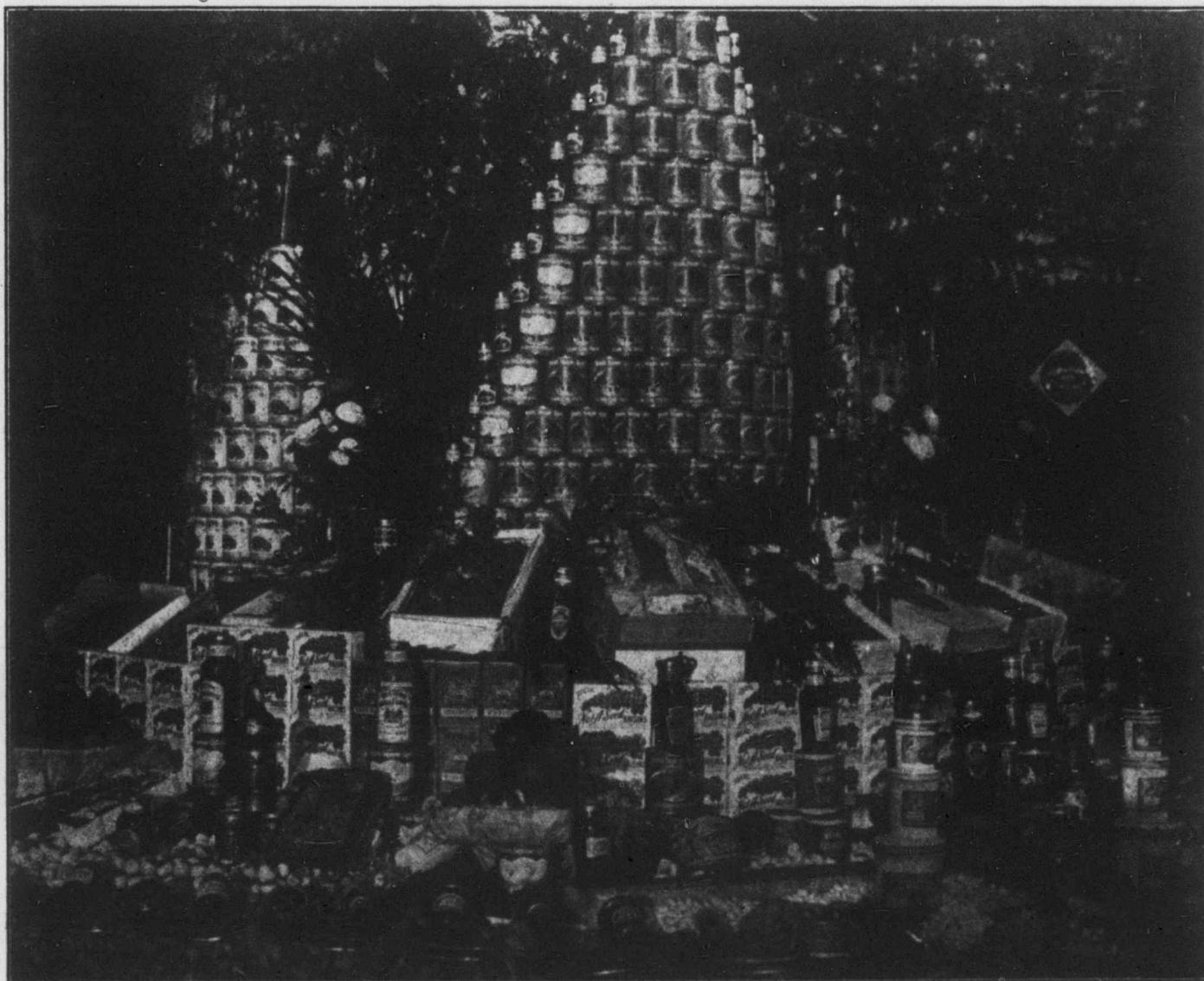
uncultivated plant in southern and western Abyssinia and the cultivated Harrar plant, which originated from the same indigenous stock but which is very much superior owing, presumably, to cultivation and to its having come into the eastern part of the country via Arabia instead of direct, as might well have been the case."

Materials for Soap Making Still High

Oils Are in Great Demand and Supplies Are Offered Only at High Prices—Soap Prices Not Likely to Come Down

THE greatly increased demand for edible oils, particularly for some of the vegetable oils, has, as has already been pointed out, served to make the various oils used to-day very scarce and high. The use of oleomargarine in Europe is one of the reasons for scarcity of oils, and with no hope of the demand decreasing, it is not probable that there will be, in the near future at any rate, any decline in the

price of various soaps. The market is very strong, and while supplies have been adequate, and the winter season will, perhaps, find the various retailers in the possession of ample stocks, decline of prices are not anticipated. There may be no advances at present, but, as pointed out by a soap man to CANADIAN GROCER, the tendencies are firm and the market strong.



An effective window arrangement for the present time when the housekeepers' attention will be readily caught by anything suggesting the needs of the coming holiday season.

Prosperous Towns Mean a Prosperous Canada

By E. M. Trowern, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa

THERE are very few people in Canada who have not heard the argument used, that in order to pay our national debt we must produce more goods, whether they are from the forest, the mine, the field or the sea. The object is to exchange these goods for other goods that we require, but which we cannot produce. The more goods, therefore, that Canada can produce the richer she becomes, and the richer that she becomes the better business place it is for those who live here. If the above argument is sound for Canada as a whole it should also be sound for any part of Canada.

Makes for Progress

Competition among nations is the strongest incentive toward progress. The Canadian people are proud of Canada because of the ideals she has set up, and she is, therefore, proud of her flag and proud of her race. This is the incentive for higher development. To build up Canada we must do as all sane men would do in their own private business; they must build up their treasury, and so we must build up the Canadian Treasury. Hundreds of millions of dollars in the treasury of any foreign country are of no use to the Canadian Treasury unless we can get some of it by exchanging our products for it.

Would Become Dormant

If the world was one great commonwealth and there was only one treasury, we would become dormant through want of competition, and we would become lost through enormity. Competition is the mainspring that forces us on toward higher ideals. This is true in every position in life. The citizens of every city, if they are happy and contented, take a pride in their surroundings. They want their city to be the best in Canada, and they strive toward that end. This produces a healthy rivalry, and so it is with the towns and villages of Canada.

Variety and Style

Follow the argument a little further, and competition among the citizens for better homes produces a variety and style that lends a charm to life, and which could not be found where every house was built after the same plan and of the same style of architecture. If legitimate competition, therefore, is an advantageous incentive among nations, cities, towns, villages and individuals, it must be encouraged and not destroyed, providing it receives no special privileges and does not undertake to take advantage of its position.

Goes Hand in Hand

Wherever there is prosperity there is usually progress. Prosperity is not always represented in dollars and cents. If it were so and all the dollars and cents in Canada got into the hands of two people, no one could say that Canada's prosperity was impaired if the amount this year remained the same as last year, or was somewhat greater, but if this condition was produced we would begin to see evidences of lack of prosperity all around us.

How About This?

In making a survey of all the towns and villages throughout Canada, can anyone say that they see great

evidences of prosperity? Can they see more stores being built or new additions to old ones? Is there more paint used than formerly on the store fronts? Are the stocks doubling up or keeping pace with the population? Is there a general appearance of prosperity all around? Are there more and better pavements, better fire-fighting appliances, more contented civic employees, better paid public school teachers, etc.? If not, why not? Could it be because of the lack of pride in the town or village? Is the money that is paid to the farmers or producers passing through the town or village and circulating so that all engaged therein can have an opportunity of being rewarded for their services, or is the money going direct to one or two large mail order houses hundreds of miles away, and starving the trade of the town?

Reduce Its Power

Take the actual trade and business out of a town and you reduce its power to pay taxes. Taxes can only be paid by those who have money to pay them. Mendicants and beggars never pay taxes. Every retail merchant who has a store in a town should make it a rigid rule to buy all the things he requires from his fellow retail merchants in the town. If the goods you want are not in stock, leave your order and encourage your fellow retail merchant to stock them. If retail merchants themselves patronize and encourage mail order catalogue houses, how can they complain if others do the same thing?

Keep It At Home

If you want your town to thrive you must keep your money in local circulation. You must constitute yourself a town booster. Canada's continued prosperity depends upon her live, up-to-date towns. It is far better to have eight million happy and contented people in Canada, all having enough work to keep them busy and sufficient salaries to enable them to lay something away for a rainy day, than it is to have thousands out of employment, thousands receiving starvation wages, thousands in the poor houses, and a few living in luxury and abundance. The more active, energetic towns that we have the more equitable will be the distribution of wealth.

Vital To Our Future

Canada's future depends upon the prosperity of her towns and villages. If the towns and villages of Canada decline, Canada will also decline. If you want your town to die, take your money out of circulation and send it away to a mail order house. If you want a thriving, up-to-date place where the people love to congregate, be a town booster; take an interest in the stores in your town; encourage those who keep clean, comfortable hotels, where commercial travellers can stay with comfort and obtain good meals. If you have a local paper, weekly or daily, subscribe to it, and if you are a merchant or a manufacturer advertise in it and see that the proprietor keeps everlastingly boosting your town. If it is worth living in it is worth boosting; if it is not worth living in we would advise you to move out as quickly as possible and give place to better men.

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

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THE VICTORY LOAN SUCCEEDS

THE Victory Loan has gone across with another tremendous total, far out-stripping the objective set. There is in this fact a ground for more than normal confidence. In days past, Canada, when she wanted money, borrowed largely from abroad and that largely because there was not the money at home. But conditions in this regard have changed and citizens of Canada have subscribed billions to carry on the country's work. The success of this loan is a fine indication of the essential soundness of the country's position, and an added assurance that there is no solid ground for fear in regard to what the future holds.

PRICE FIXING A HINDRANCE NOT A HELP

JULIUS H. BARNES, United States Wheat Director and head of the Federal Grain Corporation, in stating recently that grain houses should be prepared to handle wheat free from governmental interference, made a strong plea against any further continuance of the practice of setting prices.

"All interference with the free play of the different elements in marketing," he stated, "is a hindrance and a loss both to the producer and the public generally."

As Mr. Barnes points out, price fixing eliminates the economic feature in marketing, which is of the utmost value in the distribution of products. It is the variation of price at different points that moves the goods. Price fixing, therefore, interferes very materially with efficient distribution.

MERCHANTS HELPING THEMSELVES

NO less than 1,600 local tribunals have been established in England with a view of investigating all cases of alleged profiteering. W. McCurdy, M.P., secretary of the Central Committee, recently made some interesting comments on the general situation. "One of the causes of profiteering," he said, "is the fact that the public seems to have lost all sense of what is a reasonable price. To meet this situation, which is really, perhaps, one of the most important phases of the work, the Investigation of Prices Committee is giving the people general information so as to enable them to know what are fair prices. This will help not only the people but the retailers, and I am glad to be able to say that in several of the most important retail trades there is now a movement to assist the Government in every possible way by organizing plans under which the trades themselves will take steps to reduce prices to the public and eliminate all profiteering. The grocers, for instance, are planning to draw up price lists for all articles which are uncontrollable and they expect to be able to make substantial reductions."

Editorials You Should Read

A RATHER significant sign hangs above a counter piled high with silks in a big Philadelphia department store. It reads:

WE ARE CLOSING OUT THIS LINE

Additional supplies of these silks cannot be obtained except at such an advance in price that we do not care to continue handling them. We are therefore closing out our remaining stock at less than present wholesale prices.

This great store has enough wealthy and extravagant customers to insure the sale, eventually, of such goods, no matter what they may cost. It is not closing out the line in fear of being "stuck" with unsalable merchandise, nor because of a belief that these particular silks are due for an early fall in price.

The line is being dropped because its price has reached a point where it has seriously slowed up the turn-over. Its sale is "dragging"; therefore, there is no room for it on the shelves or counters of a store whose sound management is nationally famous.

There is a hint here for merchants in all trades. When a line of merchandise gets beyond a certain price limit, it becomes a luxury for the merchant as well as for the consumer. It makes no difference that that is still a limited demand. Limited demands do not produce fast turn-overs. They mean loss, not profit.—The Retail Public Ledger, Philadelphia.

Keen Analysis of the Fruit Department

This Grocer Gives the Facts and Figures of Success

By HENRY JOHNSON, Jr.

THIS is a straight-from-the-shoulder story from a man who has built a remarkable success on the foundation of a good fruit department. Starting with the handicap of a weak business, he has made it flourish. Beginning less than three years ago with small sales, he now is turning out \$12,000 worth of goods a month. From a condition of being heavily in debt—through no fault of his own—he now discounts every bill and owes very little. So he has the right to speak and be heard.

He is located in Moose Jaw, Saskatchewan, Canada, a town of some 20,000. That is so near British Columbia that it is normal and natural that he should deal heavily in B. C. apples; but you will notice that he crowds to the front any special fruit in season, keeping after the business with great zeal and intelligence. You will notice, also, that he practises the little twists and quirks of the trade, and that he enlists the enthusiasm of his clerks in the most tangible and certain way possible—that of giving them a bonus on fruit sales.

Therefore, all you have to do is study his methods. Forget the difference in location. If you are not able to get apples to advantage this fall, never mind that; work the lines you can get as he does, and you will make a success as he has made it. Finally, if you feel that you "can't do it that way," I shall agree with you! For it's the most certain thing that the man who thinks he "can't" is right; he's beaten before he starts. That is precisely what makes the opportunity for such men as Hanley; ever think of that? There's room at the top, because so few care to take the pains and make the consistent effort to climb! Get me?

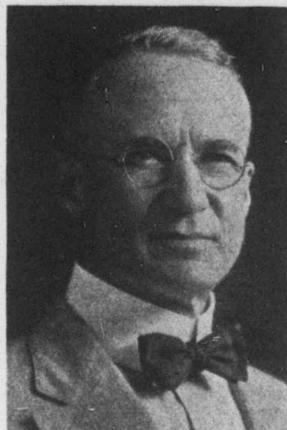
Hanley's Story

"I am glad to give you details of the sweep of our fruit business and tell you how I came to make such a specialty of it. Long ago, when my partner was failing of success, I analyzed the fruit business, of which he was very fond, and which he always handled himself, and I concluded that it was the chief cause of his failure. It certainly is one of the easiest places to make heavy losses in the grocery business. Yet after watching his experience I formed the opinion that the fruit business is one part of the grocer's calling that can be made into a huge success; and by subsequent experience has borne out this opinion.

What are the great fundamentals?

1.—Fruit is something which ninety-nine per cent. of mankind always wants. You can sell the average person fruit when you cannot sell her other lines. There is an unlimited demand to satisfy.

2.—Fruit always can be attractively displayed and made pleasing to the eye



HENRY JOHNSON, Jr.

and palate. So about 45 weeks in the year we have fruit in the windows, even in this climate where "forty below" is no uncommon winter temperature, and arranged attractively in the store.

3.—Then by salesmanship fruit can be pushed when groceries cannot be pushed successfully. Ask a customer over the phone if she needs soap and either she has a supply or does not require much. Ask her if she wants oranges, and she may have those too; but there is always some fruit that will appeal to her. In that way we sell ninety-nine times out of a hundred.

4.—Very little price cutting is experienced in fruits. A woman may see oranges advertised cheaply, but she knows our reputation for fruit and perhaps sees our display, so we get the business.

Reputation Big Asset

"Year before last we arranged with some growers in British Columbia to get our fruit from them direct. This gave us a little advantage in price, but the main advantage was that we got our supplies fresh daily. We sold well and cut out the shrinkage, thus showing a good profit and building up a reputation as a good place from which to buy fruits. Only to-day a lady phoned to ask what would be the price of our raspberries of which she had been told we were getting in a carload.

"In our advertising and talks in the store we stated that if customers would advise what fruits they planned to preserve, we would tell them when we had those fruits and suggest the best time for putting them up. As we have information from growers, trade papers and crop and weather reports we can advise them fully and accurately.

"This system helped us to look ahead, plan accurately for our needs, and when

each fruit was about at the peak, we would assemble our orders and tabulate amounts, then wire our requirements for immediate shipment. This cut out shrinkage apt to follow on having too many perishable goods on hand.

Immune to Competition

"We gave farmers and out of town customers a special inducement by paying express charges on five cases or over. This did not amount to much, yet was a great saving to them, thus: The charge on a case was 35c, yet it was only 35c for 100 pounds. So customers could club together and thus each would save 35c on what his single case would have cost him.

"Last year we took chance on a car of apples and had remarkable success with them. We sold about 300 cases the first few days, in less than two weeks we had a second car rolling, bigger than the first, and during the fall and winter we sold over 2,500 boxes. Of course, we advertised largely in the local papers. We put large signs on the delivery car and on the store front announcing the cars as they came and naming the varieties and prices and an offer of five per cent. off on five boxes or more.

"Some competitors had cheaper apples, others had poorer apples at higher prices. So after looking around the majority came and bought from us.

"I also gave the clerks ten cents the box for every box they sold.

"So you see, we start in January with apples, grapefruit, oranges, etc., and continue all through the year with fresh fruits and vegetables.

Display Value of Oranges

"I have spoken so far of preserving fruits mainly, but by making large and liberal displays of oranges and grapefruit.

