

**PAGES
MISSING**

BUY ANOTHER BOND

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 15, 1918

No. 46



You will always
find it worth while

to give Pure Gold Products a foremost place in your window and interior displays.

PURE GOLD EXTRACTS

have won the confidence of competent housewives because the Quality is always reliable.

Pure Gold Extracts are good money-makers. Try them.

Made up to a standard—not down to a Price.

Pure Gold Mfg. Co., Limited

TORONTO and WINNIPEG

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

**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents
W. G. Patrick & Co., Ltd.
Montreal
Lind Brokerage Co., Ltd.
Toronto



Custard that
compels
custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.



There is no need to stock two or three kinds of Laundry Blue.

**OCEAN
BLUE**

will more than satisfy the requirements of every customer and the price suits every purse.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.

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

The Housewife's Favorites



THE BEST
THAT SCIENCE CAN PRODUCE

Borden's

Convincing proof of Borden popularity is furnished by the steady demand for these Milk Products in every community.

And the Borden demand is not a "special season" demand. It is a year-round call that means steady business for every Borden dealer.

Unbeatable goodness has made Borden Milk Products the favorites of particular people.

Keep your Borden lines displayed.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

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

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

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

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

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

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

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

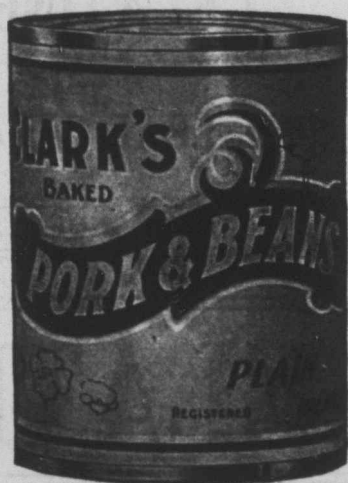
| | Issues per year | Minimum price for page space | Cost for a year's advertising |
|--------------------------------|-----------------|---------------------------------|-------------------------------------|
| Dry Goods Review | 12 | \$35 | \$ 420 |
| Men's Wear Review | 12 | 30 | 360 |
| Canadian Grocer | 52 | 24 | 1,248 |
| Hardware and Metal | 52 | 24 | 1,248 |
| Bookseller and Stationer | 12 | 25 | 300 |
| Sanitary Engineer | 24 | 16.70 | 400 |

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

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

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

Victory is Ours Your Investment is Doubly Sure



W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

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



"EVERY GRAIN
PURE CANE"

Always a prime favorite

Royal Acadia Sugar

The most popular sweetener on the market.

Royal Acadia is always reliable—
Every Grain Pure Cane.

It comes in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Royal Acadia is a sugar you can sell, confident in its customer-pleasing qualities.

The Acadia Sugar Refining Co.

Limited
HALIFAX, CANADA



Furnivall's

will bring you the
select trade of
your locality

Remember — first sales of Furnivall's are always followed by others. Why? Because the quality is there—the quality that is different, the quality that is only obtained by careful selection of fresh sun-ripened fruits and pure cane sugar. Your wholesaler stocks it.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

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

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO



Story for Week Dated Nov. 15, 1918.

Being No. 8 in the Series

The Nimble-Fingered Girls Who Fill the Boxes With Eddy Matches

MACHINES can do marvels, but even more marvellous is the speed with which human hands can keep pace with the steady stream of millions of matches through those wonderful match-making machines.

Feminine fingers are very quick and sure, and constant practise makes their nimbleness almost unbelievable. The girls who handle the matches in the Eddy plant begin with slow-moving machines taking care of steadily flowing match supplies that offer small risk of fumbling. In a few weeks they are expert and able to take their places in the busy array of girls who keep pace with the fastest match-making machinery in the British Empire.

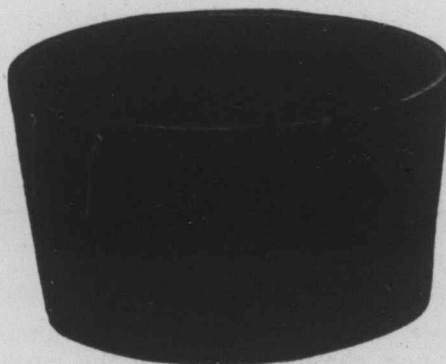
The matches dipped, and tipped, and dried—as nearly perfect as matches can be—come pouring down long, narrow chutes, on each side of which sit the girls. The Eddy Company take especial care of the comfort, right height and right position of the girls' seats, for such details make a difference in the way the girls feel at the end of a busy day. They are happy girls, working swift and bright in an ideal atmosphere.

Supplies of the Eddy Match Boxes, with which every retailer is familiar, are kept abundantly within the girls' reach, and as the matches come streaming along the channels each girl grasps and boxes them by handfuls, patting down the full boxes, and placing the protective strip of card that keeps them from falling out. The covers are slipped on, and the well-filled boxes pass on to be packed in cases.

From 8 or 10 to 14 or 15 girls can take care of the output of each one of the twelve great machines that turn out the Eddy Company's seventy million matches per day. Boys take care of their supplies of match-boxes, the making of which is another of the Eddy marvels of manufacture.



Two of Eddy's Famous Fibreware Products



Wash Tub or Babies' Bath Tubs
4 Sizes

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

Canada's Industrial Situation and Outlook for After the War, Industrial Possibilities Wonderful

THE Annual Industrial Issue of THE FINANCIAL POST, published on November 2nd, appears in the dawn of wonderful, almost dazzling possibilities for the British Empire, and for Canada.

"The next hundred years should be the greatest in the British Empire," says THE POST'S leading article. "Students of history say that countries which win great wars succeed to long periods of great prosperity. We are winning this war, but will we attain the great possibilities unfolding before us?"

And then the searchlight of this leading article is brought to bear on critically interesting situations in the Industrial and Business life of Canada to-day, situations upon which as a Canadian business man you will like to be quickly and clearly informed so that with other business men of your community you can share in the work that is going to make Canada a winner in world business as well as world warfare, and prosperous accordingly. Note what a mine of necessary information for this work you secure in this great number of THE POST:

FEATURES OF THIS INDUSTRIAL AND RECONSTRUCTION NUMBER OF THE POST

THE MANUFACTURERS' PART IN NATIONAL PROSPERITY—W. J. Bulman, president Canadian Manufacturers' Association; **SELL FINISHED PRODUCTS INSTEAD OF RAW MATERIALS**—Sir John Willison, president Canadian Reconstruction Association; **WORLD CHANGES—Economic Developments in Great Upheaval**—Prof. James Mavor, Ph.D., Department of Political Economy Toronto University; **EAST AND WEST—Setting the Stage for Amicable Meeting**—S. R. Parsons, past president Canadian Manufacturers' Association; **PEACE TERMS—Leading Nations Prepare for Aggressive Efforts**—Frank A. Sisson, vice-president Guaranty Trust Co. of New York; **EMPLOYMENT MANAGER—New Factor in Industrial Relations**—Edward D. Jones, Employment Management Section, U.S. War Industries; **LABOUR—Shortage of Man Power the Prime Factor**—James G. Merrick, Secretary Toronto Employers' Association; **U.S. RELATIONS—Brothers in Arms Likely to be Friends in Finance**—J. Herbert Hodgins, Statistician, New York Agency Union Bank of Canada; **PAPER EXPORTS—Looking to the Future of a Big Basic Industry**—F. J. Campbell, president Canadian Pulp and Paper Association; **TRADE BANKING—Who Will Supply Credit for Export Business?**—T. M. Fraser; **PRICES—Regulating the Law of Supply and Demand**—M. Mackintosh, Department of Labor; **CONSTRUCTION—Housing and Other Problems After the War**—J. P. Anglin, B.Sc., pres. Montreal Builders' Exchange; **LUMBERING—A Big Item on the American War Program**—An authority in the Canadian lumber industry; **FUEL—The Vital Factors of the Coal Shortage in Canada**—Charles W. Peterson, Deputy Fuel Controller for Canada; **SHIPBUILDING—A War-time Industry and Its Peace-time Future**—T. H. Fenner, Associate Editor Marine Engineering; **AUTOMOBILES—Interesting Stage of Great Industry's Growth**—W. A. Craik, Associate Editor The Financial Post; **STEEL—Efficiency the Dominating Factor in the Readjusting Process**—A. R. Kennedy, Editor Canadian Machinery; **MILLING—Filling European Bread Basket**—H. H. Black, Associate Editor The Financial Post; **AFTER THE WAR—We Must Be Ready**—Col. Thos. Cantley, chairman Nova Scotia Steel & Coal Co..

Authoritative Opinions on the Future of Canadian Industry are expressed by late Senator Henry W. Richardson of Kingston; J. Frater Taylor, president Lake Superior Corporation; A. O. Dawson, vice-president and managing director Canadian Cottons; Carl Riordon, vice-president and manager, Riordon Pulp and Paper Co.; and others.

Other subjects dealt with include Women Workers in Industry; Development of Foreign Markets, Etc.; while the Sugar, Textile, Paint, Packing, Musical Instrument, Furniture, Pulp and Paper, and other trades are reviewed.

A copy of this splendid issue (which runs to 56 pages) will be sent you free, while the edition lasts, but a better way to secure a copy would be to order your subscription now for THE FINANCIAL POST. This will ensure your receiving a copy of the Industrial Number free, and THE POST regularly for a year besides. There never was a more vital year for Canadian business. POST service in important and exclusive business information **that can be used to good purpose and profit** will prove worth many times the subscription price of \$3.00 per year. You will find it convenient to use the following form in ordering subscription:

THE FINANCIAL POST,
143-153 University Ave., Toronto.

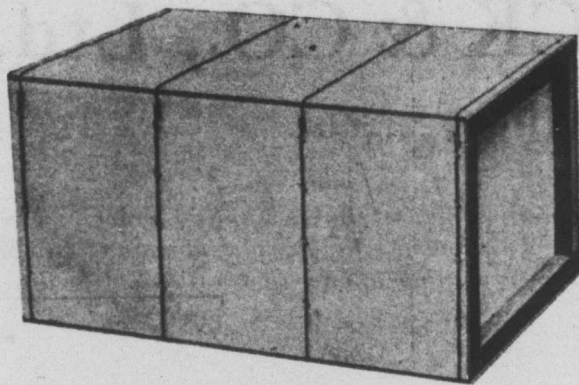
Send me the Annual Industrial Number of THE POST for 1918, and enter me as a regular subscriber, commencing with the current number. I am enclosing \$3.00 to pay for my subscription till Jan. 1st, 1920. I am enclosing will forward

Name.....

C.G.

Address.....

Ship your product in a 4-One Wirebound Box

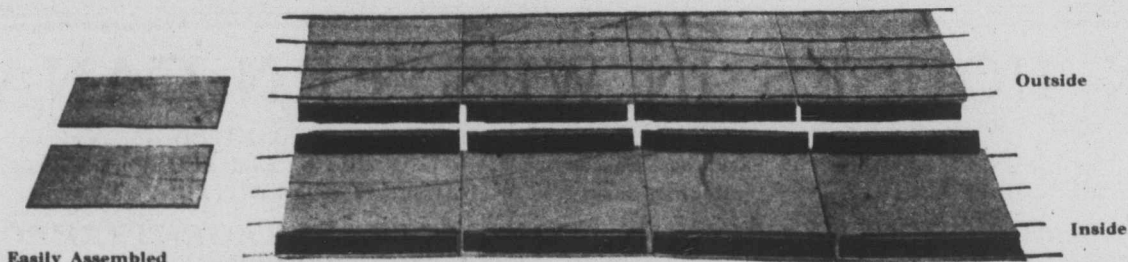


VIEW SHOWING BOX READY FOR SHIPMENT

Because---

1. They are economical.
2. Saves in freight charges.
3. Saves in storage space.
4. Goods arrive at destination in good condition.
5. The principle of construction avoids contents being pilfered while in transit.