"Only a few weeks ago one of the fruit houses was long on the large sizes of oranges, so I bought 20 cases at a good price and sold them at \$4.00 for the half case. I had to repeat the order. The same applies to grapefruit. Last week we had asparagus and we phoned several of our customers, who were delighted because no one else had any in town. They also remarked: 'How nice of you to think of us that way. We were just in need of something like that.'

"We often use the phone this way, many times cleaning up an entire line. This not only gives us the quick turn and prompt profit, but it plays favorites where we want to play them—among our own best customers.

"I may add another thing: *No fruit goes out unless it is first class.* If fruit comes in soft, we either preserve it ourselves or send it to the candy factory here

Continued on Page 33

CURRENT NEWS OF THE WEEK

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

Maritime

A. W. Hicks, grocer, Hampton, N.B., has sold to R. W. Bovaird.

Quebec

C. H. Sirois, of the C. H. Sirois Co., Montreal, was in Quebec early this week.

Mr. Coleman, of the Coleman Baking Powder Co., Brockville, was a Montreal visitor last week.

The John T. McBride Co., Ltd., Montreal, has succeeded John T. McBride, wholesale importers of nuts, dried fruits, etc.

Major J. G. Carsley, director of the Lion Vinegar Co., Montreal, recently returned from overseas and is now definitely settled in Montreal.

Mr. Hutchins, of Stanway-Hutchins, wholesale teas, Montreal, returned from a hunting trip early this week. Mr. Hutchins reports the "allotted number" as his bag.

Leveson's, Limited, and the Vancouver Milling and Grain Co., Ltd., Montreal, have moved their offices from the Coristine Building to Room 310, St. Nicholas Building.

The C. H. Sirois Co., Ltd., Montreal, have accepted agencies for Quebec for John Bull Malt Flour, Blackwood's, Ltd., Winnipeg, and the American Cranberry Exchange, New York.

The Lion Vinegar Company, Drolet St., Montreal, is enlarging its plant. The new alterations will double the present capacity and a two storey addition is being erected. This will be of brick structure over encased steel. The new plant, it is expected, will be ready for occupation by the new year.

C. B. Hart has returned from a hunting trip in the North. Mr. Hart states that he wants no more venison for some years, as his wife has been serving veal roasts, steaks, stews, etc., in superabundance, and still there's little impression on the supply.

T. W. C. Binns, of the Canadian Packing Co., Ltd., Ottawa, was in Montreal on Monday. Mr. Binns reported the sales of fish for National Fish Day the biggest yet, the records having been broken. Mr. Binns further expects that this idea, as furthered by National Fish Day, has already taken hold of the Ottawa people.

Rand W. Sutherland, secretary and sales manager of Norcanners, Limited, New York and Norway, was in Montreal this week. While here, Mr. Sutherland made his headquarters with the company's Quebec and Eastern Ontario representative, C. B. Hart, Reg'd. He has

been covering Canadian points in the interests of his firm for the past two months.

Ontario

S. E. Watson, Toronto, has sold out.

I. A. Blain, Gilford, has sold to G. Badger.

Ernie Schelberg, grocer, Simcoe, has sold out.

Sarah E. Watson, grocer, Toronto, has sold out.

T. E. Houghton, Toronto, has sold to J. H. Ross.

H. S. Derbyshire, Wheatley, has sold to A. Emon.

Wm. Clavir, general merchant, Powassan, has sold out.

A. L. Jeffries, grocer, Simcoe, has sold to Geo. A. Curtis.

Wm. Metcalfe and Co., Kitchener, has sold to Elmer Letson.

Fred D. Kelsey, grocer, Toronto, has sold to D. Sullivan.

Gammon and Saunders, Essex, have dissolved partnership.

Chas. Turvey, grocer, Simcoe, has sold to John A. Calder.

Mrs. A. Marzette has opened a general store at Crozier Station.

J. R. Wood, general merchant, Fergus, has sold to James Russell.

G. F. McCaig has opened a store at 170 Christie street, Toronto.

Mrs. E. Roland, grocer, Pembroke, has sold to M. Montgomery.

J. E. Hewett, general merchant, Craighurst, has sold to Eli Blueman.

Eli Blueman, general merchant, Edgar, has sold to W. I. Addison.

W. T. Stewart, general merchant, Beeton, has sold to W. D. Morton.

M. W. Stroud, general merchant, Drumbo, has sold to W. L. Murray.

Walker and Dearnley have opened a fruit and grocery at 287 Christie street, Toronto.

F. W. Silk is running a butcher and grocery business at 105 Bartlett street, Toronto.

Janeford and Edwards, wholesale fruit, London, have dissolved partnership.

H. J. Byers, of Fort Hope, has taken over the business of R. J. Watson, 972 Ossington Ave., Toronto.

Geo. McNeil, grocer, Haileybury, has suffered loss by fire. The loss is partially covered by insurance.

A. Maclure, of A. Maclure & Co., Winnipeg, was in Toronto during the week. He will visit Montreal and other Eastern centres before returning to the West.

The annual meeting of the Ontario Associated Boards of Trade and Chambers of Commerce, which will be held in the City Hall, Toronto, Nov. 20th, com-

mencing at eleven o'clock, will be under the chairmanship of the President, Mr. William Taylor of Owen Sound.

The grocery business formerly conducted by Oldham & Neal, 58 Follis ave., Toronto, is now controlled by Mrs. Oldham.

The store of Wm. Beatty Co., general merchants, Parry Sound, was entered recently and a quantity of goods stolen.

Re-So Commodity Co. have opened a grocery store at 1512 Shaw Street, Toronto, under the management of J. T. Norman.

J. P. Carter has purchased the business recently conducted by C. McCarthy at 450 Roxton Road, Toronto.

Robbers broke into the Mullens Groceria, 705 Yonge street, Toronto, recently and stole an amount of goods. The thieves probably gained entrance through the back as the back window was found to be broken. No money was taken.

A company has been formed in Toronto, known as the National Showcase Company, which is being incorporated at \$50,000, and which will engage in the manufacture of showcases and interior fittings. A plant has been secured in Toronto.

W. F. Hogarth, after a lapse of six and a half years, has re-entered the grocery business at 131 Syndicate Ave., Fort William. On the afternoon of the opening, Nov. 6, a tea was given by Mrs. Hogarth in the store to benefit the Ladies' Aid of McKellar Hospital, to which all ladies and gentlemen were cordially invited.

The grocery business situated at the corner of Ross and Myrtle streets, St. Thomas, and conducted for several years past by Mrs. C. Watson, has been purchased by L. O. Pearson of that city and will be run in conjunction with Mr. Pearson's Talbot street store. The move, Mr. Pearson reports, has been necessitated through his increased business in the southeastern part of the city and the difficulties continually experienced in making prompt deliveries to this section. The new store will be conducted under the management of H. Morton, who has been associated with Mr. Pearson in his up-town store for a number of years.

MORRIS REPRESENTATIVES IN CANADA

Chas. W. Myers, advertising manager Morris & Co., Chicago, Ill., and O. M. Rexinger, manager of the Butterine Department, are in Canada this week. They were in Toronto over the weekend and included Ottawa and Montreal in their trip. Morris & Co. are manu-

facturers of "Marigold" oleomargarine, as well as a number of pork products, and are one of the big packers of the United States who are becoming more interested in Canadian business.

OTTAWA GROCERS OPPOSE WHOLESALE TO CONSUMER SALES

OTTAWA.—The Retail Grocers' Association at their meeting on November 13, discussed the matter of the methods of some wholesalers in selling direct to the consumer. Several cases were mentioned in which this had been done and the members were strongly of opinion that the unfair trading must be prevented if possible. At the same meeting the Pure Food Show for 1920 was under review and it was decided that Clarke Cummings, who has always been such a worker in the show, should be its president, while A. S. Moreland has consented to attend to the secretarial duties.

The members also went on record expressing the desire of all to do everything to assist the Board of Commerce in any investigation they may make, Mr. Collins voicing the general opinion of the meeting that the board were very anxious to do the right thing to the public as well as the merchants concerned.

The "Reciprocity Blackboard" that has been such a success in exchanging stocks that were slow or unsuitable from one member to another who could use them, has now the added importance that Mr. Cherry has assumed command of this department determined to make it more useful than ever.

CHATHAM, ONT. PIONEER PASSES

Hugh Malcolmson, one of the pioneer business men of Chatham, Ont., passed away suddenly on Wednesday of last week.

Mr. Malcolmson was one of the earliest grocery merchants of Chatham, and established the store that is now conducted by his son H. H. Malcolmson. He was also for many years in control of the Kent Canning Company on George Street, Chatham. Some years ago he had a fall which resulted in a stroke of paralysis that left him in such a weakened condition that he largely relinquished his business interests. While he never quite recovered from the effects of this accident he was sufficiently well to get around readily, and on the day of his death he had gone up town and was returning home when he was overtaken by an attack of heart failure and died almost immediately. During all his life he has been prominently associated with all philanthropic enterprises. Especially was he interested in the hospital. He was a figure that bulked large in the life of the community, and his death will be a very real sorrow to a very large circle of friends.

HEAVY LOSS IN B. C. POTATOES

It is estimated that one hundred cars of potatoes still in the ground, and about forty cars that were ready for shipment, have been frozen in the Ashcroft district, B. C.

This is the first time in recent history that the frost has swept the country at this time of the year with sufficient severity to freeze potatoes still covered with several inches of soil.

It is reported that the potato crop, owing to the late spring and long dry season, was later in maturing this year than usual. Under ordinary circumstances, all potatoes would have been harvested at this date, and most of them would have been sold and shipped. It is unfortunate that the late season and the early frost should visit the country simultaneously in the same year.

QUAKER OATS COMPANY VINDI- CATED

The appeal of Charles A. Gearhart against the Quaker Oats Company arising out of the grain deal which was heard in the court of appeal at Regina, Sask., recently, has been dismissed with costs. The judges in the appeal court sustained the judgment of the trial judge, who decided that: "the appellant, Gearhart, instructed the defendant company in May, 1917, to sell two carloads of wheat belonging to him. The wheat was sold at \$2.64 per bushel. After the sale was made Gearhart refused to accept payment at this figure, claiming that wheat was selling that time at \$2.95 and that the Quaker Oats Company should have got \$2.95 for his wheat. The trial judge found that there was no evidence to show that any price was stipulated in Gearhart's instructions to the defendant company to 'sell.'"

WINNIPEG MILLING MAN PASSES

Francis E. Bray, secretary of the Lake of the Woods Milling Co., died at 6 o'clock this morning at the family residence, 628 Broadway Ave., Winnipeg. He was 61 years old.

Mr. Bray came to Manitoba 37 years ago from England. He had lived in Winnipeg more than 35 years. He was connected with the Canadian Pacific Railway as travelling freight and passenger agent for six years. He was secretary of the milling company for 31 years.

In addition he was vice-president of the Keewatin Flour Mills Co., director and secretary-treasurer of the Medicine Hat Milling Co.

JOBBER WELL SUPPLIED WITH BEANS

It is stated that the receipt of immense quantities of Japanese beans in the United States and Canadian markets has resulted in a wide sale for the same, with dealers and jobbers now supplied with plenty of stock to meet the present requirements. For this reason some expect that there will not be a great deal of movement for some weeks. It is thought that the range of prices after the turn of the year will tend to advance. In the meantime there has been a lowering of quotations in many quarters, induced by the larger receipts of Japanese varieties. The Canadian beans are said to be of a very high grade, in many instances, much better than they have been for several years.

EXCHANGE AFFECTS DRIED FRUIT MOVEMENT

Many contracts made by exporters in the United States were made without provision for the heavy reduction in the value of the English pound that has taken place. This reduction is so large that it now shows to the exporter a loss on his transaction instead of a profit as shown when contract was made. There is another very strong feature which is working against the exportation of products, and that is the fixed retail price on dried fruits which prevails in the Old Country, namely, a retail price of 1s. per pound. This, with the present rate of exchange, means about 20½c, and against this retail price have to come the jobber's profit, the retailer's profit, the exporter's profit, and all transportation and handling charges. It will be seen by this that most dried fruits, on the basis now being quoted, would not go into England so they could be retailed at this figure. Evaporated apples, at present prices, would be eliminated; so would peaches; so would apricots, and so would prunes, except in very small sizes. It remains to be seen what effect this will have on domestic markets, but it should have the effect, unless the regulation is changed, of weakening domestic markets.

KEEN ANALYSIS OF THE FRUIT DEPARTMENT

Continued From Page 31

and have them make it up for us into jam. Some jam we made this way two years ago sold like hot cakes and our customers came back for more."

No Copyright on This Plan

There it is, all in a nutshell. It is not copyrighted nor patented. You are at liberty to take and use it free as air. Get the fundamentals.

Excellent supply; scrupulous care in handling to maintain high quality; the building of a reputation for quality, the insistence that never, in any circumstances, anything shall be sold that is not in prime condition.

That is followed by consistent advertising. The space used is not large, but it is filled every Friday afternoon with real news. There is nothing flat or stale about Hanley's advertising. It is not confined to stilted, awkward "announcements," but runs into readable, live news that any customer will take interest in reading.

Then there is display—bright, rich, yellow grapefruit; fine, uniform oranges; luscious, deep-toned, red apples—can't you just see Hanley's windows? You can, sure! And why? Because we all know how fruits look, yet never tire of them because they are made up of natural colors which are always harmonious, pleasing and restful to the eye! It's the same with customers. They are just "humans" like we are, you know, and the same colors and harmony appeal to them.

That's all there is to it. Excellence, well displayed and told about—and you have a successful fruit business!

NEWS FROM WESTERN CANADA

Western

The Eastwood Store, Edmonton, Alta., has sold out.

Louis Biettel, general store, Limerick, Sask., has sold out.

T. S. Lawley, general merchant, Blucher, Sask., has sold out.

The Milner Trading Co., Lamont, Alta., has sold to M. Letowsky.

Tyre Bros., general merchant, Strome, Alta., has sold to W. T. Phipps.

Geo. Broder, Bechard, Sask., has been succeeded by Shannon Bros.

F. Manley, Empress block, Winnipeg, has just secured Lysol and other lines of toilet preparations, soaps, tooth-paste and tooth-powder, etc., manufactured by

Eucryl, Ltd., London, Eng., for Western Canada. From Port Arthur, Ont., to the Pacific Coast.

L. T. McLandress, general merchant, Redvers, Sask., has sold to R. Dermody.

J. B. Muter, general merchant, Hawarden, Sask., has sold to Clark's, Ltd.

John Littlejohn and Son, general merchants, Eston, Sask., have changed their name to J. Littlejohn and Son, Ltd.

L. E. Moen, general merchant, Webb, Sask., has sold stock and fixtures to Paul Geltner.

A. J. Ainsworth, grocer, Edmonton, Alta., has been succeeded by Mr. Aylmer.

lishments, dirty and ill-smelling, as they usually are, find ready patronage from all classes, notably from farmers.

Recently the Oriental question was taken up at a convention of Retail Merchants at Medicine Hat, when complaint was made that Chinese were taking the cigar, soft drink and confectionery trade that should go to help out the grocery business. Nothing was done, however.

The curse of the Chinese invasion is that they hoard their money for the holiday to be spent at home in future years. Never a cent is spent for home building, for good clothing, or any of the ordinary things purchased by prosperous merchants. Instead, the Chinese hive up in close quarters in their restaurants or stores, live on rice and cheap foods, dress poorly, gamble, and take no part in the development of the community. There is a real problem here for the future. At the present time it is not realized for the various towns are interested only in their own problems. The matter is really one for Government action.

The Oriental Invasion of the Prairies

Chinese Restauranters and Merchants Spring Up Like Weeds in Multitude of Communities—A Danger to the Trade That Should be Faced

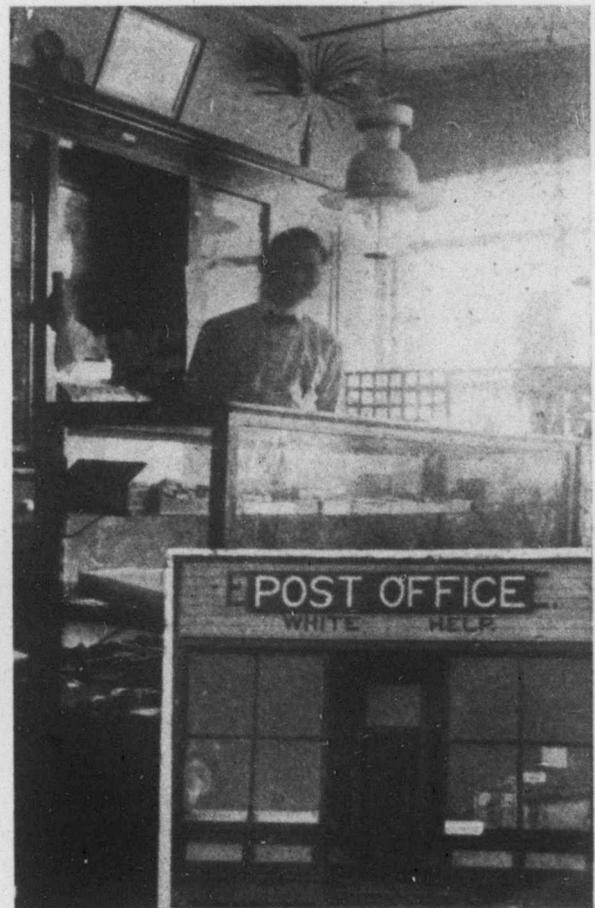
ONLY the commercial travellers who visit towns throughout Western Canada have a true conception of the lengths reached by the rapid invasion of Orientals. In every hamlet, town and village from the Great Lakes to the Pacific coast there are Chinese restaurants, confectionery stores, laundries, and in some cases specialty stores for the sale of Oriental wares. Most hotels have Chinese cooks and in Saskatchewan and Alberta particularly, the hotels have Chinese or Japanese porters who meet the trains, also Oriental bell boys.

A representative of CANADIAN GROCER who has travelled extensively over the Northwest during the past two months, has been struck by the vast number of Chinese who are flooding into the country. They are now so thoroughly entrenched in business and in the life of the various communities where they have settled as to be not easily disposed of, even if the Government thought fit to take a hand. It seems quite apparent that there is some central Oriental organization at work to locate towns and villages in which their countrymen are not established. In any event, the word is being passed quickly through some channel where such an opening is located and it is soon filled. There were Chinese in every town and village visited by the representative of this paper. In one or two instances, notably at Canora, Sask., they have forced the local hotel to close its dining room, being unable to compete with prices made possible by cheap labor and cheap quarters. There are towns in the West where the hotels are operated by Chinese. The Chinese are gradually slipping in, and they appear to be wel-

comed by the various cities and towns in the West. In any event their estab-

Will it come to this? Will the Chinese invasion of Western Canada reach such proportions in say 25 years' time that even the post office must be protected from them. This humorous picture was taken in the town of Cabri, Sask. The building now occupied by the post office was formerly operated as a restaurant, and as there were four Chinese cafes in the town, the proprietor sought to obtain patronage by advertising that only white help was employed at his place. Alas, he was frozen out by the Oriental. When the postmaster put up his sign he neglected to move the one used by the restaurant.

Here is a sample of the Chinese merchants who are not only going into the restaurant business on a wholesale, but are also cutting into the legitimate trade of retail merchants all over Western Canada. They handle candy, fruits, cigars, etc. The high-class equipment shown in this picture is on a par with that used in many Chinese restaurants.



WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets generally throughout the Dominion are very strong, with scarcity of goods reported in a number of lines. The sugar situation does not improve as quickly as one would wish and the market is still one of restricted supplies, with prices very strong.

MONTREAL—A third advance has been registered for fancy molasses and the puncheon price, Montreal delivery, is now \$1.20 per gallon. Some suggest another advance of 10c. The market is extremely firm and this bears out most definitely the recent forecasts made in *CANADIAN GROCER*. Other advances include those for canned and evaporated milk, yeast, peanuts and potatoes. Apples are also decidedly firm.

The sugar situation is still one of restricted supplies and steadily heavy demand, prices being firm, but unchanged. Dried fruits are coming to hand, are opening up well and prices on all lines are fully maintained. Some importers state that there will be no reduction of price and that stocks will soon be dissipated. Ginger is firm. Oats are higher in price.

Declines are made for kippered and plain herrings and herrings in tomato sauce are also lower 50c per case. Canadian beans, under the influence of the Japanese bean competition, have been easier. Cornmeal and rolled oats are marked down this week. Feeds are selling in some quarters at cut prices and the demand is not active. Teas are firm and active.

TORONTO—The sugar market is generally very firm, with improvement as far as supplies are concerned not particularly marked. Refiners state that the situation will gradually improve, but wholesalers express the opinion that supplies are yet far from being adequate. The market for molasses is strengthening, and as stated last week, all advices from the Barbadoes and the West Indies point to higher prices ruling before long. Corn syrups

are selling freely, but are unchanged in price. Cereals are very firm and in some instances, in the case of package goods, higher quotations are named this week. No changes are reported in canned goods, the scarcity of some fruits being very pronounced. There is an unusually active market in canned goods at the present time. The inability to secure supplies of candied peel is causing some concern and the market for same is very strong. California raisins, too, are none too plentiful and prices are high. Thompson's seedless on spot are quoted at 21 cents and supplies are very light. Grecian currants are arriving freely and are selling to the trade at 21 cents. Rice is very firm. Teas and coffees are holding at unchanged levels as far as the spot market is concerned. But primary quotations are continually advancing and stocks are becoming very much depleted. New Tarragona almonds are arriving for the Christmas trade and are being quoted at from 31 to 33 cents per pound. All advices point to higher quotations on spices in the near future.

The feature of the produce markets is the advance to 80 and 85 cents per dozen for new-laid eggs. Creamery butter is also higher at from 64 to 66 cents and cheese has risen a cent and a half per pound. Fresh pork and all pork products are steady.

WINNIPEG—The Western markets are all very strong. New advances are named this week on B.C. Rogers syrups, ranging from 35 to 43 cents per pound. The scarcity of raisins is also giving some concern and the prices are very high. Indications point to even higher levels ruling before very long. Sugar is still scarce and very firm. Teas and coffees are very strong, but spot quotations, on the whole, are unchanged. Rice is also firm and unchanged. Flour and cereals are in very active demand. Produce markets show advances and scarcity of dairy butter is pronounced.

QUEBEC MARKETS

MONTREAL, Nov. 19—An active trade is reported among grocery jobbers, the retail trade taking on an activity which manifests itself at this season of the year. Prices are marked up on a number of lines and there are also a few declines.

Canned and Evaporated Milk Up; Yeast, Too

Montreal.

MILK, YEAST.—Prices are advanced

on Eagle Brand evaporated milk, increase being 20c per case to \$9.80. Evaporated, also, in the family size, is marked up 25c per case to \$6.25.

White Swan yeast cakes are advanced 10c per box to \$1.60.

More Raw Sugars Come To Refiners

Montreal.

SUGAR.—The movement of raws to the refineries has been improved this week, although transportation is not any too satisfactory. Prices are without change, and the tendencies are very firm all around. Demand is still re-

ported to be in excess of the available supplies.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 25
Acadia Sugar Refinery, extra granulated	11 25
Danada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	11 25
St. Lawrence Sugar Refineries	11 25
Iceing, barrels	11 45
Iceing, 25-lb. boxes	11 85
Iceing, 50-lb. boxes	11 65
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 75
Yellow, No. 3	10 65
Yellow, No. 4	10 55
Powdered, barrels	11 35
Powdered, 50s	11 55
Powdered, 25s	11 75
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack.	13 25
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100-lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Crystal diamonds (cases, 20 cartons)	13 00
Demarara light, per lb.	0 10

Some Hesitated But Now Take Canned Goods

Montreal. CANNED GOODS.—For a time there was a tendency on the part of the buyer to accept delivery of booked orders. There has been a disposition of late, however, to accept the supplies ordered. As a consequence there has been a fairly wide distribution. Prices are quite firm on most lines. Kippered herrings are quoted down 50c per case of 4 doz., the B. C. varieties being quoted at \$8.75 for kippers and in tomato sauce. The plain are quoted at \$6.75. Lombard plums, in light syrup, are quoted at \$2.45 per doz.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2 s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refuge	2 00	2 10
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	
Do., Can. (2s)	1 80	
Do., California, 2s.	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Do., 2s	1 50	
Do., 2 1/2 s	1 85	1 90
Do., 3s	2 15	
Do., gallons	6 00	7 02 1/2
Pumpkin, 2 1/2 s (doz.)	1 10	
Do., gallons (doz.)	3 25	
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s.	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 20 oz.	1 57 1/2	
Do., 2-lb. tins	2 75	

CANNED FRUITS

Apples, 2 1/2 s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	
Blueberries, 1/2 s, doz.	0 95	
Do., 2s	2 25	2 40
Do., 1-lb. talls, doz.	1 85	
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	16 00	
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, 20 oz., doz.	3 00	3 75
Do., No. 2	4 00	4 75
Do., 2 1/2 s (light syrup)	4 25	4 75
Pears, 2s	5 25	5 40
Do., 2 1/2 s	1 90	

Pineapples (grated and sliced), 1-lb. flat, doz.	1 90
Do., 2-lb. talls, doz.	2 30
Do., 2 1/2 s	4 00
Plums, Lombard	2 00
Do., in heavy syrup	2 80
Do., in light syrup	3 45
Gages, Green, 2s.	2 45
Do., light syrup, 2s.	2 00
Raspberries, 2s, black or red, heavy syrup	4 70
Strawberry, 2s, heavy syrup	4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls	2 00	
Do., 1/2 s, flat	1 20	
Sockeye, 48, 1s, doz.	4 75	
Do., 96, 1/2 s, doz.	2 50	
Red Springs, 1-lb. tall.	4 00	4 30
Do., 1/2 lb.	4 30	
Cohoos, 1-lb. tall	3 75	
Do., 1/2-lb. flat	1 90	
Pinks, 1 lb.	2 55	
Do., 1/2 lb.	1 30	
White Springs, 1s	2 40	
Chums, 1 lb. talls	2 00	
Do., 1/2 s, flat	1 10	
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador, 1-lb. flat	3 60	
Alaska, red, 1-lb. tall.	4 25	4 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Herrings, imported, tomato sauce	3 25	2 90
Do., kippered	2 85	2 85
Do., tomato sauce, 1/2 s.	1 85	
Do., kipp., Canadian, 48 ls.	1 90	
Do., plain, case of 4 doz.	6 75	
Do., 1/2 s	1 65	
Haddies (lunch), 1/2-lb.	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case.	6 25	6 75
Norwegian sardines, per case of 100 (1/4 s)	24 00	25 00
Oysters (canned), 5 oz., doz.	2 60	
Do., 10 oz., doz.	4 20	
Lobsters, 1/4-lb. doz.	3 00	3 10
Do., 1/2-lb. tins, doz.	5 50	
Do., 1-lb. talls	8 25	
Do., 1/2-lb., doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, 1/2-lb. tins.	3 50	
Sardines (Amer. Norweg'n style) Do., (gen. Norwegian)	21 00	22 25
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., Portuguese, case	24 00	
Scallops, 1-lb., doz.	3 25	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 40	
Do., 1 1/2 s	4 50	
Crabs, No. 1 (case 4 doz.)	6 75	
Crab meat (Japanese), doz.	6 50	
Clams (river), 1 lb., doz.	1 90	
Scotch Snack, No. 1, doz., Montreal	2 50	

Peanuts Are Higher; Is Wide Distribution

Montreal. NUTS.—One jobber has already advanced his prices for peanuts in the shell one-half to one cent per pound. The market is a strong one and some expect that there will be higher prices still. Shelled, No. 1 Spanish, are also higher. It is stated that the prices will be higher ere long for all salted nuts owing to the active buying of oils by the users. There is a wide distribution of nuts at this time, and at full prices.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled	0 62	
Do., Jordan	0 75	
Brazil nuts (new)	0 26	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	
Peanuts (Salted)—		
Fancy wholes, per lb.	0 88	
Fancy splits, per lb.	0 33	
Pecans, new Jumbo, per lb.	0 32	0 35

Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	0 33	

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

Prices Are Less On Canadian Beans

Montreal. BEANS.—One jobber has reduced his prices on Canadian beans to \$5.10 per bushel. There has been some pressure from the fact that large quantities of Japanese beans have been brought into the United States and Canadian markets and these have sold at favorable prices. Now that a wide distribution of these has been made, it is expected that the movement for the next few weeks will be slower. Demand has been very satisfactory, seasonably speaking.

BEANS—		
Canadian, hand-picked, bush.	5 10	5 25
British Columbia	5 00	
Brown Beans	3 50	4 00
Japanese	5 25	
Yellow Eyes	5 50	
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 15	
Kidney beans	6 00	6 50
PEAS—		
White soup, per bushel	4 00	
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10 1/2	0 11

Dried Fruits Active; Peels Reported Scarce

Montreal. DRIED FRUITS.—All varieties of dried fruits are moving actively. New Greek currants arrived last week and are selling rapidly. The quality is reported good. Raisins and prunes have been received, and these are quickly reaching the consumer. It looks as though prunes would find the consumer much more quickly than usual, and the prices are very firm and high. New table raisins are expected to arrive from Europe ere long. Evaporated apples have been passing out to the jobber freely. The prices on these are held at well over 20c to the jobber. Smyrna table figs are to hand and are quoted at 40c for four-crowns; 42c for 5's; 44c for 6's; and 7's are selling at 45c. Spanish figs, in mats, are selling at around 15-16c in mats.

Apricots, fancy	0 33
Do., choice	0 28
Do., slabs	0 26
Apples (evaporated)	0 23 1/2
Peaches (fancy)	0 24
Pears, choice	0 25
Drained Peels—	
Lemon	0 46
Orange	0 47
Citron	0 62
Raisins—	
Bulk, 25-lb. boxes, lb.	0 18
Muscateles, 2 crown	0 16
Do., 1 Crown	0 14
Do., 3 crown	0 18
Cal. seedless, cartons, 16 oz.	0 23
Fancy seeded	0 14
15 oz.	0 16 1/2
11 oz.	0 13 1/2
Seedless, 15 oz. pkg.	0 23
Currants, Greek, 15 oz.	0 24
Curants (Amarites), re-cleaned	0 22
Dates, Excelsior, per case (36-10s)	5 75
Fard, 12-lb. boxes	3 25
Packages only	0 10
Do., Dromedary (36-10 oz.)	7 25
Packages only, Excelsior	0 20

Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	
Do. (28 8-oz. boxes)	2 50	
Do. (12 10-oz. boxes)	3 20	
Prunes (25-lb. boxes)—		
30-40s	0 35	
40-50s	0 30	
50-60s	0 25	
60-70s	0 22	0 25
70-80s (25-lb. box)	0 19	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s		0 17

Another Advance Takes Molasses to One-twenty

Montreal.
MOLASSES.—The indications and actual forecasts of CANADIAN GROCER on the molasses outlook have been borne out in the advances registered during the past week or two. This week another advance has been registered of 10c per gallon, the puncheon price, Montreal delivery, now being \$1.20, with usual differentials. One importer said that prices would reach \$1.25, probably \$1.30, before long. The cost to import, on the basis of January delivery, is said to be over \$1.20 to the importer. A shipload of 4,000 puncheons is reported to have gone to the bottom, and this was a big loss, under the present conditions of supply. Higher prices are decidedly probable.

The use of corn syrups continues and prices are unchanged.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08 1/4
Half bbls.	0 08 1/2
Kegs	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45
10-lb. tins, 1/2 doz. in case, case	6 05
20-lb. tins, 1/4 doz. in case, case	5 75
2-gal. 25-lb. pails, each	5 70
3-gal. 36 1/2-lb. pails, each	2 60
5-gal. 65-lb. pails, each	3 85
	6 25

White Corn Syrup—

2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20

Cane Syrup (Crystal) Diamond—

Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for Barbadoes Molasses—

Puncheons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above 1/2 barrel prices.

Rices Are Holding And in Fair Demand

Montreal.
RICES.—The markets are quite unchanged and little new feature is reported in this market. Firm prices are quoted in all nearby markets, and it does not seem, at this time, that the markets will record declines. Some heavy producing centres are said to have been greatly affected by severely wet weather.

RICE—

Carolina, fancy	17 00	18 00
Siam No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Patna	0 14 1/2	0 15 1/2
Broken rice, fine		7 00

Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 12 1/2	0 16
Tapioca (pearl)	0 12 1/2	0 14
Tapioca (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Much Tea Selling; The Tendency Upward

Montreal.
TEAS.—Prices have held very firmly on all grades of teas. The local movement has been active and prices are tending upward. A large Chicago importer was in Montreal this week and reported that he was picking up teas in New York, the situation in the growing markets being such as to disappoint the importer, in both the matter of supplies and price. Restrictions having been removed, as to the import into England and Norway, of Javas, these teas have been in demand there, and the scarcity already reported, has been thus heightened by this added factor. Cabled advices confirm increasingly high prices in the East.

Japan Teas—

Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 48
Broken Orange Pekoes	0 43	0 46
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Spot Coffee Firm; Trade Keeps Active

Montreal.
COFFEE, COCOA.—The spot coffee market is steadily firm and quite active. Sales are made right along to the trade, and there is every reason to anticipate a good trade. Cocoa is firm and there have been advances for some of the private brands. The movement of bulk cocoa has been quite active.

Coffee—

Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 43 1/2	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 46
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39 1/2
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

Cocoa—

In 1-lbs., per doz.	5 25
In 1/2-lbs., per doz.	2 75
In 1/4-lbs., per doz.	1 45
In small size, per doz.	1 10

Ginger Prices Firm; Spice Market Active

Montreal.
SPICES.—"As far as transportation is concerned, there has been much difficulty of late." This was the expression of a large importer, and it has meant trouble in supplying the trade with requirements. Gingers are very firm and high. In fact there is not an item in the list which is really easy in the undertone.