The method of construction is such that external strain and bulging strain cannot injure contents.



VIEW SHOWING BOX IN KNOCK-DOWN

Send for Samples and Prices to

CANADIAN WOOD PRODUCTS
TORONTO **LIMITED**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED

Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

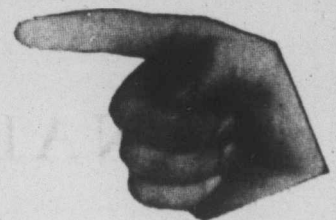
HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?



SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
 ETC., ETC., ETC.
 We represent some of the best manufacturers,
 of whom the above are examples. We will
 give your line the same attention.
F. D. COCKBURN CO.
 WINNIPEG

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

Williams Storage Co
 WINNIPEG
 Lessees
 WINNIPEG WAREHOUSING CO.
 288 Princess Street
 Owners
 C. S. TURNER CO.
 147 Bannatyne Avenue
 Prompt and Efficient SERVICE
 Bonded or Free Storage
 Track Facilities Steam Heating
 WAREHOUSING DISTRIBUTING
 STORAGE

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

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

D. J. MacLeod & Co.
 Manufacturers' Agents
 and Grocery Brokers
 EDMONTON, ALTA.
 Open to negotiate for new lines in Alberta.
 Our staff calls on wholesale trade and does
 detail work.

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

Trackage
 Storage
 Distri-
 bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

- A sales force of competent men.
- Ample capital—and the reliability that goes with it.
- A record of results—and the prestige that follows it.
- An energetic, result-getting organization—with satisfied clients to prove it.
- Are all at your disposal if WE represent you.
- Every branch a business in itself, directed by capable, experienced managers.
- All varieties of Food Products.
- If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers
51-53 Wellington St., W. Toronto

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists
12 Front Street East Toronto

W. F. ELLIOT

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

W. G. A. LAMBE & CO. TORONTO

Established 1885
SUGARS FRUITS

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS. OWEN SOUND, ONTARIO

Canada Food Control License No. 182

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

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

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

Canadian Grocer
143-153 University Ave.
TORONTO

YOUR Advertisement in
this paper will get you
results. **TRY IT.**

When answering
Advertisements please mention
Canadian Grocer

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E TURTON
Wholesale Grocery Broker
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

MARITIME PROVINCES

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

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

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

Mackay's
Pearl
Barley
Flour

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

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

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.
Your wholesaler has it.
Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada

It pays
to push
MARSH'S

People to whom quality is a first consideration buy Marsh's Grape Juice by preference.
Get our prices on Unfermented Port Wine and Black Cherry Wine.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
The MacLaren Imperial Cheese Co., Limited
Ontario Agents:
ROSE & LAFLAMME

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA


Squirrel Brand PEANUT BUTTER

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


SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

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

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



FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like
ALBATROSS BRAND
PILCHARD

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

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

DIRECTIONS.
WIND REQUIRED
HOT WATER FOR
CANNERS OPENING
SPEED INTO
COLD WATER
FOR TEN
MINUTES.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables
are scarce



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

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

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

Your jobber will supply you.

**CHILLIWACK EVAPORATING
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

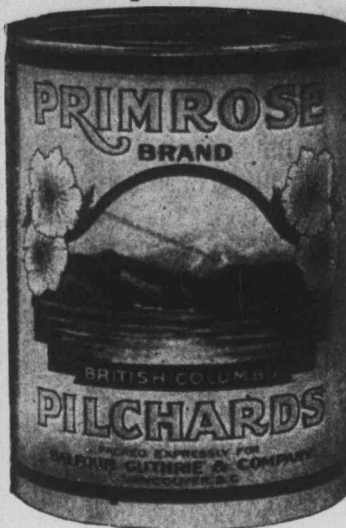
PILCHARDS

*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.



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

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

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

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

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

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

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

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517

Give Your Customers Real Value---



the real, sound confidence-compelling value so apparent in BABBITT'S CLEANSER.

Babbitt's will never collect dust on your shelves. It's a quick mover. Every sale is a repeat-maker and gives you an excellent profit.

Try a Babbitt display in your window or on your sales counter.

Canadian Selling Representatives:

WM. H. DUNN LIMITED
MONTREAL

Ontario Agents:

DUNN-HORTOP LIMITED
TORONTO

Cranberry Special

THIS WEEK

CAPE CODS—Large, Firm, Red Berries

EMPEROR GRAPES

Boxes

FLORIDA ORANGES CALIFORNIA LEMONS

FLORIDA GRAPE FRUIT

YELLOW DANVER ONIONS BANANAS, etc

We strongly recommend the advisability of placing your order for Xmas requirements as early as possible to ensure best selection. We guarantee you every satisfaction.

McBRIDE BROS.

35 Church Street, Toronto

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MAPLE LEAF AND DOMINION BRAND PACKAGE HOPS

$\frac{1}{4}$ and $\frac{1}{2}$ -lb. packages

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HEAD SALES OFFICE

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RANCHES AT SARDIS AND AGASSIZ, B.C.

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It takes time to weigh and tie it up.

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THE advent of heavy war flours necessitated by the demands of the Allies in Europe for Canadian flour has trebled the importance of baking powder.

First—There must be no waste of materials through inefficient Baking Powder.

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Third—You require less Egg-O in your batch than is needed of the Trust brands.

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Egg-O Baking Powder is Guaranteed Pure and Efficient

After Nov. 1st it will be packed in one-pound, 2½-pound, and 5-pound tins. It retains its efficiency because it is made right and packed right.

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HAMILTON, CANADA

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superior quality
they'll ask for
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YOU assure yourself
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and repeat selling when
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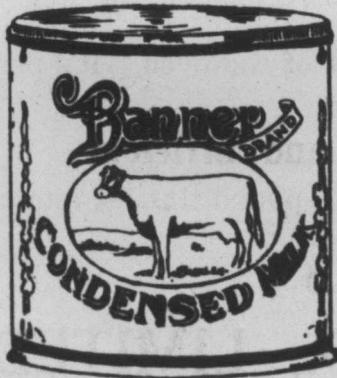


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ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 15, 1918

No. 46

Restricted Credits Only Safe Policy

Wholesalers Urge That Whatever Conditions Arise the Merchant With Restricted Credits is Safe—Overstocking on Part of Merchants a Point of Danger

THE president of a large Canadian concern selling the grocery trade, stated recently that when the end of the war comes changes are sure to take place that will more or less upset present conditions. He believed that now was the time for retailers to watch their credit customers closely so as to keep them checked up in the accounts and so be prepared for any eventuality.

CANADIAN GROCER discussed this credit question with a number of wholesalers and manufacturers to secure their views.

The credit man of one large Canadian wholesale house says that, so far as his firm is concerned they are curtailing credits considerably and getting after past-due accounts. Up until the first of this year, credit was liberal if a man had something substantial behind him. Now, it does not matter how substantial he may be, he must conform to the rule at which we are aiming of putting everyone on a thirty-day basis. Everything after sixty days is being pushed very vigorously. "They must come across with the cash," he stated, or give a promissory note with satisfactory dating. With a few exceptions, I believe this is the attitude of the trade. If retailers do not make money now, they never will. We look for a certain amount of trouble ahead. Munition workers and others who have been drawing big wages as a class live up to all they make. If their work should be cut off suddenly, as would be the case if peace came, there would be a lot of bad accounts as a result. I am told that there are already signs of slackness in these plants. We all know that the retail grocer who has not made money during the past four years should never have been in the business, and is better out of it. If he is not better fixed to-day than when the war broke out, there is not much chance of collecting from him.

Our accounts are in a lot better shape than they were before the war. Up to the present time we have not made a bad debt this year. I think the con-

dition of the trade generally is much the same."

He is also of the opinion that many retailers had overstocked considerably in some lines, and the effect of this is now beginning to be felt. A great many men have gone into the grocery business who knew nothing about it, and among this class the tendency has been to overstock. "Seventy-five per cent. of the trade," he continued, "are heavily overstocked. Their experience since the war began had been that everything had kept jumping higher almost daily, and they thought this would continue."

More Cautious in Buying

Head of a large manufacturing house stated that up to a few weeks ago there was a tendency on part of many retailers to overstock because there had been a lot of movement in the market; but just at present they are going more cautiously. The feeling that peace is not far away is responsible for this. Buying was particularly good in some lines, for example, California fruits, anticipating the embargo. There has been some activity in a number of staple commodities, such as soups coming from the United States. There is now an embargo on some of these lines. The reaction in trade is now commencing to be felt, and the tendency will be to go cautiously. There does not seem to have been any restraint in the matter of selling to retailers. So long as the credit of the latter is good, they have been sold all they desired where the goods were obtainable. Some wholesalers take the position that it is not their province

to place any restraint on retail purchasing.

Urges Prompt Collections

Another Canadian wholesaler says retailers are pretty well stocked, and are now buying for their immediate requirements only. The speculative element has largely disappeared. "There was a good deal of it among many grocers who could afford it, and they have stocks enough to last them for some time; but at to-day's prices they are all good. If there should come any little flurry downwards in prices, as a result of peace talk, it would only be temporary. Conditions affecting existing prices are apt to continue for some time, and any declines will be sentimental and temporary. The important thing for the retailer to understand is the absolute necessity of collecting his accounts and reducing his bad and doubtful debts to the minimum. I consider this the most outstanding necessity in the grocery business to-day: to have the retailer liquidate his back debts. As soon as peace comes and industry slackens up, with the munition plants stopping, advantage will be taken of this fact by debtors to make excuses for not paying."

He adds that wholesalers were now watching credits very closely. They dislike putting pressure on their retail friends with whom they have been doing business for a long time, but if they are not pressed, many retailers will not press their customers in turn. "Business is now on practically a cash basis. While things were good and everyone making a fair profit, there was some carelessness, but the tendency is not so now. It is beginning to be looked on seriously if the retailer lets his account run sixty days or over. Generally speaking, they are paying up well. We look for a serious disturbance after the war. It will be only temporary, and the country is going to be all right as soon as the hysterical period is past; but you cannot suddenly dam up a trade stream of a billion and a half, without causing some disturbance in its course," he declared.



Higher Coffee Result of Armistice

New York Market Up 5c—Now at Highest Point Since 1878—Local Markets to Reflect Primary Conditions—Needs For Shipping Enormous—The Future of Prices, Lower or Higher?

ONE of the first results which may be considered a result of the signing of the armistice has been an advance in coffee on the New York market equivalent to 5c per pound. The market has soared tremendously since last Friday, and on Tuesday of this week, the first actual trading day following the signing of armistice, had reached the highest point since 1878. The future is of course somewhat uncertain for the market is so excited, and even demoralized, that no one would predict the final outcome.

Thought Coffee Will Remain High

However, the feeling prevails that a high market will be the order of the day until the needs of the warring countries are determined and supplies reach a point more nearly resembling a pre-war footing. The probable trend of the coffee market with the approach of peace was outlined two weeks ago in CANADIAN GROCER in these words:

"Peace talk has caused a sharp change in the coffee outlook and all indications point to an early advance in local markets. Opinion is divided in some respects, but most of the big coffee importers agree that the situation warrants a firming of the market, and that increased prices will have to be paid by the trade.

"This is due to the fact that the Brazilian planter, who is the dominant factor in the coffee trade, believes that an early peace is a possibility, and that the conclusion of peace will mean a marked increase in the demand for coffee from the central empires, that were formerly among the largest consumers in the world. As a result of this impression Brazilian holders are not sellers at the moment, but are willing to hold their stocks pending further political developments."

Local Markets to Reflect Primary Conditions

The increased price of coffee at primary points has not yet resulted in such sharp advances locally although the tendency is certainly upward. A general revision in all grades is noticeable this week, and some grades will undoubtedly go to higher levels should conditions at primary points show no signs of a marked easing away in prices.