Allspice		0 22
Cassia (pure)	0 33	0 35
Chickory, Canadian, lb.		0 20
Cinnamon—		
Rolls		0 55
Pure ground	0 35	0 40
Cloves		0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85

Ginger		0 29
Ginger (Cochin or Jamaica)		0 31
Mace, pure, 1-lb. tins		1 00
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
64, lb.		0 45
80, lb.		0 45
100, lb.		0 40
Nutmegs, ground, 1-lb. tins		0 65
Pepper, black	0 38	0 40
Do., special		0 32
Do., white		0 60
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk		2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

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

Honey is a Seller On Steadied Basis

Montreal.
HONEY AND MAPLE PRODUCTS.—The markets on these commodities are reasonable and there is little change, particularly on maple syrup and sugar. The honey movement is fairly steady, and quantities appear to be ample for all needs of the trade. Prices are maintained without change.

Maple Syrup—

13 1/2-lb. tins (each) (nominal)	
10-lb. cans, 6 in case, per case	16 70
5 gal. (Imperial), crated	16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case	7 00
In cases of six, 5-lb. blocks, cs.	9 60

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 26
In tins, 50 lbs., per lb.	0 24
30-lb. pails	0 25
10-lb. pails	0 26
5-lb. pails	0 25
Buckwheat (60 lb. tins), lb.	0 19

Slightly Lower Are Cornmeal; Rolled Oats

Montreal.
CEREALS.—The prices have been easy on rolled oats, and these are selling as low as \$4.75 per sack to the trade. Cornmeal is also easier in one quarter, the golden selling at \$5.50 to \$6. Oatmeal is a trifle lower at \$5.35 per sack.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	6 00	6 25
Barley, Pot. 98 lbs.	5 00	5 50
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (new)		6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.		6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 35	5 50
Peas, Canadian, boiling bush	1 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	4 75	5 00
Rolled wheat (100-lb. bbls.)		7 10

Package Goods in Fair, Steady Demand

Montreal.
PACKAGE GOODS.—There has been little of a new nature in the package goods market. Prices have been maintained without change and for the various cereals the demand has been normal and fairly active.

PACKAGE GOODS

Corn Flakes, 3 1/2s.	3 50	3 65	3 76	3 90	4 25
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Rolled oats, 20s	5 60
Do., 18s	2 00
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	4 60
Oat Flakes, 20s	5 40
Puffed rice	5 25
Puffed wheat	4 25
Farina, case	2 35
Scotch Pearl Barley, case	2 35
Pancake Flour, case	3 60
Pancake flour, self-raising, doz.	1 50
Buckwheat Flour, case	3 60
Wheat food, 18-1 1/2s	3 25
Porridge wheat, 36s	6 45
Do., 20s	6 25
Self-Raising Flour (3-lb. pack.) doz.	2 90
Do. (6-lb. pack.), doz.	5 70
Corn starch (prepared)	0 11 1/2
Potato flour	0 16 1/2
Starch (laundry)	0 12
Flour, Tapioca	0 15 0 16

*Flour Quite Active,
But No Changes*

Montreal.

FLOUR.—The domestic trade is reported normal and supplies are ample to meet all needs. The mills are working on the last big order received for upwards of half a million barrels. The tendency of the market indicates firmness.

Standard Wheat Flours—

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

*Feed Trade Lags;
Tendencies Lower*

Montreal.

FEEDS.—The market tendencies are lower for various feeds, and it is stated that some price-cutting has been going on in shorts and bran. Mild weather and no snow on the ground have served to curtail demand, while the mills have been milling much flour to fill export orders, with a consequent accumulation of bran and shorts. Gluten feed is quoted down \$2 to \$4 per ton.

Shorts—	
Mixed cars	52 00
Bran—	
Mixed cars	45 00
Crushed oats	60 00
Barley chop	64 00
Special, middlings	61 00
Feed flour (98 lb. sack)	3 75
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	62 00
F.O.B. Fort William	58 00

*Hay Trade is Poor;
Grain Scarce and High*

Montreal.

HAY AND GRAIN.—There is very little new in the hay situation. Prices have remained unchanged and the deliveries by farmers have been slow, owing to the condition of the roads and also because the farmers want full prices for their supplies.

The grain markets are firmer and some varieties are difficult to obtain, barleys not being quoted this week at all, while oats are marked higher.

Hay—	
Good, No. 1, per 2,000-lb. ton	25 00
Do., No. 2	22 00
Do., No. 3	20 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 98
No. 3 C.W.	0 96
Extra feed	....

No. 1 feed	....
No. 2 feed	....
Barley—	
No. 3 C. W.	....
No. 3	....
No. 4 C.W.	....

*Potato Prices Higher;
Spanish Onions, Too*

Montreal.

VEGETABLES.—Prices are higher on potatoes, and the range quoted runs as high as \$2.50 per bag of 90 pounds. Spanish onions are also marked up to \$7.50 per case. There is a fair trade for coarse roots, and imported green vegetables are selling seasonably well.

Beans, new string (imported) hamper	4 00
Beets, new, bag (Montreal)	0 90
Cucumbers (hothouse), doz.	2 00
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	1 50
Cabbage (Montreal), doz.	0 50
Carrots, bag	1 00
Celery, doz.	0 50
Garlic, lb.	0 28
Lettuce, Boston (2 doz. crate), crate	2 75
Lettuce (Montreal), head	0 50
Leeks	1 50
Mint	0 30
Marrows, Vegetables, doz.	1 00
Mushrooms, lb.	1 25
Basket (about 3 lbs.)	3 50
Onion, yellow, 75-lb. sack	5 00
Do., red, 75 lbs.	5 50
Do., crate	3 00
Do., Spanish, case	6 75
Parsley (Canadian)	0 20
Peppers, green, doz.	0 10
Do., red, doz.	0 10
Parsnips, bag	1 25
Potatoes, Montreal (90-lb. bag)	1 85
Do., sweet, hamper	3 25
Radishes, doz.	0 25

Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), baskets	....	1 25

*Best Apples Are High;
Cranberries Marked Up*

Montreal.

FRUITS.—Prices on best grade apples are fully maintained, and in some instances select grades are quoted at \$10 per barrel, wholesale. There is a good demand for these. Cranberries are selling up, \$12 per barrel being quoted in one quarter. There is no further change in citrus fruits this week.

Apples—		
Baldwins	7 00	7 50
Ben Davis, No. 1	5 50	6 50
Do., No. 2	....	5 00
MacIntosh Red	....	9 00
Fameuse, No. 1	8 50	9 50
Greenings	7 00	7 50
Gravenstein	5 00	6 50
Spies	8 00	9 00
Wealthy	7 00	8 00
Winter Reds	6 50	7 00
Apples in boxes	....	8 50
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	11 00	12 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	3 25
Grapes, basket	....	0 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96	....	4 00
Do., Florida, 54, 64, 80, 96	....	4 50
Lemons, Messina	....	6 00
Pears, California	....	6 50
Keiffer Pears (box)	....	2 75
Pears, California	....	5 00
Oranges, Cal., Valencias	....	6 50
200 size	....	7 25
Cal. Navels	....	7 00

ONTARIO MARKETS

TORONTO, Nov. 21—Toronto grocery markets are generally strong and steady. Indications point to higher prices in molasses, as was announced last week, and further reports received are predicting an early advance. Raisins, too, are in short supply and are offered only at high prices. Teas and coffees are very strong, but spot quotations are unchanged.

*Sugar Market
is Unchanged*

Toronto.

SUGAR.—While the opinion is expressed by some refiners that the sugar situation is improving, and that from now on there will be a steady increase in supplies available, some wholesalers state that receipts are still very light, and that last week difficulty was experienced in securing sufficient sugar to meet the requirements of their customers. Offerings are certainly by no means abundant, but, generally speaking, it is not as acute as it was a few weeks ago. Quotations to the retail trade are unchanged, but very strong on the basis of \$11.46 per cwt., Toronto delivery.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46
Differentials—Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

*Molasses Likely
To Be Higher*

Toronto.

CORN SYRUPS, MOLASSES. — There is a very active demand for both molasses and corn syrups. Prices for the same are very strong, although spot quotations show no changes as compared with a week ago. All indications point to higher prices for molasses in the near future, as the trend of the market in the West Indies and the Barbadoes is towards higher levels.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	30 08 1/2
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25

Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/4 c over bbls.: 1/4 bbls., 1/2 c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 40
West India, No. 10, kegs.	6 50
West India, No. 5, kegs.	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s.	4 60

Package Goods at Strong Figures

Toronto.
PACKAGE GOODS.—All packaged goods are selling at strong figures and some lines this week show advances. Fine oatmeal in 20s is selling at \$6.75, a gain of \$1.15 over the previous figure. Barley in 24s is quoted at \$2.60. There is a brisk inquiry for all cereals. Other lines are steady and very firm.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 1/2s, 48s.	4 60
Cornstarch, No. 1, lb., cartons	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4
Laundry starch	0 10
Laundry starch in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 13 1/4
Do., in 6-lb. wood boxes	0 13 1/4
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 60
Barley, 24s	2 60
Wheat flakes, 24s	5 40
Wheat kernels, 24s	4 60
Self-rising pancake flour, 24s.	3 30
Buckwheat flour, 24s.	3 30

Bulk Cereals Are Unchanged

Toronto.
CEREALS.—Cereals in bulks are steady and firm, showing no changes in quotations as compared with a week ago. There is an active market in practically all lines. Both pearl and pot barley are big sellers, the former in 98s at \$7.50 and the latter at \$6. Golden cornmeal is quoted at \$5.75 in bags of 98 lbs., and fancy yellow cornmeal at from \$5 to \$5.50. There is a brisk demand for split peas, at 8 cents per pound.

	Single	Bag	Lots
	Fo.b.	Toronto	
Barley, pearl, 98s	7 50		
Barley, pot, 98s	6 00		
Barley Flour, 98s	4 50		
Buckwheat Flour, 98s			
Cornmeal, Golden, 98s	5 75		
Do., fancy yellow, 98s.	5 00	5 50	
Hominy grits, 98s	5 50	6 00	
Hominy, pearl, 98s	5 25	5 75	
Oatmeal, 98s	5 70	5 80	

Oat Flour		
Rolled oats, 90s	4 90	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No. 1		6 15
Do., No. 2		6 15
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08
Blue peas, lb.	0 10	0 11

Canned Goods Are in Active Demand

Toronto.
CANNED GOODS.—There is an active demand for all canned goods, but there are some lines that have been already cleaned up, particularly in fruits, the demand having been much heavier at an earlier period than is usual. There is practically no canned rhubarb to be had, some houses reporting as being completely sold out. Pineapples, too, are hard to get, and what there is, is held at very strong figures. Canned vegetables are selling freely at prices unchanged as compared with a week ago. There is also a brisk inquiry for canned salmon, particularly of the better brands.

Salmon—	
Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 95
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 60
Cohoos, 1/2 lb. tins	2 00
Do., Red Springs, 1-lb. talls.	3 75
Do., White Springs, 1s doz.	2 30
Chums, 1-lb. talls	2 35
Do., 1/2s, doz.	1 85
Pinks, 1-lb. talls	2 35
Do., 1/2s, doz.	1 85
Lobsters, 1/2 lb., doz.	6 00
Do., 1/4-lb. tins	3 25
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75
Canned Vegetables—	
Beets, 2s, dozen	1 45
Tomatoes, 2 1/2s, doz.	2 00
Peas, standard, doz.	2 00
Do., Early June, doz.	2 17 1/2
Do., Sweet Wrinkle, doz.	2 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 00
Asparagus, tins, doz.	3 85
Asparagus butts, 2 1/2s, doz.	2 50
Canadian corn	1 85
Pumpkins, 2 1/2s, doz.	1 25
Spinach, 2s, doz.	2 15
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	10 00
Pineapples, sliced, 2s, doz.	4 50
Do., shredded, 2s, doz.	4 50
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard 10s doz.	5 00
Apples, gal., doz.	
Peaches, 2s, doz.	3 60
Pears, 2s, doz.	4 00
Plums, Lombard, 2s, doz.	3 10
Do., Green Gage	3 25
Cherries, pitted, H. S.	4 35
Blueberries, 2s	2 25
Strawberries, 2s, H. S.	5 25
Blueberries, 2s	2 10
Jams—	
Apricots, 4s, each	0 90
Black Currants, 16 oz., doz.	4 00
Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 88
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s, each	1 10
Strawberries, 16 oz., doz.	4 50
Do., 4s, each	1 15

Stocks of Raisins Are Not Heavy

Toronto.
DRIED FRUITS.—The market promises to continue very strong in raisins. Prices are very strong on the Coast, and quotations on spot have advanced accordingly. Thompson's seedless are quoted at 21 cents, and the seeded 15 ounce packets are from 20 to

20 1/2 cents. Candied peels are in active demand, but are very scarce, and are likely to be light in supply for the Christmas trade. Lemon and orange peels are quoted at from 44 to 46 cents per pound. Citron peel is very much higher and very scarce. Grecian currants are arriving freely and are quoted to the trade at 21 cents per pound.

Evaporated apples	0 22	0 23
Do., choice, 25s		
Do., standards, 25s		
Candied Peels, American—		
Lemon	0 44	0 45
Orange	0 44	0 45
Citron		0 60
Currants—		
Grecian, per lb.		0 21
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 75
Dromedarq, 3 doz. in case		7 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		0 26 1/2
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.		0 15 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 26	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s		0 23
Seedless, 15-oz. packets	0 20 1/2	0 21
Seeded, 15-oz. packets	0 20	0 20 1/2
Seedless, Thompson's, bulk		0 21
Crown Muscatels, 25s	0 15	0 20
Greek Sultanas	0 25	0 27

Cheaper Teas Are Cleaned Up

Toronto.
TEAS.—The market continues to maintain a strong upward tendency. The cheaper grades of teas have been pretty well cleaned up, and the good teas are all held at very high figures. Receipts of new teas being received by importers are not heavy, but buying is very active among both the wholesale and retail trade. Spot quotations are unchanged, but there is nothing to indicate lower levels for some time to come.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 43	0 56
Broken Pekoes	0 42	0 45
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Coffee Situation is Very Strong

Toronto.
COFFEES.—The market for coffees is very strong with quotations holding at steady figures. The feature of the market, however, is the scarcity of supplies, and the market is almost bare of good coffees at the present time. Primary quotations are very firm, and until

shipments become freer, a strong market is likely to prevail.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 47	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 53	0 49
Mocha, lb.	0 49	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.	0 51	0 51
Chicory, lb.	0 30	0 30
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

Spices Likely To Be Higher

Toronto.
SPICES.—The spice market is very strong on spot, and everything points to very high prices prevailing. There is active buying, and advices from primary centres point to higher prices on some lines. Cloves are likely to be higher in the new year. Just now they are quoted at from 80 to 85 cents. The general list of spices on spot is steady. Cream of tartar is very firm and unchanged.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 33	0 55
Cloves	0 80	0 85
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs—cage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 35
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	6 50	6 50

New Tarragona Almonds 31 Cents

Toronto.
NUTS.—New Tarragona almonds are being quoted by the wholesale trade, to arrive the end of this week, at 31 cents per pound, sack lots, and at 23 cents per pound in broken lots. Shipments are now arriving from Europe more freely, and the settlement of the strike in New York is resulting in consignments coming through more regularly. New French walnuts are not likely to arrive in time for the holiday trade, but some very fine Grenobles of last year's crop are available, selling to the trade around 40 cents per pound. Delivery of shelled pecans is not likely to be in time for Christmas, and prices will be very high. They are being quoted at \$1 per pound in St. Louis. Filberts in the shell are likely to range much the same as the almonds at from 30 to 33 cents per pound. Shelled nuts show no changes. Coconut, too, is very strong.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 40	0 40
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 00	10 00
Cocoanut, unsweetened, lb.	0 40	0 40
Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	0 88	0 88
Pecans, lb.	1 30	1 30

Market For Rices Steady and Firm

Toronto.
RICE.—The market for rice is very strong and shows no changes as compared with a week ago. The situation is much the same, the crop damage by storms of a few weeks ago keeping values much stronger than they otherwise might have been. There is a very heavy demand for supplies. Tapioca is firm at 14 1/2 and 15 cents per pound.

Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	17 00	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	16 00	16 00
Do., Mujin, No. 1	16 00	16 00
Do., Pakling	14 00	14 00
White Sago	0 14	0 14
Tapioca, per lb.	0 14 1/2	0 15

Active Inquiry For Honey

Toronto.
HONEY, MAPLE SYRUPS. — The market for honey and maple syrups is strong at unchanged figures. There is an active inquiry for honey, and the supplies of maple syrup have been pretty well cleaned up.

Honey, Clover—		
5-lb. tins	0 25	0 25
2 1/2-lb. tins	0 26	0 26
10-lb. tins	0 24	0 24
60-lb. tins	0 24	0 24
Buckwheat, 50-lb. tins, lb.	0 18	0 18
Comb, No. 1, fancy, doz.	15 00	15 00
Do., No. 2, doz.	15 00	15 00
Maple Syrup—		
8 1/4-lb. tins, 10 to case, case.	18 00	18 00
Wine qt. tins, 24 to case, case.	17 00	17 00
Wine 1/2 gal. tins, 12 to case, case.	16 00	16 00
Wine 1 gal. tins, 6 to case, case.	15 00	15 00
Imp. 5 gal. cans, 1 to case, case.	15 00	15 00
Maple Sugar—		
60 1-lb. blocks to case, lb.	0 29	0 29

Valencia Oranges Quoted Lower

Toronto.
FRUITS.—Quotations on Valencia oranges are easier this week, prices ranging all the way from \$5.50 to \$6.25 per case, according to sizes. Lemons also show declines at from \$5. to \$5.75 per case. Grapefruit is also from \$4.75 to \$5 per case. Apples are for the most part unchanged in prices, Kings being, however, quoted slightly higher at \$3.25 per box. California nears are selling at \$5.75 per box. California grapes are also lower in price.

Bananas, Port Limons	0 08	0 08
Valencia Oranges—		
175s, 200s, 215s	6 25	6 25
150s and 126s	5 50	5 75

96s, 100s, 250s, 288s, 324s	5 00	5 75
Lemons, Cal., 300s, 360s	6 00	6 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 75	5 00
Apples—		
Ontario Kings, bbl.	7 00	7 50
Ontario Spies, bbl.	7 00	8 50
Blenheims, bbl.	5 25	5 75
McIntosh Reds, box	3 75	3 75
Jonathans, box	3 25	3 25
Kings, box	3 25	3 25
Snows, box	3 35	3 50
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	3 75	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box.	4 00	4 25
Nova Scotia Kings, 1 bl.	5 75	5 75
Cal. Pears	5 75	5 75
Grapes, Cal., Emperor, lugs.	4 50	4 50
Do., barrels	7 75	7 75
Cranberry, Cape Cod, bbl.	11 75	11 75
Do., half bbl.	6 00	6 00
Do., boxes	4 50	4 50
Pomegranates, boxes	4 00	4 00
Can. Chestnut, lb.	0 25	0 25

Prices of Beans Are Unchanged

Toronto.
BEANS.—Supplies of beans are ample for the trade and prices holding at steady figures. Sales are fairly active and the quality of the beans is good. Prices to the trade are very strong.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bush.	5 25	5 50
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Condensed Milks Show Sharp Advance

Toronto.
MISCELLANEOUS.—Evaporated milk is quoted this week 15 cents higher on baby sizes and 25 cents on family and hotel sizes. "Challenge" condensed milk has advanced 20 cents to \$7.95, and "Eagle" to the same extent at \$9.80. "Reindeer" condensed milk shows a similar jump, and is now quoted at \$9.35. "Silver Cow" is \$8.60, and "Carnation" shows an advance of 25 cents at \$7.25, and \$6.60 for the two sizes.

Ont. Potatoes Are Higher

Toronto.
VEGETABLES.—The heavy demands for Ontario potatoes has resulted in an advance in prices to \$2.35 per bag. Cabbages are quoted at \$2.50 per barrel, and California head lettuce, eight dozen to the crate, is quoted at \$6.50. Hothouse tomatoes are from 28 to 30 cents per pound. Onions, Yellow Danvers, in 100 lb. sacks, are \$6.50. Spanish onions in large cases are from \$7 to \$7.25, and celery, eight dozen to the case, are \$5.50. Jersey sweet potatoes are \$2.75 per hamper.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 50	2 50
Carrots, per bag	1 00	1 00
Lettuce, Cal., head, crate 8 doz.	6 50	6 50
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	6 50	6 50
Do., 75 lbs.	4 50	4 50
Spanish Onions, large cases	7 00	7 25
Do., small crates	2 50	2 50
Onions, white, large sacks	6 50	6 50
Celery, 8 doz.	5 50	5 50
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	2 35	2 35
Ontario, No. 2s	2 35	2 35

Jersey Sweet Potatoes, hamper.....	2 75
Do., bbl., double headers	7 50
Turnips, bag	1 00
Mushrooms, 4-lb. basket	3 00

Flour Trade is

Largely Export

Toronto.

FLOUR.—Market conditions in flour show little change as compared with a week ago. The domestic trade is quiet, and most of the mills are operating for export account.

Flour—
Government standard, 74 per cent. extraction.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
Do., in jute bags	14 00

Bran and Shorts

Selling Freely

Toronto.

MILLFEEDS.—There is an active inquiry for both bran and shorts at unchanged figures. Both are selling freely.

MILLFEEDS—	
Bran, per ton	45 25
Shorts, per ton	52 25

WINNIPEG MARKETS

WINNIPEG, Nov. 20—The grocery markets in the West are generally strong and great difficulty is being experienced in securing sufficient supplies in some lines. California raisins are scarce and the trade is well advised to buy where available as prices are likely to be higher. British Columbia Refineries report advances on Rogers' golden syrup at Manitoba points. Advances range all the way from 35 to 43 cents per pound.

Sugar Market

Is Very Strong

Winnipeg.

SUGAR.—The market continues to advance, and, while up to a few days ago there was activity in the raw sugar market, yet prices now have got to a point where American operators at least are not going into the market. The market. Tea, a seven to-day's prices, is still up, and we must look forward to increasing prices for some time to come. The new Cuban crop has been estimated, and by following these from year to year, the estimates are very close to the actual out-turn. For 1919-1920 they estimate the Cuban crop at 4,300,000 tons, which is about 300,000 tons in excess of this year's crop. The entire world crop, including both beet and sugar, for next season is estimated at 16,600,000 tons, as against 1918-1919 crop of 16,320,000 tons. Judging by this, it would look as if there would be a keen world demand for all that will be available.

Shipments of Nuts

Are Very Slow

Winnipeg.

NUTS.—Owing to the longshoremen's strike in New York, shipments of nuts have been slow in coming to hand. Some jobbers have not received a number of varieties. Shelled almonds in particular are very scarce.

Teas and Coffees

Are Very Firm

Winnipeg.

TEAS AND COFFEES.—Tea prices are advancing rapidly. Package teas have all advanced and bulk teas are now on a nearer level with the Eastern market. Tea, at even today's prices, is still considered good buying, as there is every

indication that all grades of teas will be still much higher.

Mild grades of coffee in particular are very firm. Importers would not be surprised at another slight advance. There is a heavier demand reported from jobbers. Many retailers are laying in good stocks.

Scarcity in

Confectionery

Winnipeg.

CONFECTIONERY LINES. — Many jobbers are experiencing great difficulty in securing sufficient confectionery lines to supply their trade. Owing to the continued scarcity of granulated sugar and the heavy demand for confectionery, manufacturers are only filling a portion of their orders. Prices are very firm with advances looked for in lines in which nuts are used.

Raisins Are Very

High in Price

Winnipeg.

DRIED FRUITS.—Both raisins and currants are very high in price and also very firm. New California fruit is very slow in coming in. It is almost impossible to place further orders for California raisins. New 1919 muscatels will not be in for some time yet. Some 1918 crop redeemed muscatels are being offered at around 12½ and 13 cents per pound.

Griffin's seedless raisins, new arrivals, are being offered at 16½ to 17c for 11 oz. packages. Seeded muscatels, in packages, are quoted at 14 to 15 cents.

THOMPSON'S SEEDLESS ARE VERY FIRM.—Premiums are being paid in the American market for contracts on this variety of raisin. This is a variety of raisin which is not produced in very large quantities as yet and the

demand for it has increased very rapidly.

Firm and increasing prices are looked for.

The fixed retail price in England of one shilling per pound on all dried fruits has been changed by the Government, and varying prices for different kinds of dried fruits have been named, which are considerably in excess of a shilling a pound. This will enable certain lines to go into England, which, under the old ruling, could not be exported profitably. This has resulted in a stiffening of the market on this side for nearly all lines. Prunes, during the last two or three days, have been very firm and resales have been made on large sizes, particularly at a premium of 3 to 4 cents per pound.

The evaporated apple market is slightly stiffer, American apples which were quoted at 19c a short time ago are now being quoted at 20c. Canadian exporters have also advanced their prices.

Raisins—

Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	1 05
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy	0 15
Do., 15 oz., choice	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16 0 17
Prunes—	
90-100s	0 18½
80-90s	0 19
70-80s	0 20 0 21
60-70s	0 21 0 22
50-60s	0 22 0 23
40-50s	0 24 0 25

Dates—

Royal Excelsior, 3 doz. cases, per pkg.	0 19½ 0 20
Dromedary, 3 doz. cases, per pkg.	0 22 0 22½
Fard, 12-lb. boxes, per box	3 00

Figs—

Spanish cooking, re-cleaned, per lb.	0 18 0 19
Cal. White Roedings, per lb.	0 23
Black Figs in Cartons, 10 x 15 per carton	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	4 10
Do., 6-row, 10-lb. boxes	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	3 60
Do., 5-row, 10-lb. boxes	3 40
Faney, 8-oz. bricks, 24 to box	3 35
Apricots—	
5-lb. cartons	1 85
Evaporated apples, lb.	0 20

Cereals in Demand;

Prices Unchanged

Winnipeg.

CEREALS.—There is an active demand for all cereals, and prices are for the most part unchanged as compared with a week ago.

Cornmeal, yellow, ½ sacks, per sack	3 05
Do., ¼ sacks, per sack	1 55
Do., 10-lb. bags, 10 to bbl.	6 70
Stand. Oatmeal, coarse, 98-lb. sack	5 50
Do., 48-lb. sack	2 80
Do., 24-lb. sack	1 45
Granulated oatmeal prices the same as standard.	
Dried peas, whole, yellow, per lb.	0 04
Do., green	0 10½ 0 11½
Split peas, 98-lb. sacks, per sack	7 75
Do., 49-lb. sacks, per sack	3 90
Do., broken quantities, per lb.	0 08½
Rolled oats, 80-lb. bags	4 20
Do., 40-lb. bags	2 15
Do., 20-lb. bags	1 10
Wheat granules, 98-lb. bags	6 00
Do., 49-lb. bags	3 05
Do., 24-lb. bags	1 15
Do., 6-lb. bags 16 to bale, per	

Continued on Page 42

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., November 18.—Creamery butter is up 4 cents on No. 1 and 5 cents on No. 2. Pot and pearl barley is a cent a pound higher. Rogers B. C. syrup has advanced 35 cents a case on 2s, and 50 cents on other sizes. Tomatoes 2½s are from \$4.46 to \$4.75, and corn from \$4 to \$4.45. Alberta potatoes are \$60 per ton. Kellogg's corn flakes have advanced to \$4.25. Roasted peanuts are slightly higher. New navel oranges are being offered at \$6.35. American bacon is being sold here, the home product being practically unobtainable. Pickled mackerel is selling at \$17 per hundred pound keg.

Flour, 96s, per bbl.	10 70
Beans, Limas	0 12 0 15
Beans, B.C.	7 50 9 00
Beans, Kootenashi	8 00 8 25
Rollod oats, 80s	4 15
Rice, Siam	13 50 14 50
Japan, No. 1	17 00 18 00
Tapioca, lb.	0 14
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt	18 00
Honey, 5s, doz.	0 30 0 32
Cheese, No. 1, Ontario, large	0 62 0 64
Butter, creamery, lb.	0 45 0 50
Do., dairy, lb.	20 40
Lard, pure, 3s, per case	18 30 18 50
Eggs, new-laid, local	4 40 4 75
Do., No. 1 storage	4 00 4 45
Tomatoes, 2½s, standard, case	4 10
Corn, 2s, case	10 30
Peas, 2s, standard, case	10 30
Strawberries, 2s, Ontario, case	9 00 9 50
Raspberries, 2s, Ontario, case	0 24 0 25
Cherries, 2s, red, pitted	0 25 1/2
Apples, evaporated	0 22 1/2
Do., 25s, lb.	0 23 1/2
Apricots, evaporated, 25s	10 25
Peaches, evaporated, lb.	17 50
Do., canned, 2s	19 00
Prunes, 90-100s	18 00
Do., 70-80s	60 00
Do., 50-60s	6 35
Salmon, pink tall, case	10 00 11 00
Do., Sockeye, tall, case	8 00
Do., halves	7 60
Potatoes, Alta., per ton	0 16
Oranges	0 21 0 23
Lemons	0 33 1/2
Grapefruit	7 00
Dates	0 15 0 20
Dromedary, case	
Excelsiors, lb.	
Hallowee, lb.	
Pears, evaporated, lb.	
Pineapples, dried, 2s	
Mincemeat, standard, bulk	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., November 18.—Yellow sugar is up in price, only the Eastern product is available on this market at \$12.33. Rogers syrup shows an advance of 50 cents per case. Gallon apples

have advanced 25 cents a case. Campbell's soups are quoted at \$7.30 for tomato, an advance of 20 cents per case; the market is still bare of granulated sugar. Beef has declined several cents and market is steady at from 10 to 16 cents wholesale. Cheese has advanced from 30 to 33 cents per pound.

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., November 18.—Business for the Christmas trade is coming in well in what lines there are available. Table raisins have arrived. The supply of nuts is none too good, and supplies are mostly last season's stock. The sugar situation is only slightly relieved. Buying is only in small lots. The advance in pork in the United States has been followed by a jump of \$1 here at from \$59 to \$64. Cornmeal, ordinary, is from \$3.85 to \$3.90. Cheese is firmer, New Brunswick selling at 32 cents, Ontario 33 cents. Breakfast bacon is lower at from 38 to 42 cents, but an advance is expected in sympathy with pork. Dairy products are scarce. Eggs are selling at 70 cents a case. Creamery butter is 62 cents, and dairy 58 cents; tub butter is 55 cents. Potatoes have increased to \$3.50, and onions are \$6. Lemons are easier at from \$7.50 to \$8. Oranges are \$6 to \$7.50. New Brunswick apples are now on the market.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary	3 85 3 90
Rollod oats	11 25
Rice, Siam, per 100 lbs.	12 50 13 00
Molasses	1 09
Sugar —	
Standard, granulated	11 35
No. 1, yellow	10 85
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 33
Eggs, fresh, doz.	0 62
Eggs, case	0 70
Breakfast bacon	0 38 0 42
Butter, creamery, per lb.	0 62
Butter, dairy, per lb.	0 58
Butter, tub	0 55
Lard, pure, lb.	0 33 0 33 1/2
Lard, compound	0 30 0 30 1/2
American clear pork	58 00 63 00
Beef, corned, 1s	4 55 4 90
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 25 7 35
Corn, 2s, standard case	3 75
Peas, standard case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated apples, per lb.	0 23 0 23 1/2
Do., peaches, per lb.	0 27 1/2 0 28
Potatoes, Natives, per bbl.	3 50
Onions, Can., 100-lb. bag	6 00
Lemons, Cal.	7 50 8 00
Oranges, Cal., case	6 00 7 50

Grapefruit, Cal., case	5 00 6 00
Apples, N.S.	2 50 6 00
Bananas, per lb.	0 09 0 10
Grapes, Malaga, box	10 00 12 00

GENERAL MARKETS

Continued from Page 41

bale	6 95
Barley	
Ont., pot, 98s	5 50
Do., 49s	2 80
Ont. Pearl, 98s	7 75
Do., 49s	4 00
Do., 24s	2 05

Market in Rices

Is Stronger

Winnipeg.

RICE.—There has not been any actual change within the past week, but prices are very firm. There has been a very active demand for rices and tapioca. American rices coming on to this market are very poor samples. Prices are as follows:

No. 1 Japan, 100-lb. sacks	0 17 1/2
No. 2 Japan, 100-lb. sacks	0 13 1/2
Siam, 50-lb. sacks	0 13
Patna, 100-lb. sacks	0 14 1/2
Patna, 50-lb. sacks	0 14 1/2
Ground rice, 100-lb. sacks	0 11
Do., 50-lb. sacks	0 11 1/2
TAPIOCA—	
Pearl, sack lots, lb.	0 15
Do., broken sacks, lb.	0 16

Active Demand

For Flour and Feeds

Winnipeg.

FLOUR AND FEEDS.—There is a very active demand for flour and mill feeds. Flour, in 98 lb. sacks, is selling at \$5.70. Hay and feeds are steady.

Flour	
Government standard, 98-lb. sacks	5 70
Do., 49-lb. sacks	2 87
Do., 24-lb. sacks	2 48
Mill Feeds	
Bran, per ton	40 00
Shorts, per ton	50 00
Hay—	
No. 1 Timothy	30 00
No. 2 Timothy	28 00
No. 1 Red Tip	24 00
No. 2 Red Tip	22 00
No. 1 Upland	22 00
No. 2 Upland	20 00

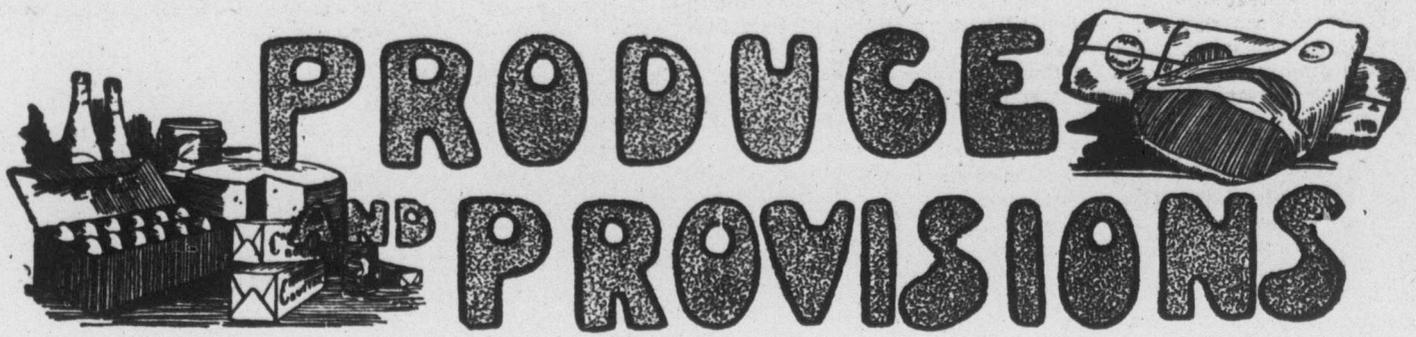
A Dutchman who arrived in the United States on Decoration Day noticed flags flying and people going to the cemetery with large bundles of flowers and asked what it meant.