Of course advances at primary points do not represent all the factors in the situation as it affects local business. Today the duty is higher and transportation charges have reached almost prohibitive levels during the period of the war. Some opinions expressed would indicate that transportation rates must suffer an immediate and sharp decline. But will they?

Needs for Shipping Enormous

CANADIAN GROCER has been informed on excellent authority that the needs of the overseas warring nations are so actual and acute that all the available tonnage to be completed in Canada up until June of next year will be required to carry food overseas. It is not only the Central Powers and Russia which are starving, but all the allied countries have been living on comparatively meagre rations, and every effort to place the allied countries on a basis where they can have three square meals a day will be put forth. In addition, Canada has an army which cannot be brought back in as short a time as everyone might wish, and the needs of two million United States troops must also be considered. The outlook seems to be that shipping will be at a premium for some months to come.

The Future of Prices—Lower or Higher?

What is the bearing on prices to be?

That is a question all branches of the trade are interested in, and opinions, though varied, are consistently given that lower price levels will not be general. If coffee can be taken as an indication of what may reasonably develop in other lines, then the peak has not yet been reached in many classes of goods. Is it possible that foodstuffs, over which the various governments exercise no control, will reach unprecedented price levels? Is the basis of quotations now ruling and considered abnormal to be superseded by even higher figures? There are millions and millions of people absolutely on the verge of starvation, their needs are paramount. The law of supply and demand has always been a factor to advance or lower prices—doesn't it seem possible that with the heavy demands which will be forthcoming that prices will at least be maintained, and even replaced by higher ones? It is a possibility which only time will truly reveal.

Jobbers Expect High Food Prices to Continue

Do Not Look For Any Downward Tendency For a Good While to Come—Are Confident That Prosperity Will be Maintained and That Retailer Will Profit Thereby

SO gradual and so have been the issues of the past month, that jobbers, manufacturers, brokers, and others interested in the importation and sale of foodstuffs have taken the big news of an armistice in the same manner: they are confident but undisturbed.

Viewing the whole situation as confronting the trade with regard to prices it is quite generally believed, as far as CANADIAN GROCER has been able to ascertain, that a period of continued high prices is to be expected.

Prosperity to be Maintained

In speaking with a large importer of dried fruits, nuts, etc., he expressed himself as firmly convinced that prices would be firm for some time, that Canada would have greater and greater demand for all that she had to sell, and that for the next two years she would see great prosperity. If the peoples of Europe are to be fed and cared for, as is suggested in the latest reports, they must be fed by those who have the foodstuffs to offer. The restricted supplies for our own population would be little improved over the present basis, and perhaps we would have less. This same informant, on the other hand, referred to the lowering of wages that would come about soon, and particularly in the This would, in time, have an undoubted effect upon foodstuff prices.

Retailer Will Profit

In the opinion of a large and representative grocery jobber, there is every reason to expect that prices will be held high for some time. He predicted that the retail grocer would continue to have prosperity, and that his stock would bring him continued good returns. So short are some foodstuffs that these cannot be replaced this season. The people without food elsewhere will absorb all surplus that can be grown for some time, and he felt that there was nothing whatever to indicate a lowering of prices unless in odd lines. Even this would perhaps be on only a very limited scale.

Will Sugar Decline?

The opinions of sugar refiners are uniform as to the outlook for price maintenance. So short are supplies at present that no one refinery can operate continually, but must satisfy itself with intermittent melting. Shipping is scarce and will be for many months. New crop sugars are arriving, but only in small allotments. The producing centres of the beet sugar industry in Europe are uncertain, and with so much disorganization there the supplies of Cuban and other sugars will probably be broken into to meet some of the big demands there. Another sugar representative

stated that he expected there would be some readjustment, but also added that this would depend largely upon the transportation situation, or practically altogether so.

Generally there is an undercurrent of

confidence as to the future of grocery markets, for the situation calls for more foods than can be supplied. There is but one thing to expect for some time, and that is maintained prices for most lines.

Manufacturer Has Right to Protect His Name

An Interesting Case in the Courts of New Jersey Sustains the Contention That it is Not Legal to Sell Goods Bearing the Manufacturer's Name at a Lower Price Than the Manufacturer is Willing to Permit

AN interesting case was presented for consideration in an American court recently, that introduced a new phase of the "set price" controversy that has found its way into the courts many times of late. In the case in question instituted by Ingersoll and Bro., New York watch-makers, there was no attempt to combat the right of the merchant to sell the goods once purchased at any price that might appear advisable to him. It was contended, however, when the price was cut below the accepted price at which this product was sold by the trade, that the merchant so selling must remove the manufacturer's name and trade mark. In this contention the plaintiffs were sustained by the court. This is a peculiarly interesting case in that it is the first time in which a difference has been made between the product itself and the maker's name.

The United States Supreme Court has decided, in two talking machine cases, that nobody who sells something outright to a dealer who intends to sell it again, can legally dictate to that dealer the price at which he shall resell, and that this is the law whether the article sold is patented or just a plain article of commerce, like a package cereal. The Federal Trade Commission has ruled that a manufacturer must make no effort to even influence a dealer who bought his brand to sell again, as to his resale price, and, further, that he could not refuse to sell goods to a price cutter merely because he cut.

Into this situation, created by the Supreme Court of the United States, has come the New Jersey case, in which Ingersoll & Bros., makers of cheap watches, are the plaintiffs, and Hahne & Co., Newark, N. J., department store people, are defendants. Hahne & Co. bought a quantity of Ingersoll \$1.35 watches, to which was attached a notice that they were to be resold at not less than \$1.35. The Ingersoll concern had also very largely advertised the watch to consumers at \$1.35, and had done all they could do establish it at that price.

The Maker's Name a Factor

Hahne & Co. cut the price to about cost and were at once made defendants in a suit for injunction to prevent them from selling the watch at a cut price without first removing the manufacturer's name and guarantee. Note that the injunction was not to prevent them

from selling the watch at a cut price, but to prevent them from selling it at a cut price with the manufacturer's name and guarantee on it. This marks the difference between this case and all previous fixed price cases, in which the point of removing manufacturer's name and trade-mark did not arise.

The court granted the injunction, on the ground that the United States Supreme Court decision did not cover the exact point raised, the right to sell an article bearing the manufacturer's name at a cut price.

The court said that while Ingersoll & Bro. were undoubtedly obliged to allow the price to be cut they were not obliged to see it cut with their name and guarantee on the watch, and it therefore enjoined Hahne & Co. from cutting the price of the Ingersoll watch without first removing the name and guarantee.

The court outlined its position on the question as follows:

"When a retailer purchases articles through a jobber in New York, which articles have become known to the public generally through extensive advertising as standard priced, with knowledge that the articles are sold under conditions that they are not to be resold at less than the standard price without removing the manufacturer's trade name and guarantee, with the preconceived purpose of offering them to the public in this State at a price less than the standard, so that the public may believe that all the goods in the store are similarly low priced, whereas in fact they are not, he will be enjoined from selling at less than the standard price without removing the manufacturer's trade-mark and guarantee.

It is well recognized that a person has a property interest in his trade name and goodwill, and will, even in the absence of statute, be protected against injury to that trade name and goodwill."

The Manufacturer's Right to Protection

The case involves a very keen distinction between the right to resell the article at a cut price and the right to resell it at a cut price while it bears the manufacturer's name and trade-mark. In summing up the court said:

"In this case the prohibition is not against the resale of the article nor is it impracticable to resell the article

without reference to the trade name. Complainant (Ingersoll) does not seek to retain any right in the article itself; it merely seeks to restrain the use of its trade name and goodwill, except under conditions fixed by it. It may permit the purchaser of the article to use its trade name and goodwill under such conditions as it sees fit. It has an interest in addition to that of mere protection to its trade name and goodwill, for it guarantees the article sold and scrupulously performs its guarantee.

This decision was partly made under a New Jersey statute, which is not the law in other States. The court expressly said, however, that Ingersoll & Bro. were entitled to the injunction also under the common law, which, if true, means that any State could adopt it as the law without a statute.

U. S. DEALINGS IN COFFEE FUTURES MUST BE LIQUIDATED

The Food Administration, in cooperation with the directors of the exchange and the Coffee Advisory Committee, have directed that all coffee futures shall be liquidated at the maximum prices established some months ago.

It has been found that several houses operating for foreign account have bought coffee futures upon the New York Coffee and Sugar Exchange to the amount of several hundred thousand bags. The sellers have sold again coffee in stock or en route. The effect is to tie up this coffee from distribution for many months and to necessitate extra tonnage being employed if our supplies are to be maintained.

To Prevent Speculation

In order to prevent this contingency and speculation generally upon the present situation, and the use of our markets for this purpose in the near future, the Food Administration, cooperating with the directors of the Exchange and the Coffee Importers' Advisory Committee, have directed that all coffee futures shall be liquidated at the maximum prices established some months ago and which prevailed on the coffee exchange on October 18, 1918, when the exchange suspended trading. Arrangements are being made to maintain continuous imports in cooperation in the trades.

COFFEE ARRIVES BY DIRECT ROUTING

Arrival of Steamer From South America to Canada Reported—Carries Cargo of Coffee and Cocoa

Late last week the arrival of the first direct steamer from South America to St. John, N.B., Canada, was reported, bringing about 20,000 bags of coffee and 30,000 bags of cocoa. It is understood that the most of this cargo is consigned to Thos. B. Greening & Son, Toronto. The arrival of this coffee and cocoa will, it is intimated, do no more than replenish depleted stocks, although it amounts to about 200 cars. It is probable another direct steamer will be arranged for shortly.

THE NEW FLOUR REGULATION

There appears to have been some uncertainty regarding the actual meaning of the order permitting certain persons to have 200 days' supply of flour and sugar.

The order itself was No. 69, order No. 70, section 2 (a) interprets the former order as follows:

"A bona fide farmer who has grown wheat himself, may have 200 pounds of wheat flour in his possession, or enough for ordinary household requirements of 200 days, and so may any consumer who lives at a greater distance than five miles from his regular licensed miller or dealer. All others are now limited to 100 pounds, or 60 days' supply at any one time, except those householders cut off from civilization by the close of navigation. Those people may also have the limit of 200 days' ordinary supply of flour and of sugar likewise."

SUBSTITUTE REGULATIONS MODIFIED IN WEST

Rolled Oats and Oatmeal Once More Reported on the Substitute List for Consumers in Prairie Provinces

There has been such an outcry over the limitation of the number of substitutes for wheat flour, and so much difficulty has been experienced in obtaining sufficient supplies of the permitted substitute that it was not possible to meet the demand. The epidemic that has been sweeping over the country has increased the difficulty by curtailing the staff at the mills. So troublesome has this condition become that Captain G. D. Hunt, Alberta representative of the Food Board, recently announced that the Board had decided to withdraw the restriction on the use of oat products as substitutes, and that as far as Alberta is concerned oatmeal and rolled oats are for the present substitutes for wheat flour as well as rye flour, corn flour, barley flour and oat flour.

Manitoba Also

A large Manitoba Milling Company also informs CANADIAN GROCER that a wire has been received from the Canada Food Board, saying that rolled oats and oatmeal were to be put on the list of substitutes for wheat flour. It is understood also that similar action is under contemplation with regard to the central and eastern provinces, though no definite action has been taken up to the moment.

A HINT ON RE STORAGE POTATOES

See that your potatoes are dry before you put them away this fall. If you store in a pit look to the trenches, and make sure of good drainage. If you store in the cellar have a false floor to allow air to circulate, and leave a few inches of air space next the wall.