"Why, this is Decoration Day. Don't you know what that is?"

The Dutchman confessed that he didn't.

"Isn't there someone at rest in the cemetery whose grave you would like to decorate with flowers?" asked the American.

The Dutchman shook his head in a firm negative. "Dose people whose graves I like to decorate," he replied, "are not dead yed."



PRODUCE AND PROVISIONS

Provision Business Built on Service

Kavanagh Provision Company Extends Its Business Through Establishing New Branch
—Getting Goods to Customers With Dispatch—How to Pull in the Bigger Orders

THAT the service feature of the provision business depends upon the speed with which a customer's purchases are delivered has commended itself to the Kavanagh Provision Company, Montreal. Very recently a branch store was opened at 237 Laurier Avenue West, and already the wheels of commerce are turning regularly and quickly.

Mr. Kavanagh has been serving Montreal trade so long that he has used his experience of the past to good advan-

tage in the new extension carried out by the establishment of this branch. The most serious of overhead retailing problems, perhaps—that of delivery, has been recognized here, but it has not deterred the management from promoting this service, and making it meet the requirements of the trade. Some will carry parcels; many will not, and it therefore it necessary to give these latter the best and quickest delivery possible. Ponder the delivery problem as one will, it resolves itself into the imperative ne-

cessity of continuing it—for many customers at least. Therefore, the only thing to do is to determine, resolutely, to build that service up with the customer always in mind.

The Methods Used.

In an interview with P. C. Smith, manager of the Outremont store, CANADIAN GROCER was informed that no regular hours were chosen for delivery. "Of course, we open about 7 a.m. and the orders in hand are made ready and



The Kavanagh Grocery and Provision Store, Laurier Ave., Montreal.

delivered as soon as possible. Then the orders that are received up to 9 or 9.30 are quite numerous, and these are sent out promptly. We try to get the goods to the customer quickly," said Mr. Smith.

"We use one auto delivery for the big orders and those far away from the store. But for the small parcels to nearby customers we use a boy. He can walk with these parcels, or if it is necessary, he takes the street car. This only needs a couple of tickets, and it often saves the car delivery going so far."

The idea of having an extra boy—if it has been possible to get a good one, should commend itself. He can be shown features of the business which will make him constantly of more worth to any firm. His time can ever be employed to good purpose.

One of the points that impressed CANADIAN GROCER was the fact, as expressed by Mr. Smith, that the daily outlay for delivery, including the wages of the driver, gasoline, cost of repairs to car, etc., would not exceed more than \$4 to \$5 per day. Much depends, of course, upon the class of driver secured, for if breaks occur frequently they are costly. In a large business, this outlay does not seem excessive.

Good Appointments

The Kavanagh Provision Company was perhaps fortunate in securing a location that is, from many standpoints, ideal. A well-known Montreal firm, for instance, occupied these premises for many years, and through the dissolution of the firm recently, after the death of the owner, the premises were

vacated. Immediately following, the stand was remodelled to suit the ideas of Mr. Kavanagh. The space formerly used was reduced. This did not in any way affect the appropriateness of the store for a straight provision business. It would seem to the writer that the layout was better in the smaller space. For instance, there are two immense refrigerators. These are used—the one for butter, eggs, lard, shortening and kindred products, while the larger of the two accommodates whole carcasses of beef, hogs, sheep, calves and mutton, while poultry, cooked meats, etc., are well provided for. The proportions are most generous, and it is a satisfaction to have such commodious space.

For the canned goods section, which is extensive, there is plenty of shelving and a fine display is made. This is well borne out in the accompanying photograph. Then special shelving with glass doors is afforded for glass jar goods such as pickles, catsups, jams, honey, grape juice, extracts, olive oil, pastes, cream cheeses, etc. The whole effect makes a most inviting store interior. Not only so, but it affords the customer an added service in minimizing delays while being served. For convenience of location plays a big part in modern merchandising. Time is money; service indispensable.

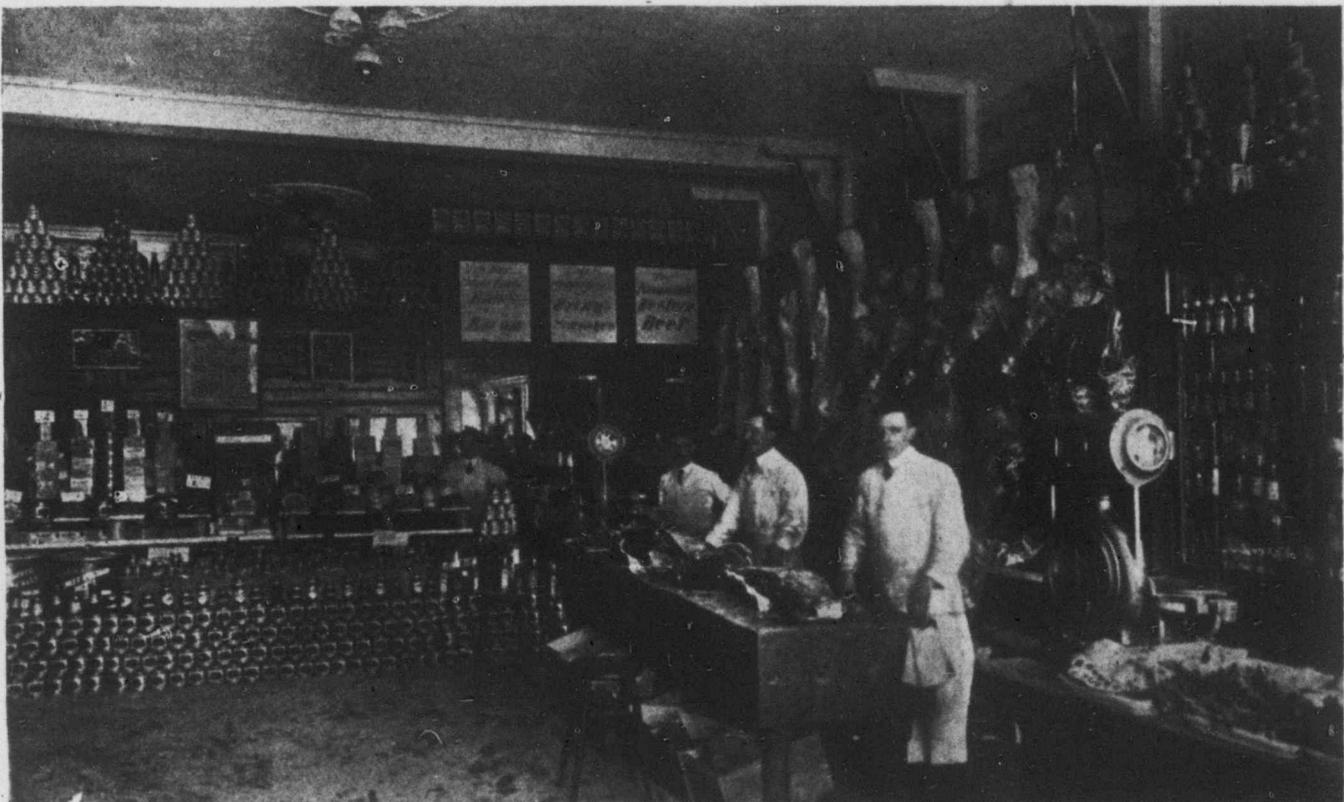
Pull Bigger Trade

Mr. Kavanagh himself is an indefatigable worker. He is at his store early in the morning and late at night. There is an atmosphere of activity at the main store on Bleury Street, and all the men in the firm's employ seem to

have caught it, too. Certain it is that if the management of a business is energetic, an example will have been set which will perhaps become quickly contagious. Since provisions have to be handled with dispatch, it takes a quick-moving sales staff to prevent waste and maintain service.

That the larger trade may be secured, Mr. Kavanagh has gone after big business with a will. He has brought back the orders and filled them and then has gone for more. It has been necessary to tender, sometimes, and to take an equal chance with other tenderers. The point is that there orders have secured an immense addition to the regular "over-the-counter" turnover, and have made the totals for the year very large. This, in short, has enabled the purchase of such lines as canned goods and other big sellers in large consignments. Canned vegetables and fruits are bought, usually, once a year, and this assures a continued supply. Judicious selection on the best possible price basis for quantity buying, has enabled the firm to sell again in full case lots at favorable prices. The windows are always well-dressed with a good showing of these products.

Some of the recent contracts have been with the large transportation companies. Hotel companies are also served with their needs. Restaurant trade in a city like Montreal totals large, and there is a big repeat business from the large public and private institutions. It means a lot of financing, but, as a rule, the return is prompt, and the turnover of the meats is a weekly one.



Interior of Kavanagh Provision Store, showing its neat arrangement.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 18—Butter markets are up two cents this week, and the undertone is firm at that. Lard and shortening are unchanged. New-laid eggs are very much higher, and sales are reported at around 90c per dozen. The hog market is firmer, although prices are substantially unchanged. Fresh meats are selling well. Cooked ham is a trifle lower at 49c per lb. Margarine is unchanged and a slow seller with some. Cheese is ruling with an easier undertone owing to the falling off of export orders. Poultry is active and live birds are coming to hand freely.

Hogs Quite Steady; Fresh Meats Moving

Montreal.

FRESH MEATS.—Prices have been maintained on hogs this week and the market is steadier. In various outside markets the tendencies have been firmer, and while the basis is substantially maintained here, the undertone is steadier than it was a couple of weeks ago. Sales of pork and beef, lamb and mutton, have been quite steadily maintained on a satisfactory basis.

FRESH MEATS—

Hogs, live	17	25
Hogs, dressed—		
Abattoir killed, small (heads off),		
65-90 lbs.	24 50	25 00
Country dressed		22 50
Fresh Pork—		
Leg of Pork (foot on).....	0 31½	
Loins (trimmed)	0 36	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders	0 25	
Untrimmed	0 23	
Pork sausage (pure).....	0 24	
Farmer sausages	0 18	
Fresh Beef—		
(Cows)		(Steers)
\$0 18	\$0 23	\$0 25
0 11	0 13	0 15
.....	0 27	0 34
.....	0 22	0 25
.....	0 11	0 14
.....	0 17	0 18
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass),		
lb.		0 23
No. 1 Mutton (whole carcass), 45-		
50 lbs., lb.		0 18

Bacon a Big Seller With Hams Unchanged

Montreal.

CURED MEATS.—The market has held with but little change for the week. Bacon is an active seller, and the various grades are in steady demand from week to week. There has been no change in the price of hams, while barrelled pork is held without change of any kind.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 36	
14-20 lbs.	0 35	
20-25 lbs.	0 33½	
25-35 lbs.	0 30½	
Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 35	0 50
Wind or	0 45	0 49
Cottage rolls	0 32½	
Picnic hams	0 29	
Barrel Pork—		
Canadian short cut (bbl.), 25-35		
pieces	54	90
Clear fat backs (bbl.), 40-50		
pieces	56	00
Heavy mess pork (bbl.).....	42	00
Plate Beef	32	00

Mess Beef	29	00
Bean Pork	48	00

Cooked Ham at 49c; Mincemeat a Seller

Montreal.

COOKED MEATS.—Cooked ham of the regular variety is selling at 49c per pound, and the trade is active for this. Other jellied and cooked meats are having a seasonal sale, and there is no change of price. Mincemeat is coming along as a heavy seller and the prices for this show the usual spread, indicating the wide number of grades obtainable.

Head Cheese	0 14	0 15
Choice jellied ox tongue.....	0 59	
Jellied pork tongues	0 40	
Jellied Pre-sliced Beef, lb.	0 32	
Ham and tongue, lb.	0 30	
Veal and tongue	0 23	
Hams, cooked	0 49	
Hams, cooked	0 50½	
Shoulders, roast		0 44
Shoulders, boiled		0 12
Pork pies (doz.)		0 19
Blood pudding, lb.	0 15	0 19
Mince meat, lb.	0 24	
Srusage, pure pork		0 13
Bologna, lb.		

Maintained Market For Shortening

Montreal.

SHORTENING.—Prices have been held without change for the past week on shortening. There is a steady demand for the compound, and supplies are ample, here, to take care of the local and outside demand.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29¼
Bricks, 1 lb., per lb.	0 30	0 30½

Two-Cent Advance Made For Butter

Montreal.

BUTTER.—The market is two cents higher over that of last week. In recording this change it is possible to say that the New York market has had its own influence, and the strength manifest there has definitely reflected here. Receipts for the week are lower, and there is a continued heavy demand for large supplies, regardless of the high prices. It is stated that straight car lots were asked for from Great Britain, and that 63-64c per pound was offered for these large supplies.

BUTTER—		
Creamery, prints, fresh made..	0 66	
Creamery, solids, fresh made..	0 65	
Dairy, in tubs, choice	0 54	
Dairy prints	0 54	
Bakers'	0 47	0 49

Lard Unchanged and is an Active Seller

Montreal.

LARD.—The market is steady for lard and the quoted prices are maintained steadily. Some are asking as much as 32c per lb. for the one-pound cartons. Supplies are reported adequate for the trade requirements.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 30	0 31
Bricks, 1 lb., per lb.	0 32	0 33

Some Production in Demands For Cheese

Montreal.

CHEESE.—While there has been no reduction of price for cheese this week, the demand from export centres has been less, and an easier feeling prevails. With receipts increasing somewhat, it is a question if there will not be some lowering of prices, unless orders are increased from abroad. Some of the outside buying markets are lower, to the extent of about 1¾c.

CHEESE—		
New, large, per lb.	0 31	0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	0 35	
Fancy, old cheese, per lb.	0 35	

Margarine is Slow and No Price Change

Montreal.

MARGARINE.—There is plenty of room for improvement in the demand for margarine. Despite the high prices asked for butter, there is a great and constant demand for it. One would expect a greater sale to develop for the substitute. Dealers expect that demand will increase, however, so soon as the weather conditions settle down at a lower temperature, and when the retailers can handle larger quantities to advantage.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb.	0 31	0 34

Big Advance For New-Laid Eggs

Montreal.

EGGS.—The feature of the week in the egg situation is that of a stiff advance for strictly new-laid. These are bringing "most any price" as one informant intimated, and some sales are understood to have been made at around 90c per dozen. Naturally, the supply of these is not equal to the demand, and this is one reason for the advancing market. "Selects" are marked up to 65c per dozen.

EGGS—		
No. 2	0 50	
No. 1	0 58	
Selects	0 65	
New laid	0 80	0 85

**Live Birds Arriving;
Poultry is Selling**

Montreal.

POULTRY.—The market is still active and a great deal of business is being transacted, with prices steady. The receipts of live poultry are still heavy, owing to the splendid weather conditions prevailing here.

POULTRY (dressed)—		(Selling Prices)	
Chickens, roast (3-5 lbs.)	0 37	0 40	
Chickens, roast (mlk)	0 43	0 45	
Broilers (3-4 lb. pr.)	0 45	0 47	
Ducks—			
Brome Lake (milk fed green)	0 46	0 46	
Young Domestic	0 36	0 36	
Turkeys (old toms), lb.	0 48	0 48	
Turkeys (young)	0 52	0 52	
Geese	0 28	0 28	
Old fowls (large)	0 34	0 34	
Old fowls (small)	0 30	0 30	
POULTRY		Live	Dressed
(Buying Prices)			
Chickens, light weights	0 21	0 26	
Do., heavy weights	0 24	0 29	
Ducks, young	0 20	0 25	
Do., old	0 18	0 18	
Geese—			
Young	0 20	0 25	
Old	0 15	0 20	
Fowls	0 15-0 18	0 20-0 23	
Roosters	0 17	0 22	
Turkeys	0 32-0 35	0 37-0 40	

**Green Codfish Down;
Fresh Fish Scarcer**

Montreal.

FISH.—The severe storms on the Atlantic Coast have been very hard on fish supplies and on shipping, gear, etc. The receipts of fish from the lakes, too, have been much less, and the varieties are decreasing. From the Pacific Coast, also, supplies are somewhat curtailed, while from all centres, supplies of frozen fish are coming to hand freely. Green cod prices are lower. Oysters are moving well, at steady prices.