Letters to the Editor

NEW CEREAL REGULATION IMPOSES UNNECESSARY HARDSHIP

Dear Sirs,

"I read your editorial on the limitation of substitutes that may be purchased with flour, in your last issue, with great interest. When this last order came into force I was caught in a rather awkward position as I had almost as much substitutes on hand as I had flour, and no doubt there were a good many other merchants caught the same way. I have always been carrying nearly all the substitutes available, buying them direct from the manufacturer. What do we have to do now, but buy them from our local miller, who in the majority of cases cannot manufacture them, and naturally looks for his profit, or we cannot handle his flour. Then the Canada Food Board wants to tell us what price to sell these substitutes for. I may say here that I have a big stock of rolled oats, corn meal, rice flour and potato flour on hand which I am now prohibited from selling as substitutes. In the ordinary way I will not be able to sell all my rice and potato flour in two years, and consequently it will get too old and stale to sell for human consumption, and I will have to dispose of it as feed. It has, I believe, been argued that rolled oats and some other of the previous substitutes were not used by the consumer for baking purposes, which may be quite true. But if the purchaser made porridge of these it surely conserved the bread. I wrote the Canada Food Board at once, of how I was caught and asked if it was possible for them to give me a permit to purchase some more flour without the substitutes until my stock of substitutes was reduced, and what kind of an answer do you think I got; well, they ac-

knowledged my letter and enclosed a copy of the new regulations, which I did not need, as I had read the whole article in the CANADIAN GROCER or why would I have asked for the permit? I thought a civil question would get a civil answer, but I guess they are too busy. We all want to be patriotic and live up to the law to the letter, but I think some conditions deserve consideration. I may not be able to see this question eye to eye with the Food Board, but I think my fellow merchants will agree with me when I say we have a hard row to hoe just now. For instance, rye flour is one of the best selling substitutes and that article is almost unobtainable just now. I would like to hear an expression from some other merchants on this question, and if they all feel as I do I think probably if the Canada Food Board could be shown that the new regulations are too drastic and, if the question was taken up with in the right spirit by the Retail Merchants' Association, that they might make some modification of this last order."—E. B. Reist, Preston, Ont.

CANADIAN GROCER would be glad if every grocer who reads these letters would at once write us his opinions of these regulations, and give his opinion as to the value of these regulations.

FURTHER DISCUSSION OF FLOUR SUBSTITUTE REGULATIONS

Dear Sirs:—I have read with some amusement the letter of G. H. Lowry, of Stirling, re flour substitutes. In the first place I have found that it has been a great benefit to my business, as we could give the public a greater assortment of substitutes, such as corn starch, rice, beans, rice flour, etc. I forgot to mention that, heretofore, the grain elevator at this point sold the greatest bulk of the flour, now it is reversed, and we merchants have a better chance. Secondly, it has been a pleasure to try and co-operate with the Food Board in the endeavor to get people to mix the different substitutes with the wheat flour, and with this I am glad to say that the people have fallen in with the spirit of the idea most remarkably. I would not at all advise the Food Board making a regulation to grind the substitutes with the flour, as different people have different tastes, one likes corn meal mixed with the flour, another rye flour, while another likes oat flour, and so on, and I think it would be a real hardship for these people to have to use a mixture that the flour mills would put out, also it would create a greater rivalry between flour mills, which I do not think would work out advantageously. Thanking you for your perusal of this ramble.—Roy T. Lowther, Tuxford, Saskatchewan.

HIT THE 100% MARK

The employees of The Coca Cola Co., Winnipeg, hit the 100% mark in the recent Victory Loan campaign. Out of a staff of twenty-seven, \$3,500 was subscribed.

DO YOUR CHRISTMAS SHOPPING EARLY

Winnipeg, Man.,
Oct. 30th, 1918

J. H. Curle,
Secy. Retail Merchants' Ass'n,
City.

Dear Sir:—

In order to restrict as much as possible overcrowding of the public and the dissemination of influenza, I would suggest that you write your members requesting them to induce the public to do their Christmas shopping at as early a date as possible and in the morning hours.

Yours very truly,
A. J. DOUGLAS,
Medical Health Officer.

Winnipeg Council Sustains Early Closing By-law

Opponents Urged That By-law Would Drive Smaller Merchants
Out of Business—Other Merchants and Clerks Strongly
Supported the Action of the Council

THE market, license and relief committee to the Winnipeg city council, on Thursday of last week heard the arguments for and against early closing, but unanimously decided to make no change in their recommendation to council that the early closing bylaw be put into effect.

The early closing bylaw has been up two years or more. Some time ago the committee favored the bylaw which makes grocers close at 6 p.m., but the objectors declared they had not been given a fair hearing. It was on account of this allegation that a special committee was called to re-open the whole question. No fewer than 14,000 citizens are directly affected by the decision, it is claimed.

W. H. Trueman, attorney for the objectors, said he represented the Retail Stores Association, with 100 to 125 members, and representing 600 small stores all over the city. Hitherto they had sold only "light groceries," fruit, tobacco, temperance drinks, etc., after 6 p.m., and if this privilege were taken away it would put most of them out of business.

James Cooper, after giving testimony to support the argument of the attorney, suggested getting two or three from each side to work with legal men and formulate a workable bylaw.

W. J. Pickard said that, as a small grocer, he felt it would put 300 of the 600 small grocers out of business. The retail clerks were not affected at all as the small grocers had to carry on their own work after 6 p.m.

For The Bylaw

Isaac Campbell, for the bylaw adherents, said it was simply a question of the employees. If the objectors were allowed to keep open it would mean the larger stores staying open to meet the competition. He pointed out that fruiterers and confectioners were exempted, and bread, butter and milk could still be sold at any hour.

J. H. Curle, secretary of the Retail Merchants' Association, first dealt with conditions in other western cities. Vancouver's chief of police said the bylaw was a decided success after a full year's operation. With regard to druggists, they were permitted to sell because of public demand occasioned by sickness. A special bylaw had eliminated the sale, outside the part of necessity, of food-stuffs by the druggists. It was not the large grocers who complained of sales after 6 p.m. but other small grocers, who were quite willing to conform with the law. There were numerous complaints of groceries being sold after 6 p.m.

P. White, of the W. H. Stone Company, a north end grocer, declared that on

actual tests, shopping could be done in shorter hours. He did not think any man should have to work 15 or 16 hours a day to make a living.

C. C. Falconer, another storekeeper in the north end, said 98 per cent. of his 2,600 or 3,000 customers supported closing at 6 p.m.

H. Hardern contended that the objectors did not carry the more staple lines of goods, but sold the "light" groceries only and thus left the staple groceries, in which there was a very small profit, to the larger stores.

Giving the views of the Retail Clerks' union, which body he said was not consulted, T. Verity said he supported the bylaw strongly. He charged that some storekeepers were openly breaking the law. Sixty hours a week was quite enough for clerks.

W. H. Hoop argued that the bylaw

FOOD BOARD AGAIN ENLARGES SUBSTITUTE LIST

Ottawa, Nov. 13.—Rolled oats, oatmeal, buckwheat and cornmeal flour have been added to the list of substitutes that may be used in Canada.

The Canada Food Board understands that some of the trade are asking unreasonable prices for these products. Unless the practice is discontinued steps will be taken to punish the offenders.

This dispatch was received as CANADIAN GROCER was going to press.

would not work any hardship. The Trades and Labor Council, whom he represented, favored the bylaw. There were 12,000 or 14,000 clerks affected, and they would be very much surprised if the bylaw was not put through.

Isaac Campbell, summarizing the argument, said nothing had been submitted to show it would hurt the general public. This was the chief question. It was highly desirable that the large army of clerks should have shorter hours when such a benefit was compared with the advantage to be gained by the objectors.

NEED FOR POULTRY IMPROVEMENT

So continued has the apparent careless manner of marketing poultry been this season that some of the large handlers in Montreal have been asking buyers to exercise more care in purchasing. If the buyer will refuse to buy the poultry when its condition is inferior, the evil, it is thought, might be corrected at an early date.

In speaking with CANADIAN GROCER this week, it was pointed out by one of the large importers of poultry that, until the condition of marketed poultry improved, the seller could not expect buy-

ing prices to improve. Those that were sending forward a desirable grade of stock were already receiving the better price, but those who failed to exercise average care in selection were the losers.

It is stated that receipts have shown that not over 25 per cent. of supplies received have been properly conditioned. The balance of 75 per cent. is either number two stock or culls. In view of this fact, and considering that prices this year are from 8 cents to 10 cents per pound more than those obtaining a year ago, this shipper has decided that all poultry received hereafter will be graded. The shipper will be paid according to the quality of the birds sent forward. It is further emphasized that poor stock is really not desired at any price, and that if it is taken, it will be paid for only at a much reduced price.

MILK PRICES ADVANCE

An increase of one cent per quart in the price of milk has gone into effect in Fredericton and grocers and dairy proprietors have announced an increase of two cents, to fourteen, to go into effect in St. John on November 11. In both cities this action has been caused by the producers advancing their prices. In Fredericton application has been made for the appointment of a fair price board to deal with the matter and in St. John such action has been requested. The retailers get no benefit from the advance.

JAPAN'S TEA EXPORTS

A report published by the Yokohama and Tokio Foreign Board of Trade gives the following statistics of the export of tea from Japan during the past season—from May 1, 1917, to April 30, 1918: From Yokohama and Shimidzu, 37,940,300 pounds; from Kobe, 1,038,491 pounds; and from Yokkaichi, 3,099,265 pounds; making a total of 42,078,056 pounds. The destinations were: To United States, 35,018,140 pounds; and to Canada, 7,059,916 pounds.

VIRGINIA APPLES SUFFER

During the recent hot wave in Virginia and several adjoining states, when the mercury rose to 120 degrees and more in the sun, considerable damage was done in many commercial apple orchards, especially on the eastern, southern and western sides of the trees. There were also several heavy rains, causing intense humidity. Fruit growers are discussing among themselves whether it was the hot weather or the combination of heat and rain that caused the damage.

WINNIPEG LIMITS WORKING HOURS

At \$12 minimum wage for adult experienced women sales clerks in retail stores in Winnipeg and St. Boniface, with a day of rest, Sunday or some other day, in each week, and weekly half-holiday where there is Saturday night work, is the finding of the Manitoba Minimum Wage Board, it was announced recently. This finding affects about 2,500 female employees.

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
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A CASE OF TOO MUCH REGULATION.

A LETTER from E. B. Reist, Preston, Ont., that appears on another page of this issue, calls attention to some of the hardships entailed by the new substitute order. Many merchants like Mr. Reist, bought heavily of substitutes as outlined in the first list presented by the Canada Food Board. They did this to further as far lay in their power the wishes of the Canada Food Board, and this further regulation has entailed hardships that there appears to be little in the new regulation to justify. After all Mr. Reist's contention that it doesn't much matter if people eat rolled oats in porridge or in bread is thoroughly sound. People after all only eat the food that they require. If they eat porridge they eat that much less other food. It is as broad as it is long.

WHAT THE FUTURE HOLDS.

NOW that the war is over and Peace is just around the corner, the merchant is faced with many new problems. Just what these problems may be no one can foretell exactly. In part they are dependent on the way the merchant has conducted his business in the past. Some labor changes are bound to come as a result of changing conditions. The merchant who has taken a long chance on credits may suffer if he is not wise enough to protect himself promptly. It is probable, however, that these changes will not be as sudden or drastic as some imagine. In the matter of prices we cannot surely know what will happen. There is the best of reason, however, for believing that there is little likelihood of any spectacular decline. There is good ground for believing that many lines of food will even ad-

vance in price. In a world as near to the hunger line as we are at present there is little likelihood of food commodities going begging.