FRESH FISH			
Haddies	0 12	0 13	
Fillet Haddies	0 08	0 18	
Haddock	0 08	0 09	
Steak, cod	0 11	0 12	
Market cod	0 07 1/2	0 08	
Flounders	0 08	0 10	
Prawns	0 45	0 45	
Live lobsters	0 50	0 50	
Salmon (B.C.), per lb., Red	0 30	0 30	

ONTARIO MARKETS

TORONTO, Nov. 21—The produce markets this week are featured by higher prices prevailing on butter, eggs and cheese. New-laid eggs are up from 5 to 10 cents per dozen and butter is two cents higher. Cheese is also stronger. Pork and pork products are steady, no changes being reported as compared with a week ago. Poultry receipts are heavy.

**Fresh Meats Are
Holding Steady**

Toronto.

FRESH MEATS.—Prices of fresh meats for the most part are steady with last week. Live hogs are higher, being quoted at from \$17.25 to \$17.50 on the fed and watered plan. Fresh pork is steady, legs of pork up, 18 pounds being quoted at from 29 to 30 cents. Tenderloins are 45 and 46 cents. Beef shows no changes as compared with a week ago, and lamb and veal are firm.

Skate	0 12	
Shrimps	0 40	
FROZEN FISH		
Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western, medium	0 21	0 22
Haddock	0 07	0 07 1/2
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 13	0 14
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 12	0 13
Market Cod	0 06 1/2	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 09 1/2	0 10
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	5 60	5 60
Alewives	0 05 1/2	0 06
SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	21 00	21 00
No. 1, medium, bbl., 200 lbs.	20 00	20 00
No. 2, 200-lb. barrel	18 00	18 00
Strip boneless (30-lb. boxes), lb.	0 20	0 20
Boneless (24 1-lb. cartons), lb.	0 20	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	0 18	0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	16 00	16 00
Skinless, 100-lb. boxes	16 50	16 50
Pollock, No. 1, 200-lb. barrel	15 00	15 00
Boneless cod (2-lb.)	0 23	0 23
PICKLED FISH		
Herrings, Scotch cured, half bbl.	12 00	12 00
Do., Scotia, barrel	12 00	12 00
Do., half barrel	6 50	6 50
Mackerel, barrel	25 00	25 00
Salmon, B.C., 200 lbs.	25 00	25 00
Labrador Salmon, barrels	26 00	26 00
Sea Trout, 200-lb. barrels	25 00	25 00
Turbot, 200 lbs.	20 00	20 00
Codfish, tongues and sound, lb.	0 12	0 12
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	0 18	0 18
Bloaters, box	2 50	2 50
Kippers	2 40	2 40
Digby Chicks, in bundles, per box	0 24	0 24
Boneless Smoked Herring, 10-lb. box, lb.	0 20	0 20
OYSTERS		
Cape Cod, per barrel	15 00	15 00
Batouche, per barrel	14 00	14 00
Malpeques shell oysters, choice, bbl.	18 00	18 00
Do., XXX, bbl.	16 00	16 00
Scallops, gallon	4 00	4 00
Can No. 1 (Solids)	2 50	2 50
Can No. 3 (Solids)	7 00	7 00
Can No. 5 (Solids)	12 00	12 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	9 00
SUNDRIES		
Paper Oyster Pails, 1/4 per 100	1 75	1 75
Crushed Oyster Shells, 100-lbs.	1 50	1 50
Paper Oyster Pails, 1/4-lb. per 100	2 25	2 25

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 20	0 25
Lambs, whole, yearling, lb.	0 15	0 15
Spring lamb, lb.	0 18	0 21
Sheep, whole, lb.	0 10	0 13

Above prices subject to daily fluctuations of the market.

**Hams and Bacon
Are Unchanged**

Toronto.

PROVISIONS.—Quotations on hams and bacon are unchanged, as compared with a week ago. The market is steady at prices ruling, according to the Board of Commerce order, that values should hold at levels as of March 10 last. Dry salt meats and barrel pork are also steady.

Hams—			
Medium	0 35	0 38	
Large, per lb.	0 28	0 32	
Heavy	0 28	0 30	
Bacon—			
Skipped, rib, lb.	0 46	0 49	
Boneless, per lb.	0 50	0 52	
Breakfast, ordinary, per lb.		0 40	0 45
Breakfast, fancy, per lb.		0 48	0 52
Roll, per lb.		0 29	0 30
Wiltshire (smoked sides), lb.		0 35	0 37
Dry Salt Meats—			
Long clear bacon, av. 50-70 lbs.	0 27	0 27	
Do., av. 80-90 lbs.	0 25	0 25	
Clear Bellies, 15-30 lb.	0 28	0 28	
Sausages in brine, keg, 35 lbs.	7 35	7 35	
Fat backs, 16-20 lbs.	0 30	0 30	
Out of pickle, prices range about 2c per pound below corresponding cuts above.			
Barrel Pork—			
Mess pork, 200 lbs.	42 00	42 00	
Short cut backs, bbl. 200 lbs.	50 00	50 00	
Pickled rolls, bbl., 200 lbs.—			
Heavy	60 00	60 00	
Lightweight	60 50	60 50	

Above prices subject to daily fluctuations of the market.

**New-Laid Eggs
80-85 Cents Doz.**

Toronto.

EGGS.—The demand for new-laid eggs in cartons is very active, and receipts are very light. They are quoted to the trade at from 80 to 85 cents per dozen. Storage eggs are 60 to 61 cents, and selects are 62 to 63 cents.

Eggs—			
No. 1 storage, doz.	0 60	0 61	
Selects	0 62	0 63	
Special new-laid, in cartons, dz.	0 80	0 85	

Prices shown are subject to daily fluctuations of the market.

**Butter Advances
Two Cents Pound**

Toronto.

BUTTER.—Supplies of butter on the Toronto market are not heavy. Receipts show declines from day to day, and prices show advances as compared with a week ago. Creamery prints are selling to the trade at from 64 to 66 cents, and fresh dairy butter is 57 and 58 cents.

Butter—			
Creamery prints (fresh made)	0 64	0 66	
Dairy prints, fresh, lb.	0 57	0 58	
Dairy prints, No. 1, lb.	0 55	0 55	

**Cooked Meats
Holding Firm**

Toronto.

COOKED MEATS.—There is a steady inquiry for cooked meats, and quotations to the trade are steady and strong. Boiled hams are quoted at from 49 to

53 cents per pound, and roast hams, without dressing, are from 52 to 54 cents. Choice jellied ox tongue is selling at 55 cents, and jellied pork tongue at 49 and 50 cents.

Bolled hams, lb.	0 49	0 53
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	0 44	
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	0 55	
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Cheese is

Quoted Higher

Toronto.

CHEESE.—Large cheese are selling to the trade at from 32 to 32½ cents per pound, an advance of a cent and a half over quotations of last week. Stilltons are 35 cents per pound.

Cheese—		
Large	0 32	0 32½
Stilton		0 35
Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Margarine Has

Active Inquiry

Toronto.

MARGARINE.—There is a very active demand for margarine, and prices are holding firm, the number one pound prints selling at from 35 to 36 cents. Nut margarine is bringing 33 cents per pound.

Margarine—		
1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Nut Margarine		0 33

Lard Steady at

Easy Quotations

Toronto.

LARD.—There is an active demand for lard, and packers state that it is almost impossible to keep up with requirements. Prices are easy at 29 and 29½ cents per pound, tierce basis.

LARD—		
Tierces, 400 lbs.	0 29	0 29½
In 60-lb. tubs, ½c higher than tierces, ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Active Inquiry

For Shortening

Toronto.

SHORTENING.—There is a good inquiry for shortening at steady prices, dealers quoting to the trade at from 27 to 28 cents per pound.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Fresh White Fish

is Active Seller

Toronto.

FISH.—The biggest demand at the present time is for white fish. White fish is arriving freely, and dealers state that it will soon be done, that is, the fresh kind. It is quoted at from 14 to 16 cents per pound. Haddock, with the heads on, are selling at 10 cents per

pound. Frozen halibut is moving freely, chicken halibut selling at 19 and 20 cents, medium halibut at from 20 to 21 cents, and Jumbo halibut at from 21 to 22 cents.

FRESH SEA FISH

Cod Steak, lb.	0 12	
Do market lb.	0 09	0 10
Haddock, heads off, lb.		0 10
Do., heads on, lb.		0 10
Halibut, chicken		
Do., medium		0 10
Flounders, lb.	0 07	0 10
Oysters, No. 1 can		3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can		16 00
Blue Point oysters, 800s		16 75
Do., 1000s		14 30

FROZEN SEA FISH

Salmon, Red Spring	0 25	
Do., Cohoe	0 20	
Halibut, chicken	0 19	0 20
Do., medium	0 20	0 21
Do., jumbo	0 21	0 22
Herring	0 03	0 07
Mackerel	0 11	
Flounders	0 11	

FRESH LAKE FISH

Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	0 08	0 09
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 16
Whitefish, dressed	0 14	
Pickeral, dressed	0 14	
Mullets, lb.	0 05	
Fresh pickeral	0 20	
Ciscoes	0 16	

Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Prices

Are Steady

Toronto.

POULTRY.—Receipts of poultry are very heavy just now, and there is an active demand for supplies. Young turkeys are selling to the trade at 45 cents per pound. Geese are 30 cents, and chickens range from 28 to 32 cents. Ducklings are 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 25	\$0 30
Do., young, lb.	0 33	0 40
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 23	0 27
Fowl, under 3½-5 lbs.	0 18	0 23-0 28
Ducklings, 3½ lbs. up	0 20	0 27
Geese	0 17	0 23
Guinea hens, pair	1 25	1 50
Spring chickens, live. 0 20-0 22		0 26-0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20
Chickens, spring	0 29
Ducklings	0 32
Geese	0 30
Turkeys	0 45

WINNIPEG MARKETS

WINNIPEG, Nov. 20—Prices are generally higher in produce lines and scarcity of dairy butter is noticeable. Eggs are advancing, due to the very light supplies coming forward.

Slight Advance

In Hog Quotations

Winnipeg.

HOGS.—A slight advance in select hogs was reported this week of 50 cents per hundredweight.

Selects	16 00
Heavies	14 00
Lights	15 00
Sows	12 00
Stags	11 00

Cheese is Now

Quoted Higher

Winnipeg.

CHEESE.—Cheese has shown a slight advance of approximately one half cent per pound. Market is reported very firm with prices as follows:

Canadian, large	0 31½	0 32
Do., twins	0 32	0 32½
Do., triplets	0 32½	0 33
Manitoba, large	0 30½	0 31
Do., twins	0 31½	0 32

Fish is in

Active Demand

Winnipeg.

FISH.—There is an active demand for fish of all kinds, and supplies are ample for the enquiry.

FRESH FROZEN FISH

Brills, lb.	0 10
Herring, 100 sacks	0 04
Halibut, chicken, per lb.	0 17
Do., cases, med., per lb.	0 17
Do., broken cases	0 18

Jackfish, dressed	0 10
Pickeral, case lots	0 10
Salmon, broken cases	0 21½
Do., case lots	0 20½
Whitefish, dressed, case lots	0 12½

SMOKED FISH.

Bloaters, Eastern, per case	2 60
Haddies, 30-lb. case, per lb.	0 14
Do., 50-lb. case, per lb.	0 15
Kippers, fancy Western, per box	2 40
Do., Eastern, per box	2 20

SALT FISH

Cod Steak, 2s, per lb.	0 16
Blue Nose Cod, 20-ls, per lb.	0 15½
Acadia Cod, 12-2s, per lb.	0 16
Do., 20-ls, per lb.	0 16
Salt Herring, ½-bbl., per bbl.	7 00
Do., 20-lb. pails	1 75
Do., 10-lb. pails	0 90

Scarcity of

Dairy Butter

Winnipeg.

BUTTER.—Dairy butter is very scarce. There has not been nearly enough coming in to meet the demand. Prices are very firm.

No. 1	0 48	0 50
No. 2	0 46	0 48
Choice Creamery, in cartons	0 63	0 64
Do., solids	0 62	0 63
Margarine, 1-lb. prints	0 36	0 36½

Eggs Scarce and

Prices Advance

Winnipeg.

EGGS.—Eggs continue very scarce and quotations are advancing.

Fancy, in cartons, per doz.	0 64
New laid, candled, per doz.	0 57
Loose, per doz.	0 55



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BRUNSWICK BRAND

SEA FOODS

Telephone our representative your requirements for the fall and winter trade.

We Can Ship Immediately

The fish that are being caught are excellent and are being packed every day fresh from the cold waters of the Bay of Fundy.

Brunswick Brand Sea Foods are big sellers in all parts of Canada. They please your customers and show you a fair profit.

Send In Your Orders

Connors Bros., Ltd.

Black's Harbor, N.B.

Turn your money over 12 times a year

A BIGGER volume of business, with clean-cut, fast-selling package propositions, is the grocer's solution of to-day's problems. His business costs are rising—his margins are being restricted in some lines and in others are necessarily stationary.



Gunns "Easifirst" is capturing the bulk of the trade wherever it gets a show at all. It's got the quality. It's popular with housewives who know.

Stock Easifirst—It sells.

Gunns
LIMITED
WEST TORONTO

Hams

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

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HEINZ

Advertising Service

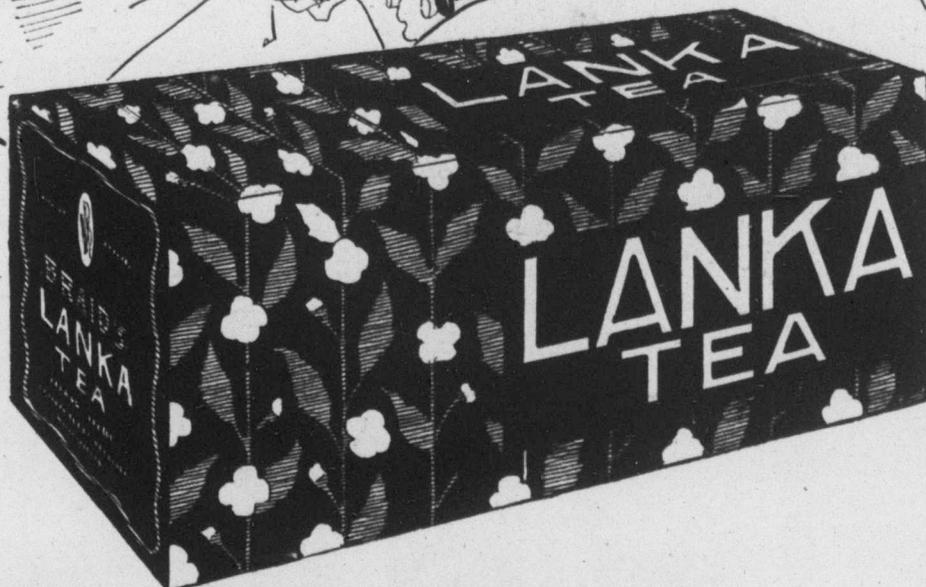
brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number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

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

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About**

LANKA

Every magazine, every newspaper, popular in city homes, carries the story of Lanka.

The leading farm papers are creating a demand for Lanka. Every medium of profitable publicity is employed to popularize Lanka.

This great selling campaign reaches almost a million prosperous homes, with probably five million readers.

We are backing Lanka to the fullest extent because we know Lanka's quality will hold every customer that was created by sale publicity.

For Lanka is the finest tea that can be produced, sold at a popular price of 75 cents a pound. The blend is perfect, the flavor is exquisite, the price suits the pocketbooks as well.

Remember millions are learning about Lanka, and that these millions include your most profitable trade.

Having a stock of Lanka you are always ready to meet the demand. Do your part in pushing Lanka and share the profits. Order from your jobber today.

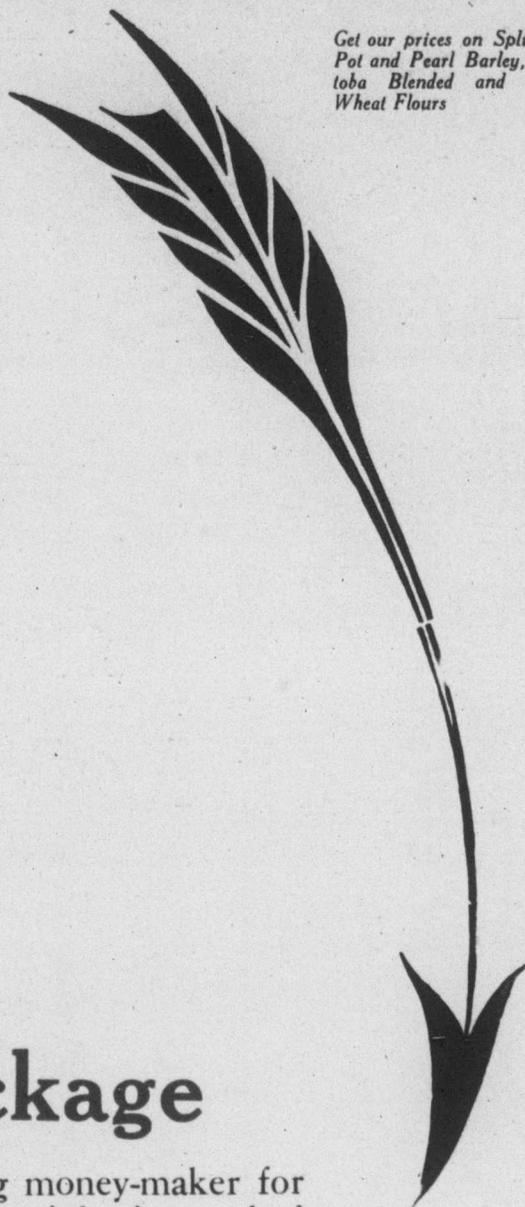
Lanka Tea is imported and packed by

WM. A. BRAID & COMPANY, Vancouver, Canada

ONTARIO AGENTS: S. H. MOORE & COMPANY, 704 Excelsior Life Bldg., Toronto



Get our prices on Split Peas,
Pot and Pearl Barley, Mani-
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Wheat Flours



This New Package

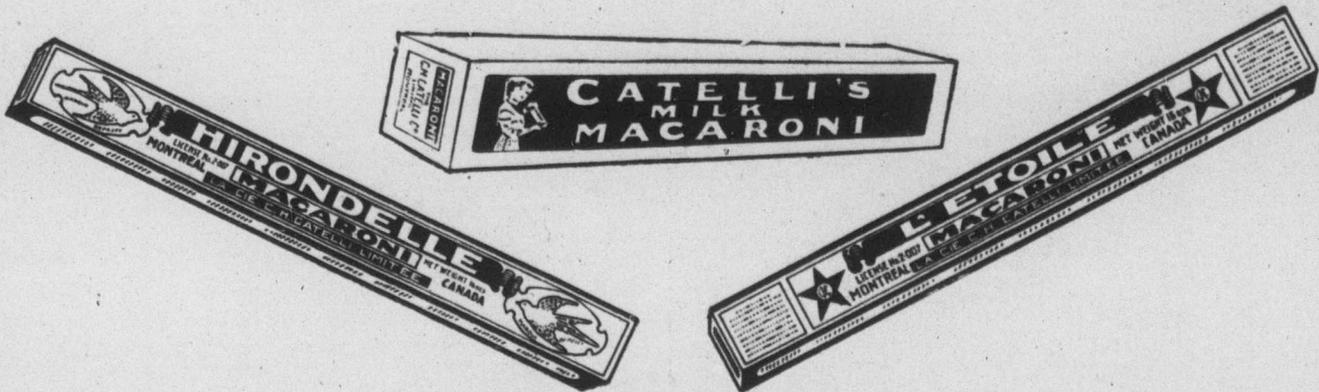
of quality Rolled Oats will prove a big money-maker for you, Mr. Merchant. There's quality and satisfaction packed to the brim in every big Red and Blue Package.

Made from the finest Western Oats, prepared by our special pan-dried process that brings out the rich nut-like flavor, Quality Rolled Oats is everywhere proving a profitable selling proposition. Ready to ship now—order a stock to-day.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.



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CATELLI'S

Milk - Hirondele - L'Etoile

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The Sealed Packages Protect You Against Loss

Catelli's Macaroni, Vermicelli, Noodles, Ready Cuts and Alphabets, etc., are genuine quality products.

Made in sunshine factory of the finest Canadian hard wheat without the use of artificial coloring (yellow). They are absolutely pure.

They come to your shelves in dust-proof packages which protect you against loss of breakage, or waste from soiled goods.

Then there are the Catelli advertisements in the leading papers and magazines—telling your customers about the deliciousness, wholesomeness, food value and downright economy of having Macaroni several times a week. These advertisements are increasing the already big demand for Catelli products.



You are selling some kind of Macaroni. Why not specialize on Quality Products like Catelli's Hirondele Brand, which gives you a complete line that your customers will come back for.

Remember, there is good profit in handling Catelli's.

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Mailed Free to Your
Customers.

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NEW PACK BEAVER BRAND CANNED CHICKEN

Delivery can be made by end of month.
Splendid stock and quality guaranteed.
Can we have your order? Full particulars re price etc., on application.

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MONTREAL - QUEBEC

KING GEORGE'S NAVY

CHEWING TOBACCO

Makes friends of the particular

The more critical a man is the better he'll like the delicious palatability of *King George's Navy Chewing Tobacco*.

Grocers should constantly feature this line. It puts the requisite punch into tobacco selling.

And the profits make a daily display advisable.



Rock City Tobacco Co., Ltd.

Registered



Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--**BRIER**
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MONTREAL



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Keep the Armour line well displayed—let your customers know that you can meet their requirements and the Armour Oval Label will back up your strongest recommendation for quality.

The Armour line means bigger profits for you. Ask your nearest Branch House about Armour Quality Products or write us direct.



ARMOUR AND COMPANY

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Branch Houses:
Toronto Montreal
Sydney, N.S. St. John, N.B.

Devonshire Pure Pork Sausage

Now is a good time to push Devonshire Pure Pork Sausage—just the thing for breakfast these cold mornings.

Sell Aylmer Catsup

Now is the time to let your customers know that you have a supply of this

Pure Tomato Catsup

It never fails to make satisfied and permanent customers—because of a definite superiority. It makes for rapid turnover and gratifying profits. Order now! Don't run low!

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Glass Bottles

Three sizes — 8 oz., 12 oz., 17 oz. All 2 dozen to case.

Glass and Stone Jugs

1 gallon—4 to crate.

Dominion Cannery, Limited, Hamilton, Canada



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Delicious
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“Sealshipt Oysters”

Fresh from the Sea
To the Consumer

“Sealshipt Oysters” in glass jars are your “Oyster Insurance”—you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer’s table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

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In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

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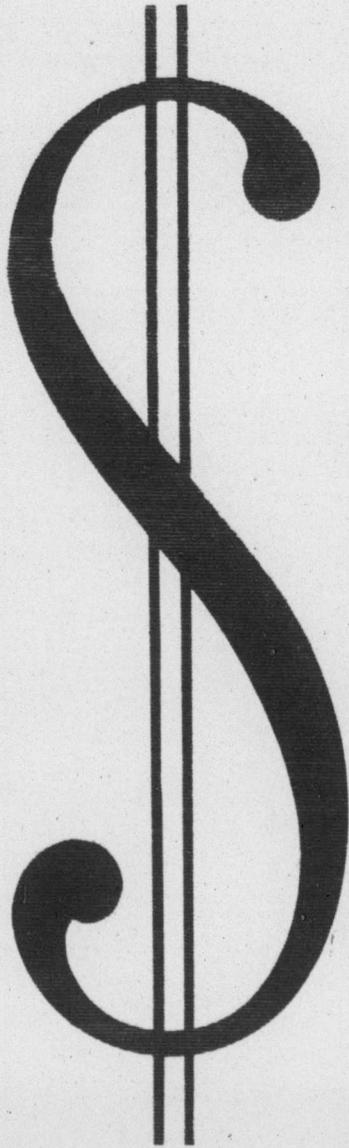
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Walker Quality will win for you that customer-satisfaction that spells Increased Profits and repeat orders.

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Established 1861

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PURE MALT
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Concord Flavor

Marsh's Concord Grape Juice is good, so is their Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar.

The holiday season is near at hand and there will be a demand for good beverages.

Why not stock Marsh's and capture this business?

The Marsh Grape
Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal



QUOTATIONS FOR
PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE
MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

¾ Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	\$1 62½
Pints, Delhi Ecolure	\$2 70
¼ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 90
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
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 60
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—¼s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn — ½s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves — ½s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—½s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—½s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — ½s, \$1.90; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.35; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—½s, \$6.95; 1s, \$11.45.	
Boneless Turkey — ½s, \$6.95; 1s, \$11.45.	
Ox Tongue—½s, \$4.95; 1s, \$12.00; 1¼s, \$18.50; 2s, \$23.95; 3¼s, \$44.00; 6s, \$60.00.	
Lunch Tongue—½s, \$4.90; 1s, \$10.45.	
Mince Meat (tina)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.	
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans,	



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Monarch Coffee	-	-	1 ^s	50.
Monarch Coffee	10,	25,	50 lb. tins	48.

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Cleanser (Kosher), ca. 50 pkgs. 3 10
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Made in Canada
Assorted case, contains 4 doz. \$5 40
Lemons, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada
Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight rate second class

BLUE
Keen's Oxford, per lb. \$0 24
In cases 12-12 lb. boxes to case 0 25

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THE COWAN CO. LTD.
Stirling Road, Toronto, Ont.
Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25
Perfection, 1/2-lb. tins, doz. 2 75
Perfection, 1/4-lb. tins, doz. 1 45
Perfection, 10s size, doz. 1 10
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 25
(Unsweetened Chocolate)
Supreme Chocolate, 12-lb. boxes, per lb. 0 41
Supreme Chocolate, 10s size, 2 doz. in box, per box 1 90
Perfection Chocolate, 10s size, 2 doz. in box, per box 1 90
SWEET CHOCOLATE—Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 2R boxes in case 0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate, 2R cakes in box 1 10

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 46
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
NUT MILK CHOCOLATE, Etc.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. 0 43
Nut Milk Chocolates, 6s squares, 20 squares to cake, packed 3 cakes to box, 24

boxes to case, per box 2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box 2 50
Fruit and Nut Milk Chocolate Slabs, per lb. 0 43
Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
Plain Milk Chocolate Slabs, per lb. 0 42
MISCELLANEOUS
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
Triumph Chocolate, 1/4's, 4-lb. boxes, 36 boxes in case, per box 0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 36 boxes in case, per lb. 0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
120-lc. Milk Chocolate Sticks, 60 boxes in case.. 0 80

Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 60 boxes in case 0 95
Puffed Rice Bars, 24 in box, 60 boxes in case 0 95
Ginger Bars, 24 in box, 60 boxes in case 0 95
Fruit Bars, 24 in box, 60 boxes in case 0 95
Active Service Bars, 24 in box, 60 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 60 boxes in case 0 95
Royal Milk Cakes, 24 in box, 60 boxes in case 0 95
Cream Bars, 24 in box, 60 boxes in case, per box... 1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 90
10c LINES
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Queen's Dessert, 10c cakes, 24 in box, per box 1 00
W. K. KELLOGG CEREAL CO.
Kellogg's Toasted Corn Flakes, Waxtite 4 16
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indv. 2 00
Kellogg's Shredded Krumbles 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 95
BRODIE AND HARVIES
XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70
Do., 8 lb. 2 00
Superb Self-Raising Flour, 6 lb. 5 50
Do., 8 lb. 2 80
Crescent Self-Raising Flour, 6 lb. 5 60
Do., 8 lb. 2 85
Perfection rolled oats (55 oz.) 3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack, doz. 1 50

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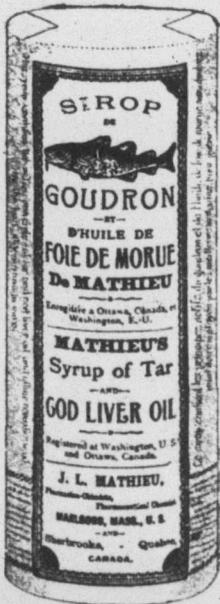
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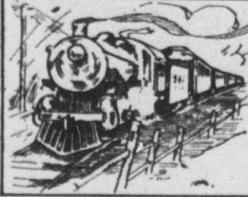
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Display this remedy in your store. It always invites inquiries which result in sales.

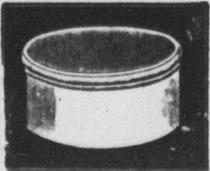
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STRONGER PRICES LIKELY IN RAISINS

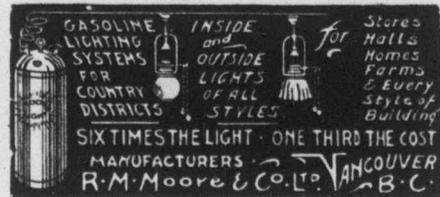
The retail trade will be well advised to buy where possible both seedless and seeded raisins. Indications point to light supplies later on and very much higher prices. Thompson's seedless are very hard to obtain on the Coast and there is a tremendous demand for them. They are quoted to the trade now at 21 cents per pound and stocks are not heavy in the wholesalers' hands. Some dealers are only filling orders for small lots for immediate shipment at 20½ cents. In the packages, larger orders are being taken, but goods are being sold to arrive at 20 cents per package.

FOR SALE

Selected eggs, creamery butter,
fancy dressed poultry. It will pay
you to buy your supplies from

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

Phone 1577



The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

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

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustments

“We collect anything anywhere”

References: Can. Bank of Commerce and Molsons Bank.



CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

“Turns Waste
into Profit”
12 SIZES

Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

WANTED — STEADY, RELIABLE MARRIED man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

HELP WANTED

WANTED — BY LARGE MANUFACTURING concern 2 experienced salesmen with thorough knowledge of Western and Northern Ontario grocery trade. Must be first-class and fully competent. Box 766, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

MANUFACTURERS' AGENT, MONTREAL, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

TO EXPORTERS AND OTHERWISE — ENG-lish commercial requires sole agency for England, Scotland and Wales. Canned and dried fruit, canned salmon, matches or cereals. Highest references given. Apply A. S. Rooke, St. Ronan, Burgess Hill, Sussex, England.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS
PAPER

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required \$5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

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

FOR SALE

FOR SALE—FIRE-PROOF INTERNATIONAL account register, 120 size, with filing drawer. Speak quick. \$60. Box 506, Seaforth, Ont.

FOR SALE—GENERAL STORE AND POST Office in Country. Good trade, store and dwelling; five acres ground; easy terms. Good chance for right man. Apply Box 754, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY—PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box-96, Coaticook, Que.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** which contains latest list you will be better able to carry on your business.

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



Something Extra Good in Smoked Hams!

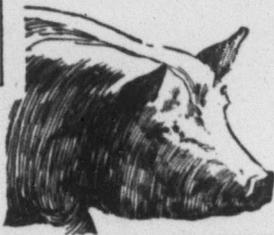
WE are right in the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

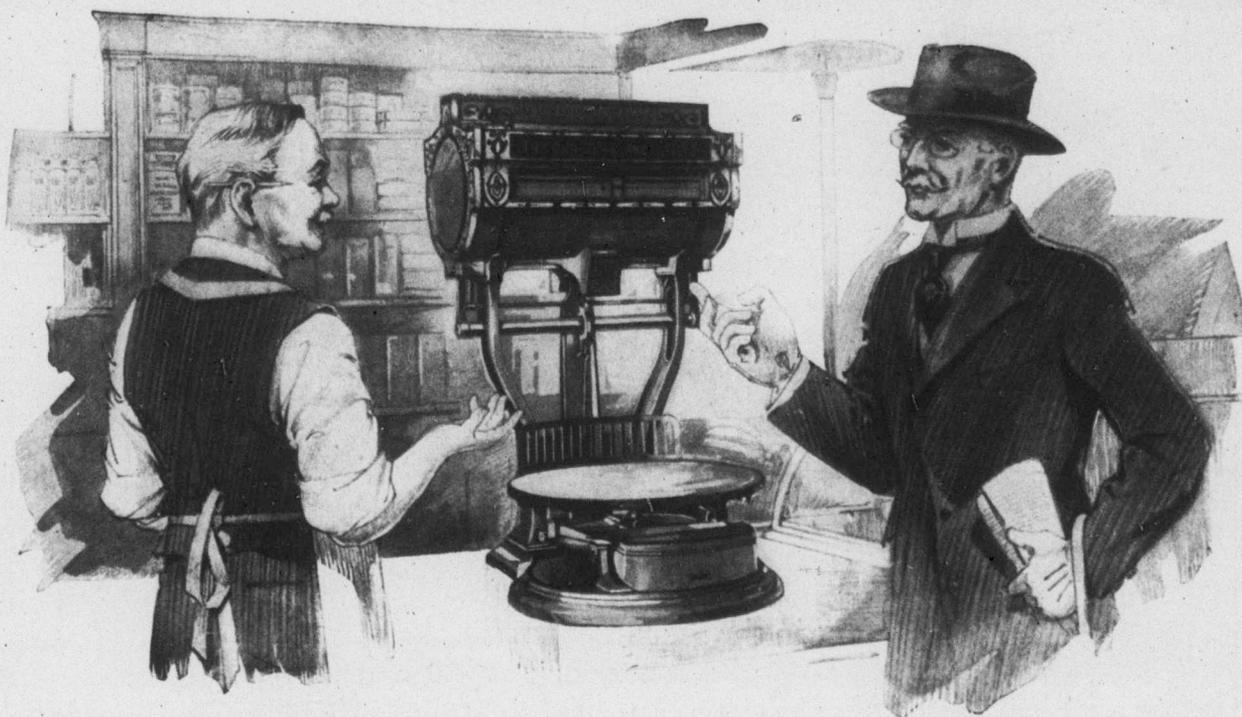
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO -- MONTREAL





Men who know like to see you use the Dayton Scale

Your banker, your wholesaler—that better section whose trade you want—all these big men know what it means when they see a Dayton Scale in your store. They know it means absolutely correct weight, and that every cent of selling price that is your due is going into your cash register. These big men compliment you on your good judgment. They already buy our other products—International Time Recorders and Hollerith Electric Tabulators—and they know the reputation and value of the Dayton Computing Scale. All of which is one more good reason why you should use it.

“If it’s a Dayton, it’s Right”

The Dayton Scale is made in Canada

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

*Division International Business Machines Co., Ltd., also makers of International Time Recorders and
Hollerith Electric Tabulators.*