CONSERVATION STILL IS NEEDED

IN the hilarious joy that follows the announcement of the cessation of hostilities and the virtual termination of the long strain of world conflict, there is perhaps the danger that people may think that all need for self-denial is passed. Unfortunately this is far from being the case. Indeed it behooves us to conserve our resources to the last limit of our powers. Food in the year to come is to be a matter of tremendous importance. World stocks are lighter than they have been, and the signing of peace at this time of the year cannot add anything to the world's food resources before the hard months of the winter set in. Moreover, with the coming of peace, the central empires once again come on the world markets to buy, to buy for their actual crying needs. The fact that Germany would accept such terms as were offered to her proves how near she has drawn to actual want. It will be many a long month before the world is beyond the hunger line, and until that day comes there must be no slackening in our efforts to produce and save.

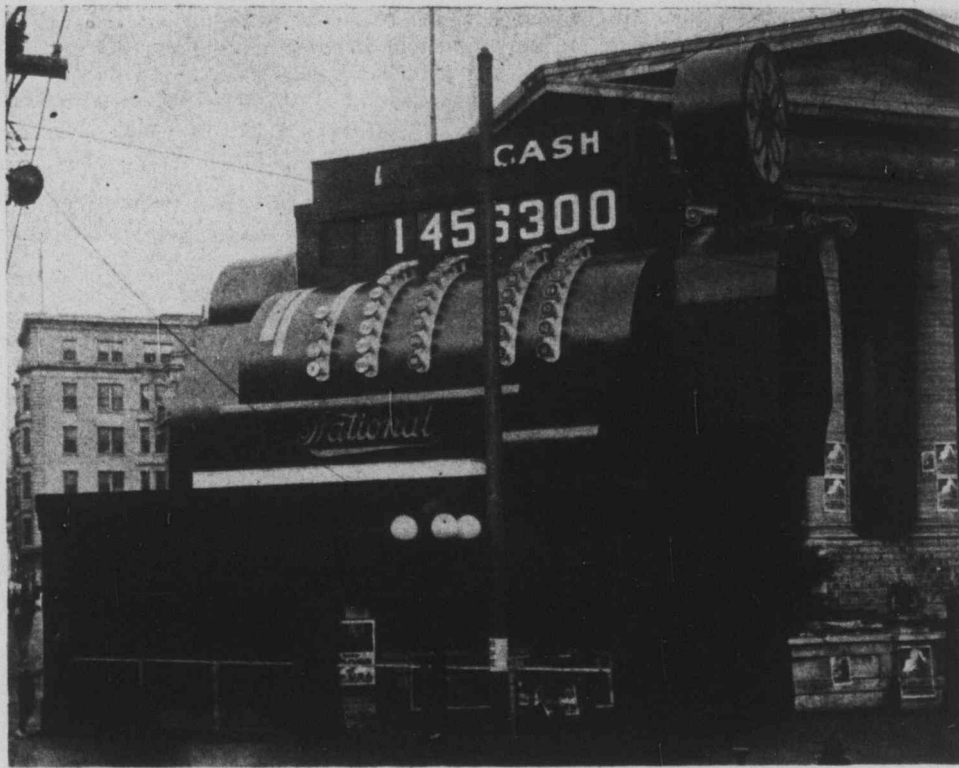
THE GUNS ARE SILENT.

ON an August day, more than four years ago, the Emperor of Germany signed the document that started the roar of the guns, a sound that through the long years intervening has never once been silent. The boom of the guns has brought agony to a multitude of men, and desolation and sorrow to homes beyond all number. Now the guns are still. From end to end of the far flung battle line men are moving forward silently, writing in the unwonted stillness the last chapters of the history of the Great War.

The world has changed almost in a night. William Hohenzollern, once an Emperor, is a fugitive from the wrath of his own people, and that people are trembling on the brink of a bloody revolution. They who sowed the wind have reaped the whirlwind, and are now mendicants to the door of an outraged humanity.

In these days of rejoicing there is cause for thankfulness, that in the record of these tragic years, now passed, there is nothing of which to be ashamed. Whether on the battle line or at home, the allied peoples have shown themselves courageous through many and many a dark hour. They have kept their honor free from stain, and their actions beyond reproach, and have given without a murmur the very best they had. We have lived through great days, and have come into a large and costly heritage. Having stood bravely, in the sound of the guns, thank God! that we can hold our heads proudly, now that the guns are still.

Current Events in Photograph



A RECORD CASH REGISTER

The huge cash register, standing 38 feet high and 38 feet wide, was built through the patriotic contributions of citizens of Dayton, Ohio, and placed on one of the prominent corners of that city to register the city's subscription to the Victory Loan. It holds the palm as the largest machine of its kind ever built.

Get Ready for Xmas Window Contest

Six Cash Prizes Are Offered by "Canadian Grocer" For the Best Displays—Start Now to Try Out Your Ideas For the Christmas Window—Is Your Window a Profit Producer or a "Slacker"?

DON'T forget the Christmas window display contest and the six cash prizes offered by CANADIAN GROCER for the best photographs submitted before January 1, 1919. Make your plans with a view to becoming a participant in this contest and carrying off the money. Are your windows profit producers or slackers? That depends entirely upon the opportunity you are giving them. The sales of any line of goods are in direct proportion to the prominence given that line. There is no better way of boosting your sales than by attractive windows. There is no time in the whole year when you can make a better display or interest such crowds of people in window displays as at Christmas time. Every passer by is a potential customer. Thousands of people are looking for just the right thing to give. If you have the goods in your window you can turn these people into actual buyers. But you must get your goods before them.

A Double Profit

Every window you arrange with a view of photographing for entering into

CANADIAN GROCER'S big contest will speed up the sales possibilities of your store and mean money in your pocket in two ways. You will certainly get rich returns from a good window display and the cash prizes offered mean just that much "velvet" for the winners. Remember the windows must be arranged with goods for the Christmas trade. It is not necessary that your windows be works of art. This is not always desirable from a sales standpoint. Windows that are very pretty, often have little "pull" in them from a selling point. What the people want to see is what you have got to sell.

Make Good Display

Christmas goods lend themselves readily to an attractive display and effects to be obtained from a selling standpoint are enhanced by the ingenuity of the window dresser. Now is the time to start planning for your window and to get ready to win one of the prizes offered by CANADIAN GROCER. You can try out a good many ideas between now and Christmas that will not only make money for you but will give you

valuable bases on which to plan your grand display for Christmas. Try changing your windows weekly and you will be surprised at the results you will achieve not only from a window dressing standpoint, but in increasing sales. You do not need high priced window display fixtures. Many of the best window displays are those made without artificial aid of this kind. It is the natural taste of the window dresser in the selection and arrangement of goods that counts rather than an elaborate display which may cause people to stop for a moment but never makes them think of entering the store to buy.

Give Them A Chance

Many grocery firms all over Canada have new members on their sales staffs this year. If you have a young man in the store who shows an interest in arranging the stock or dressing windows, here is a chance to let him show what he can do. Give him a free hand and let him go to it. You may be surprised to find that his ideas will result in an agreeable increase in your sales.

Enquiry Department

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

FRAMED PICTURES

Will you kindly send me addresses of some wholesale firms selling framed pictures?—E. Harmer, Ltd., Norton, N.B.

Answer—Phillips Manufacturing Co., 258-326 Carlaw Ave., Toronto; Mathews Bros., Dundas St., Toronto; Pugh Specialty Co., 38 Clifford St., Toronto; Davis Novelty Co., 212 Mappin Bldg., Montreal.

WESTERN HANDLERS OF BRAN AND SHORTS

Kindly give us the names of firms in Fort William or more west, where we could purchase one or more cars of bran and shorts?—The Alberta Grocery, Calgary, Alta.

Answer—Alberta Milling Co., Edmonton, Alta.; Edmonton Milling Co., Strathcona, Alta.; Robin Hood Mills, Calgary, Alta.; Soo Line Milling & Elevator Co., Weyburn, Sask.; Radisson Milling Co., Radisson, Sask.; Maple Creek Light, Power & Milling Co., Maple Creek, Sask.; Lumsden Milling & Grain Co., Lumsden, Sask.; Grenfell Milling & Elevator Co., Grenfell, Sask.; Echo Milling Co., Gladstone, Man.; Morden Milling Co., Morden, Man.; Laing Bros., Winnipeg, Man.

SELLING SUBSTITUTES TO BAKERS

In selling flour to a baker am I obliged to sell him substitutes? He says he buys his substitutes from other sources. Would I be safe in selling him flour only? Or must I insist on the purchase of substitutes as well?—J. A. Daoust, Monte Bello, Que.

Answer—According to the actual reading of order No. 67 dealing with the matter, there is no clause definitely dealing with this question. It would seem therefore that it would be essential to require the sale of substitute. On the other hand clause 3, latter half, provides that "a miller may deliver wheat flour without substitutes to wholesale dealers who have received permission from this Board (The Canada Food Board) to purchase wheat flour without substitutes, and to manufacturers of bread, biscuits and alimentary pastes for use in their factory only." It is evident that the baker in question can obtain a license to purchase only flour from you. It would appear that the only safe course would be to require some authority of this kind, or else to insist on the purchase of substitutes with flour.

MANUFACTURERS OF BODIES FOR AUTO DELIVERY

Please supply me with the names of the makers of automobile bodies for delivery cars?—, Ont.

Answer—The following is as complete a list as we have been able to secure: American Auto Trimming Co., Walkerville, Ont.; Canada Carriage Co., Brockville, Ont.; Collegg's Carriage Works, Toronto, Ont.; Conboy Carriage Co., Toronto; Fisher Body Co., of Canada, Ltd., Walkerville, Ont.; Fitzsimmons Body Works, Lindsay, Ont.; The Wm. Gray Sons & Campbell, Chatham, Ont.; Griffin, Sadler & Co., Toronto, Ont.; Grimm Bros., Victoria, B.C.; Kelsey Wheel, Windsor, Ont.; Lariviere Co., Ltd., Roxton Falls, Que.; D. G. Latta, Edmonton, Alta.; Mount Forest Carriage Co., Mount Forest; Root Auto Top Co., Vancouver, B.C.; Lawrie Wagon & Carriage Co., Winnipeg, Man.; Ledoux Carriage Co., Montreal, Que.; Ross Garage, Carriage and Wagon Works, Hamilton, Ont.; A. Widdicombe, St. Catharines, Ont.; Hards, Simpson & Co., Toronto.

SELLERS OF FOOD FORMULAS

Can you furnish me with the addresses of any manufacturing chemists in Canada or the States who sell formulas for the manufacture of foodstuffs, etc.? Please reply to "Specialty," Edmonton.

Answer—We know of no such firm in Canada. Try The Watson Service, 511-519 Superior Bldg., Cleveland, Ohio.

MONTREAL WASTE PAPER DEALERS

Would you be good enough to advise us the best market for waste paper; what Montreal firm would you advise?—S. J. Osgood & Son, Cookshire, Que.

Answer—The following is a list of waste paper dealers in Montreal, from our files: J. H. Walker & Co., Canada Waste Paper Co.; Factory Waste & Metal Co.; Toronto Mill Stock & Metal Co.; H. Gray & Co.; N. Grief & Co., all of Montreal; The Quebec Rag & Metal Co., Quebec City; E. Pullan and Frankel Bros., Toronto.

ONTARIO AND WESTERN APPLE DEALERS

You have given me the addresses of apple dealers in the East, would you be good enough to give me the addresses of some dealers in the West or Ontario?—Emile Julien, Shawinigan Bay, Que.

Answer—Ontario dealers: White & Co., McWilliam & Everist, McBride Bros., W. J. McCort, all of Toronto; Hugh Walker & Son, Guelph; Lemon Bros., Owen Sound; Duncans Ltd., North Bay. Western—Stirling & Pitcairn, Kelowna, B.C.; Okanagan Valley Growers' Association, Vernon, B.C.

MARKET FOR EMPTY SUGAR SACKS

Where can I dispose of empty sugar

sacks?—J. A. Burwash, Jarvis, Ont.

Answer—E. Pullan, 10 Maud St., Toronto, is in the market for these.

SUGAR FOR ISOLATED DISTRICTS

Is it true that according to a new order a grocer can sell 200 days' supply of flour to anybody living two miles or over from town?—Ben Brachman, Edenwold, Sask.

Answer—No. The original order obtains in such a case. Order No. 69, section 1, states: "Notwithstanding anything contained in any other order of the Canada Food Board, manufacturers and dealers licensed by the Canada Food Board, and consumers who may be shut off from the source of their supplies by the closing of navigation or other transportation or who live in distant isolated parts of Canada may have sufficient flour and sugar for their ordinary requirements for 200 days." Order No. 70, dated Oct. 23, interprets this clause as follows: "A bonafide farmer who has grown wheat himself may have 200 pounds of wheat flour in his possession, or enough for ordinary household requirements for 200 days, and so may any consumer who lives at a greater distance than five miles from his regular licensed miller or dealer. All others are now limited to 100 pounds, or 60 days' supply at any one time, except those householders cut off from civilization by the close of navigation. These people may also have the limit of 200 days' ordinary supply of flour and of sugar likewise.

WHERE TO GET CREAMERY BUTTER

Where can we buy creamery butter?—Shaw Ellis, Pocologan, N.B.

Any of the following firms in your neighborhood could probably supply you: Wilford C. Day, 579 Main St.; T. Collins & Co., 16 North Market St.; Slocum & Ferris, City Market; A. F. Kierstead, 265 Chesley St.; O. S. Dykeman, 36 Simonds St.; A. L. Goodwin, 36 German St.; all of St. John, N.B.

CO-OPERATIVE SOCIETIES

Some time ago I noticed in your enquiry department the address of the firm from whom it was possible to obtain information and literature with regard to forming and operating a co-operative store, unfortunately this has been mislaid. Would be glad if you would repeat it.—Arthur W. Holmes, Ruthilola, Sask.

Answer—The Co-operator, Guelph, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191.....

Please give me information on the following:

Name

Address

THE CLERKS' DEPARTMENT

While Others Laughed—Root Won Out

The Story of a Man Who Was Once Looked Upon as a Joke Because He Had "New-Fangled" Notions—Now He Has a Million-Dollar Business

By ALBERT SIDNEY GREGG, in the "American Magazine"

Don't laugh at the fellow with new-fangled notions. He may be a genius in disguise. Rather sit at his feet and learn. For when a man begins to experiment it is a sure sign that ideas are working in his system. And ideas make fortunes.

I have just interviewed a man who began by making all sorts of experiments in his youth, and who later developed a million-dollar business right in the village where he had long been looked upon as a "joke."

This man is known in fifteen languages as "Root, the Bee-Man," for he has built up the largest concern of its kind in the world. His plant and bee yards at Medina, Ohio, cover seven acres. He has experiment stations in other States. And he has a representative in practically every important city throughout the world.

His foreign correspondence is so extensive that a special translating department is maintained, where every correspondent is answered in his own language. One of his books on bee culture has been translated into French and Spanish.

People who see what Root has done exclaim: "What a lucky fellow! Why, he has a regular gold mine!"

But in his youthful days, nobody thought Root was lucky; and his family and friends were sure they were not! His experiments in chemistry and electricity rendered him as great a nuisance as was Edison when he was making his early discoveries. Long before electric motors came into general use Root built a small motor out of crude materials and actually made it go. Then, one day, he had a brand new idea, and he invited the family to see him demonstrate it. He explained that he was going to explode gas with an electric spark. Nobody had sense enough to interfere, so he put the gas into a bottle, ran the electric wire in through the cork, and the family gathered about to see what would happen. They saw! The spark exploded the gas all right. With a bang the bottle flew into fragments, and a girl in the group was hurt in the arm by some of the pieces. That ended the family gatherings to see young Root try out his ideas. The young man and his contraptions were banished to outer darkness, but he went on joyfully experimenting, just the same. He did not grasp it at the time, but he had actually stumbled upon the basic principle of the modern gas engine by which automobiles and airships are now propelled.

As a lad he prepared lectures on various subjects along the line of his experiments, and fired them off wherever he could corral an unsuspecting audience. When he was only sixteen, he actually hired a hall at his own expense, advertised a lecture, and delivered it, too.

Eventually he became a watchmaker and jeweler, and at twenty-five was in business for himself. He jogged along for a while, repairing watches and sell-

ing jewelry in good old orthodox fashion, until he discovered one day that there was a pretty strong demand for rings and chains made of German silver.

"Why not use the real article?" he said to himself; and forthwith he began melting silver dollars and making the metal up into rings and chains. In this way he developed an extensive business as a manufacturing jeweler. It was his custom to buy up silver dollars and pour them into the melting pot a peck at a time. Finally, somebody became alarmed at the extent of his business and the number of good silver dollars Root was melting up, and made complaint to the Government. So, in due course of time, Root was officially "investigated." The authorities, however, ruled that as long as he paid for the silver dollars he had a right to do as he pleased with them, so he continued to melt them.

About this time Root saw some mention in a paper of a strange vehicle called a "velocipede," and thought he would get one. After considerable inquiry he learned that he would have to send to France for it, but that only whetted his curiosity and he sent his order. The people of his village had harbored suspicions of Amos Root's sanity before; but when that velocipede arrived they were dead sure he had gone clean crazy. It had two low wheels, but no motive power, and the rider was obliged to kick it along with his feet. In the midst of the jeers of his friends, Root only laughed good-naturedly and hired a hall for the purpose of making further experiments. Locking the door against his hilarious fellow citizens, he practised all day, secretly and strenuously, until he had learned how to ride the strange importation. Then, in the evening, he ventured forth and gave a triumphant demonstration of his skill. And that was the only reply Root ever gave to the jeers of his friends and neighbors.

One day, while engaged in melting silver dollars, Root's attention was attracted by a strange humming sound.

"What's that?" he exclaimed.

"A swarm of bees," replied one of his associates. "Look there!"

He pointed to the swarm as it slowly passed along, quite near the tops of the houses. At that time about all that Root understood about bees was that they had stingers! But as he watched them that day he began to ask questions.

"What will you give me to catch those bees?" asked his helper.

"Can you catch them up there in the air?"

"Sure, I can!"

"Well, if you catch those bees I'll give you a dollar."

Root made the offer as a challenge, without any thought that the swarm could be caught; but the other man knew something about the habits of bees, and had noted that they were heading for a tree, where they would soon alight. Catching up a small box,

he hurried to the tree, and after scooping them into the box, he came back in triumph. Without a word, Root took the box of bees and handed the man a silver dollar. And it was that very coin which became the nucleus of Root's present million-dollar bee business.

"Tell me how you caught them?" he said, as he studied the bees through a crack in the box.

"Oh, that's a ten-dollar secret!" was the enigmatical reply.

Again Root asked all kinds of questions, but he could not get any more information from the man, and that very thing stirred his curiosity all the more, until he determined to find out for himself. First, he ransacked his house for reading matter on bees, but found very little. Then he asked his neighbors. They laughed and told him what little they knew. But that wasn't much, so he framed an excuse to go to Cleveland—no trifling matter then, for it was a day's journey with a horse and buggy. When he reached Cleveland he hunted high and low for a book on bees, and finally bought one. All that night he sat up, poring over his treasure, and the next day he was so "full of bees" that he could hear them buzzing everywhere. Back he went to Medina and began to put his new knowledge into practice. Farmers living near the village advised him against bothering with bees.

"There ain't no money in bees!" he was told. But he went on experimenting, utterly regardless of what his neighbors said.

Then he gave the people another jolt by investing twenty dollars in an Italian queen bee, which he had imported for his especial benefit. Twenty dollars for one bee! It was an unheard-of thing. But that was A. I. Root's way. The unheard-of thing, the new thing, the thing that was full of unlimited possibilities, was always the thing that captured his imagination.

The fancy queen came in due season, and Root had everything ready for a truly royal reception. But just as he was putting her into the hive, something slipped and the Italian beauty flew away.

"There goes twenty dollars!" he exclaimed. "Now the people will call me a fool sure enough!"

But by this time Root had found out that a bee will always come back to its starting point. So he waited near the hive, and in about ten minutes his expensive and elusive queen returned, this time to enter the hive without any trouble.

"My, what a narrow escape!" exclaimed Root thankfully. "If that queen hadn't come back, I never would have heard the last of it."

From that time on, Root gave himself utterly to the bees. He left the making of silver rings to others, while he put in his time developing all kinds of bee and honey contrivances. Among other things he rigged up a home-made honey extractor which enabled him to separate the syrup from the comb. This was done by perforating a tin bucket with small holes, and attaching it to a revolving table. Honey in the comb was placed inside, and the bucket was then made to revolve rapidly. Centrifugal force caused the honey to come through the holes and run down into a cup. The familiar honey extractors now in general use are constructed on the same principle which

Amos Root introduced with his tin bucket.

From the twenty-dollar queen Root obtained in one summer a colony which yielded him a barrel of pure honey. When he told what he had been able to do, his critics demanded proof. One man in particular was so loud in his denunciation of these claims that when the chance came Root unceremoniously colared him and demanded: "Did you say it was impossible for anyone to get a barrel of honey from one colony of bees in one summer?"

"I did," replied the man, "and I say it again, too. It simply can't be done."

"You come along with me and let me show you something," said Root. And then, as the man hesitated, he exclaimed, "Come along! You have as good as called me a liar. Now I want to show you that somebody else is the liar—and that you know who he is."

Root led the man to where the colony was kept. It was a bright day, and the bees were workin with all their might. Root had put the hive on scales so that he could actually see the progress the bees were working with all their might, he said: "Now you watch that scale!"

The critic watched. He could see the hand on the scale slowly move, and in a few minutes it registered three ounces of honey, which the bees had deposited within the hive.

By this time the critic was ready to apologize. He not only admitted his mistake, but went out and told his neighbors that Root was right. Later when Root told that he had obtained fourteen pounds of honey in one day, the people accepted his word, although the results he was getting were far ahead of anything they had ever seen. His success attracted a great deal of attention. He made and sold hives and extractors, and he began writing for the "American Bee Journal," under the nom de plume of "Novice." His articles in the "Journal" brought so many inquiries that he got out a circular to answer queries. He then launched *Gleanings in Bee Culture*, first as a quarterly and later as a monthly. At the present time, this publication goes all over the world.

When *Gleanings* was started Root did not have capital to even buy an engine to run his printing press, so he hitched his press to a windmill. Now a windmill will furnish power only when the wind is strong enough, and many a time Root was obliged to work all hours of the night in order to accommodate his work to the wind. But he worried along in his way until he was able to buy a steam engine.

Besides developing the honey extractor Root has also brought to perfection the Weed process for making wax for comb foundation. He also made a machine by which this wax strip could be indented, or milled, in exact imitation of a bee comb.

There are only two machines in existence for making the mills for doing work of this kind, and both are owned by the A. I. Root Company. The mills made by these machines have been shipped all over the world.

As the business expanded, Root assigned his sons to various departments, and likewise put the business harness on his son-in-law. A number of the employees have been with the company for thirty and forty years.

Members of the family live in a colony, commonly called "Rootville," which has grown up on the edge of Medina near the factory. Root exhibited his ingenuity in a very practical way when he provided that steam pipes should be run to all the houses in this colony, so that they could be heated by exhaust steam from the factory engines. Likewise the factory furnaces are kept going by shavings and sawdust fed automatically from various parts of the factory building.

This extraordinary man has the rare power of attracting and inspiring strong men, either through his writings or by personal touch. His "ABC" book arrested the attention of a young man in Paris who was employed in a bee supply house. A friend who could read English rendered a few extracts in French.

The young Frenchman saw that such a book in his language would be of great value, so he wrote to Root and got permission to make the translation. Then he learned the English language for that purpose. Experts say that the translation would have been a remarkable thing even for an accomplished linguist; but for a man to learn a language in such a short time, and to work out the correct renderings of the technical terms was truly wonderful. Surely there must be something that causes the spark of genius in one man to fire the genius in another.

Visitors who cannot speak English are quite common. One day a Russian priest came from Cleveland, in company with a hairy compatriot who had been sent to America by the Russian Government to learn all he could about the Root method of handling bees. He did not know a word of English. But he was given a job in the factory, and allowed to go where he pleased in quest of knowledge. Within eighteen months the Russian had learned so much of the English language that he was able to go on the program of a beekeepers' convention in St. Louis and give in English an address on the bee business in Russia! It can be explained only by the tremendous enthusiasm with which Root inspires men.

"What advice have you to give a young man who wants to make a success of his life," I asked Root, after he had told me about his own success.

"Let him learn all about his business just as I did about bees," he replied promptly. "Why, I went so far as to get a book in a foreign language, and then hired a girl who knew the language to read and translate it for me as she went along. The big thing is to be thorough. Know everything there is to be known about the business you are in. Knowledge raises the quality. And quality insures success. Don't be afraid to try new things. You will make mistakes, and you will lose money sometimes; but you will make discoveries that will more than offset your losses. Avoid a rut as you would the pestilence. Folks will laugh and call you a joke, just as they have done in my case. But let them laugh. Follow your best light, and don't be turned aside by ridicule. In finances, steer clear of signing notes and of speculation. Don't go into debt, don't speculate. And trust the Lord."

He said "Trust the Lord" in a perfectly natural way. Root's religion is as much a part of him as his nose. It is perfectly natural and thoroughly practical. He is very sincere about it. You can see over the door of his factory entrance this declaration: "In God We Trust." I did not ask him about it, but I imagine he took the motto from the silver dollars which started him in business. He tells a little story about the erection of his brick factory building which may jar the so-called practical business man a little, but it is worth telling, just the same.

"My credit was badly strained about that time," he said, "because the people did not understand my ways. They said I was queer; and I guess they were right, according to their way of thinking. Anyway, the contractor who was erecting the main factory became uneasy and wanted his money. I could not see where I was going to get it, so I took it to the Lord. After I had prayed awhile I got an assurance in my heart that the money would come all right. I told my father how I felt, but he didn't seem very enthusiastic.

"A few days later a stranger called and asked me to show him how to transfer bees from one hive to another. He was very friendly and during his visit he abruptly asked if I was in trouble of any kind, if money matters were all right with me. So I told him of my anxiety about the money for the brick contractor, and, to my surprise, he said he had some money I could have if I would take it. A few days after he left, a draft came from Quebec for five hundred dollars, and with that I paid the contractor. The incident steadied my credit and ended my troubles of that kind. The man was an utter stranger. He did not even want to take my note, except as a memorandum. Of course, the Lord sent him."

Root's confidence in Special Providence is positively uncanny. He does not attempt to force his religious views upon anybody, but all through his conversation there are constant references to God, just as if he were referring to a man who had helped in times of need.

At the time he launched "*Gleanings in Bee Culture*" he was a follower of Bob Ingersoll. But after his about-face he declared that he intended to be a Christian and to take his religion into his business. The first move he made was to start a department of "Home Talks" in *Gleanings*, in which he discussed religion in a matter-of-fact way, just as he talks it in personal conversation to-day. It was an unheard-of thing to have a religious department in an industrial journal. A few subscribers quit because of it, but for every one that quit two or three new ones came in. And now these "Home Talks" are such a strong feature of the magazine that Root has prepared matter ahead to keep the department going for five years after he has reached the time when he cannot write any more.

Once he announced in *Gleanings* that he would send his magazine free to missionaries, if readers would mail him their names and addresses. The result was a flood of names. Apparently every reader knew several workers in foreign lands, and wanted to have them benefit by the offer. Root's secretary was dismayed.

"Why, Mr. Root!" she exclaimed, "it will cost twenty-four cents for postage on a lot of them, and some will take even forty-eight cents. I don't see where we are going to get the money for the stamps!"

"Don't you? The Great Father above will furnish the stamps to send *Gleanings* to missionaries," was the reply.

It cost quite a bit to mail the magazines to the missionaries, but he did not flinch, and when the time came he always had the cash for the postage. Most of them went to missionaries in warm sections especially adapted to bee culture, which was something they could carry right along with their other work. The consequence was that in due course of time Root began to get orders from all over the world. It was something he had not figured on at first; but he was quick to take the hint and follow up the lead. Before long, carloads of his equipment were sent to South America, the northern part of South America, and points in the Orient. What he had done purely as benevolence turned out to be the very best kind of advertising.

On another occasion he ordered a supply of small tin pans and tin pails from an eastern concern for use in handling honey. He indicated dozen lots, but the order was filled in gross lots. After some correspondence, the firm agreed to have the excess goods shipped back at their expense; but Root had been thinking the matter over, and he proposed that he take the pans and pails to an approaching country fair and try to sell them off. Naturally the firm consented and Root actually made a clean sweep of

Continued on page 41

CURRENT NEWS OF THE WEEK

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

Quebec

P. Lemelin, grocer, Montreal, is dead.
C. H. Fournier, Montreal, has sold his stock.

J. A. Dore, grocer and liquor dealer, Montreal, is dead.

J. A. Beaudoin, Charny, is advertising assets for sale.

Emerie Lapointe, general merchant, La Tortue, is dead.

Norbert Labrecque, general merchant, St. Liboire, is dead.

P. G. Bellemare, grocery and hardware, Yamachiche, is dead.

Osias Christin, Montreal, has registered a grocery business under that name.

Wilfrid Geneau, one of the partners of Geneau & Laporte, grocers, Montreal, is dead.

Mrs. J. E. L. Leclaire has registered a grocery business under the name J. E. L. Leclaire.

E. Lapointe, 1839 St. James street, has purchased the business of F. X. Rouleau.

Lapointe and Payment, grocers, Montreal, have dissolved, J. Lapointe continuing.

Eximier Lussier, grocer, has moved his stock to 3091 St. Dominique street from Roper street.

R. B. Ross, of the Mount Royal Milling Co., Montreal, visited outside territory this week.

Stanislas Christin, Montreal, has registered a wholesale grocery business under the name S. Christin.

J. E. Lemoine has sold his grocery business to Art Plamondon, 494 Park La Fontaine, Montreal.

G. M. Petitclerc, Quebec City, wholesale and retail tobacco, has suffered slight fire loss that is covered by insurance.

L. O. Grothe, cigar manufacturers, Montreal, have had their box factory damaged by fire. The loss is covered by insurance.

Considerable damage was done recently by fire of unknown origin at the Montreal Abattoir's plant, when a large shed, containing bones and skins, was destroyed.

Montreal retail stores, which have had to observe late opening and early closing hours for several weeks, have had the ban lifted by the health authorities and may now open as desired.

Ontario

C. E. Clemens, Blenheim, has sold out.

Haffey & Co., grocers, Toronto, have dissolved partnership.

John E. Cook, Winchester, has been succeeded by T. O. Keys.

Jas. Cadaret, grocer, Toronto, is dead.

J. & G. Basnet, Toronto, have dissolved partnership.

Mrs. Margaret Quick, grocer, Collingwood, is dead.

Jas A. Ballard, Toronto, has sold out to James Matier.

G. A. Stringer, Petrolia, has been succeeded by John Canton.

James N. Notter, of Notter Bros., general store merchants, Caledon, is dead.

W. M. Smith, of W. Smith & Co., Hamilton, grocery and meats, is dead.

J. D. McEwen, general store, Moncrieff, has sold out to Curtis Rothwell.

The estate of J. A. McIntosh, Winchester Springs, has sold out to C. A. Loucks.

L. Lewis, general store, Villa Nova, has been succeeded by D. and M. W. Woodley.

T. D. MacIntyre, Markdale, has moved into new quarters formerly occupied by J. E. Richards.

Faulds & Dawes, butchers, London, have dissolved partnership, Bruce K. Faulds continuing.

Wm. G. Bradley, butcher, Mount Dennis, has discontinued business owing to ill health. There is no successor.

The late Mr. Thompson was the second mayor Blenheim had after incorporation, and served in the council for a number of years.

E. M. Hobson, groceries and meats, Cochrane, has sold to the Trackmen's Co-operative Stores, Grant. Possession on 20th inst.

For many years he conducted a very large general store. He retired in 1894 and left the business in charge of his son, E. G. Thompson.

Harold Hill, of E. T. Hill & Co., of Markdale, died recently of pneumonia, followed by an illness of Spanish influenza, at the age of 38 years.

George Thompson, one of Blenheim's oldest and most highly respected citizens, passed away on November 4 at his home after an illness covering a couple of weeks.

The grocery and provision business that has been conducted under the name of G. W. McCullough, Brampton, Ont., has been changed to a partnership under the name McCullough & Marshall. Both the partners have for a long time been engaged in the grocery business.

Chas. Brignall, who represented the wholesale grocery firm of Lemon Bros., Owen Sound, passed away on Tuesday of last week following an illness of two weeks from influenza, developing into pneumonia. He is survived by his widow and a young family.

Western

H. Delman, grocer, Winnipeg, has sold to Tilly Hector.

Jennings & Co., general store, Ruddell, Sask., has sold out.

Mrs. Saad Kennedy, grocer, Winnipeg, has sold to F. A. Blobier.

C. J. Emm, general store, Lewvan, Sask., has discontinued business.

F. M. Brock, of Brock, Kelly & Love, wholesale fruits, Moose Jaw, is dead.

H. Bentley, grocery and meats, Winnipeg, has sold to Bookhalter and Former.

J. J. Bueckert, general store, Horn-dean, Man., has been succeeded by Bueckert Bros.

H. Field, general store, Leask Sask., has been succeeded by Percevault & Mansell.

Adelman & Wilmot, general store-keepers, Blaine Lake, Sask., have dissolved partnership.

Manitoba Minimum Wage Board have been considering the conditions and wages of female help. It is likely that regulations will soon be publicly announced.

The executive officers of the Manitoba Board met in conference with W. F. O'Connor, K.C., and H. P. Grundy, on Oct. 24, to consider the various clauses of the proposed Bankruptcy Act. A number of changes were agreed upon.

After 11 years they dissolved partnership. Mr. Murphy going into business for himself. Five years later he sold out and moved to Carberry, Manitoba, where he started a general store business which he was conducting at the time of his death.

L. B. Kirkpatrick, who is running a large meat establishment in Des Moines, Iowa, visited Retail Merchants' office in Winnipeg recently. In speaking of delivery he said that they had adopted a plan of charging ten cents for each delivery, in order to give the customers who carried parcels the advantage that they deserved.

W. G. Murphy, who for a number of years has conducted a general store business at Carberry, Man., died recently. The late Mr. Murphy was born in Logan Township, 61 years ago, and was a son of the late Gabriel Murphy. He started his business career when quite a young man as a clerk with Babb and Ford in Mitchell, Ont., and after working several years with this firm he and T. S. Ford formed a partnership and went into business together, as the firm of Ford and Murphy.

The officers and a special committee of Manitoba Board of Retail Merchants' Association have been studying the taxation question with a view to presenting their views before the Manitoba Tax

Commission, recently appointed by the government.

The Advising Committee on commercial education of the University of Manitoba have recommended to the Board of Governors that a director of commercial education be appointed to supervise courses in commerce at the University and to undertake extensive work throughout the province, including the formation of classes in business in the larger towns of the province.

CUSTOMS DUES ON POTATOES WITHDRAWN

No Restriction on Export or Import of Potatoes to or From the United States.

Will Have Some Effect on Potato Situation

An order-in-council dated November 7. Canada takes advantage of the reciprocal provision of the United States tariff and enacts that "potatoes, and potatoes dried, desiccated, or otherwise prepared, shall be transferred to the free list and may be imported free of any customs duty or war tax."

This order automatically removes all restriction both from goods for export to the United States and imported therefrom. This enactment will particularly affect the New Brunswick producer, whose natural market is Boston and other towns of Massachusetts and the other New England states. It will also have an effect on the Western crop, which will probably find a fair market across the line.

FOOD PRICES WILL NOT DECLINE, SAYS HOOVER

U.S. Food Administration Sees No Likelihood of Any Decline of Food Prices in the Immediate Future

Immediate dropping of food prices as a result of the conclusion of an armistice cannot be expected, Food Administrator Hoover declared to-night in a statement, which added that while the prices of some foodstuffs will decrease, others will increase.

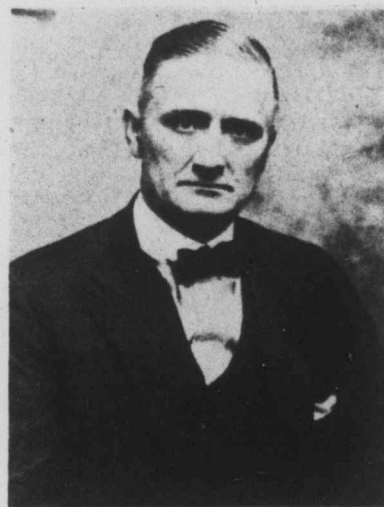
"With the war effectually over," said Mr. Hoover, "we enter a new economic era, and its immediate effect on prices is difficult to anticipate. The price of some food commodities may increase, but others will decrease, because with liberated shipping accumulated stocks in the southern hemisphere and the Far East will be available. The demands upon the United States will change in character, but not in volume."

MEAFORD EVAPORATOR DESTROYED BY FIRE

The Reid Bros., evaporator, Meaford, Ont., was destroyed by fire recently, the building and contents including 150 cases of evaporated apples and about 4,000 bushels of green apples was almost completely destroyed. The fire broke out in one of the kilns and spread with such rapidity that practically nothing was saved.



Frank J. Ellis, who was in the employ of W. W. Roberts, grocer, Bowmanville, is reported killed in action. His father, Arch. Ellis, St. Marys, received official notice that his elder son, Gordon, had been wounded September 29, and three weeks later that Frank was among the fallen on October 7. He was 27 years of age and went overseas with the 95th Infantry Batt. of Toronto.



JAMES CALDWELL.

who is representing Canadian Grocer on the Western Ontario field. Mr. Caldwell has had 20 years' experience in retail business, having been with Acker, Merrall & Condit, New York City, and for the past couple of years manager of the J. C. Turnbull Co., Peterborough, Ont.

U. S. WILL NOT CHANGE DECISION THAT SACCHARIN IS AN ADULTERANT

The use of saccharin in foods is regarded as an adulteration under the food and drugs act, according to a statement issued by the United States Department of Agriculture.

The department had been asked by various interests to reverse, or, at least to reconsider the position which it took in 1911 upon the use of saccharin in food brought under the jurisdiction of the Federal food and drugs act. This position in effect is that investigation has shown that the continued use of saccharin for a long time, in quantities over three-tenths of a gram a day is likely to impair digestion, and that the addition of saccharin for cane sugar and other forms of sugar reduces the food value of the product, and hence lowers its quality. Therefore, the Secretary of Agriculture declared that he would regard as adulterated under the food and drugs act any foods containing saccharin, which might be brought under the jurisdiction of that law.

The department declares it is aware

of no investigations which contribute any more recent evidence pointing to the harmlessness of saccharin. It has therefore declined to reverse its decision and it has regarded it as unfitting at this time to reopen the question, for the reason that a case is now pending in the courts in which the issues are presented clearly. The department will endeavor to press the trial of this case.

BOOKS REVIEWED

"Dawson Black, Retail Merchant," by Harold Whitehead, published by Page & Co., of Boston, is a new retailer's book containing a great deal of practical information. It is written about a young man's first year in business as a store owner. While the author selects a hardware store as the scene of operations of Dawson Black, the ideas and suggestions in this book are just as practical and of just as much value to merchants in any other line of business. The author brings out in pungent style the difficulties and pitfalls which beset the life of a young merchant inexperienced in business; how eventually these difficulties were overcome though sometimes with severe losses to pay for the experience.

Running through the book are also the methods used by Dawson Black to offset the competition of a competitor whose methods were none too scrupulous. This is a condition of retailing which is met with by every young merchant. There is undoubtedly some splendid practical material in this phase of the book alone.

The relations between employer and employee so that co-operation will be its strongest stands out probably above every other question taken up. The domestic career of the hero intermingled with his experiences in his first year in business lend the human interest touch to the book which makes it all the more fascinating.

The author, Harold Whitehead, is assistant professor of business methods, College of Business Administration, Boston University, who also wrote "The Business Career of Peter Flint," "Principles of Salesmanship," etc.

OVER EIGHT MILLION POUNDS OF TOBACCO PRODUCED IN ONTARIO

The Ontario tobacco crop will reach very substantial figures. The prices, too, have been high, 32c being paid for the best grade stock. There was a brisk buying when the market was opened in Kent and Essex Counties.

The price being paid for good leaf is 32 cents, barn run, and the average yield is around 1,300 pounds per acre, or a net return of over \$400.00 per acre. The burley crop will run in the neighborhood of seven million pounds and many growers are realizing \$500 per acre.

The Virginia crop will aggregate 1,000,000 to 1,500,000 pounds and this, together with the cigar types will run the total proceeds of the crop near to the three-million-dollar mark.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

COFFEE is one of the first items which seems to have responded to the signing of the armistice. Whether it is an indication of how other markets may be affected is uncertain. Santos coffee has advanced by leaps and bounds in New York since Thursday last, and by Tuesday of this week had recorded an increase equivalent to 5c per pound over former quotations, attaining the highest point since 1878. The market is of course uncertain, but the feeling prevails that high prices will rule.

Locally a general revision in prices is noticeable, but this not a direct reflection of above conditions. However, that figures here will go up is certain unless a marked decline follows this sensational advance. A direct shipment of coffee and cocoa from South America to Canada has been made, containing 20,000 bags of the former and 30,000 bags of the latter. This, it is estimated, will no more than replenish depleted stocks and outlook beyond January-February, 1919, contains no little element of uncertainty.

A definite ruling on dates has been given by the United States Food Administration, which states that these are included in the list of other dried fruits on which there is an absolute embargo on their shipment to Canada.

The signing of the armistice does not mean that food stuffs generally will be any more plentiful. In fact, the heavy requirements of starving Europe may well mean a tax on all available supplies, and that shipping will be largely diverted to the carrying of food stuffs seems more than likely. The trade as a whole discount the idea of sharp or immediate declines.

MONTREAL—Several price changes, recording advances have been made and are referred to in the market heading. The great effect of the armistice negotiations has been that of inspiring confidence in the future, rather than of creating any uneasiness whatever. Jobbers and brokers are generally of the opinion that there is every reason to anticipate a firm price basis for most lines, the shortage everywhere making for such a condition.

The advances of the week are not numerous but indicate clearly that we are not by any means out of the woods with regard to supplies. It is still hard to procure all that is required,

and under active demand nuts are steadily firming. Raisins are high and will be higher.

While a decline in the price of winter wheat flour was made, war standard is steady and unchanged. Cereals are active and corn flour, among the substitutes, is easier.

As pointed out in CANADIAN GROCER last week, coffee is firm, and an advance was made during the week.

TORONTO—Reports indicate a marked scarcity of quality teas on the spot. On the commonest grades supplies are still plentiful. Sharp advances are looked for, with the probability of trading with Europe imminent. Movement of teas from America are anticipated owing to shorter routing, and it seems well within the realm of possibility that Java teas will go to Holland to the exclusion of other markets for some little time to come.

The market on peppers is higher and firmer at United States points, and cables reflect a much higher basis in the Orient. Domestic needs are reported heavy, and the feeling seems to be that high prices will continue for the immediate future at least. Cloves are steady and scarce on the spot. Locally the situation has remained unchanged, prices being firm and supplies so far ample to meet demands.

Lower prices have been named on hominy, grits and pearl, the former declining 50c and the latter 25c per 98-lb. bag. Barley flour is down and oat flour has also gone to lower levels. The cereal market generally is fairly steady, with demand considered satisfactory.

Advances during the week have been made in stove polish, printed parchment and klim. A new-style package for matches, to retail at 10c, is being put on the market.

Prices on coffee have been revised, and the tendency has been upward. Even higher prices seem possible, on some lines at least, if gains recorded at primary points hold. Supplies have been supplemented by arrival of a direct shipment from South America and scarcity developing overcome, at least temporarily.

Ontario potatoes are turning out better than expected, as far as quantity is concerned, but quality is said to be poor for storing. It is intimated that enquiries are being received re situation, and there seems some chance of export business.

QUEBEC MARKETS

MONTREAL, Nov. 13.—Changes for the week comprise advances for lye and soap powder, rennet, powdered milk, various vegetables, fruits and nuts. An advance of 25c per 100 pounds was made for refined sugar in one quarter. Coffee is higher.

Lye, Cleanser, Milk, Rennet, Up

VARIOUS LINES.—Advances were made this week for Babbitt's soap powder, cases now selling at \$5.65. Babbitt's lye also is up, the price being \$5.95 per case. Wine of rennet, in 4-oz. size, is advanced from \$2.35 to \$2.75 per case, and Klim powdered milk has been revised as follows: 16-oz. size now sells at \$8.40 per case; 4-oz. at \$5.85, and 10 lb. tins at \$18.75.

Lowest Sugar Base \$9; Refining Limited

SUGAR.—The week's feature is that of an advance of 25c in the price of Canada Sugar Refinery, for refined sugar. This makes the lowest price \$9 to the trade, and aside from the continued scarcity of raws there is no change. In view of the present cessation of war effort some may look for immediate improvement in conditions. General feeling seems to be that improvement will at least be delayed in the matter of transports to bring sugar in. Being the large factor, early easing of the present shortage is not anticipated. Some limited lots of new crop sugars have arrived here but these are not coming on a large scale. The commodity still is scarce, refineries only operating from time to time as sufficient supplies are accumulated.

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|---|-------------|
| Atlantic Sugar Company, extra granulated sugars, 100 lbs. | 9 50 |
| Acadia Sugar Refinery, extra granulated | 9 50 |
| St. Lawrence Sugar Refinery | 9 50 |
| Canada Sugar Refinery | 9 00 |
| D-minion Sugar Co., Ltd., crystal granulated | 9 50 |
| Special icing, barrels | 9 30-9 40 |
| Icing (25-lb. boxes) | 9 60-9 80 |
| Icing (50-lb. boxes) | 9 50-9 60 |
| Diamond icing | 9 10 |
| Yellow, No. 1 | 8 90-9 20 |
| Yellow, No. 2 (Golden) | 8 70-9 00 |
| Yellow, No. 3 | 8 60-8 90 |
| Powdered, barrels | 9 20-9 30 |
| Paris lumps, barrels | 9 85-10 20 |
| Paris lumps (50-lb. boxes) | 9 65 |
| Paris lumps (25-lb. boxes) | 9 85 |
| Crystal diamonds, barrels | 10 25 |
| Crystal diamonds (boxes 100 lbs.) | 10 50 |
| Cut loaf (50-lb. boxes) | 10 50-10 60 |
| Cut loaf (25-lb. boxes) | 10 70-10 80 |

Canned Goods Steady; Stocks Sufficient

CANNED GOODS.—In a general way the trade seems to feel that there is ample supply of many varieties of canned vegetables and fruits. This does not apply to corn in the same degree. From several quarters the opinion has been expressed that the retailer as well as the jobber, is well prepared to meet demand. The sale of canned goods in some quar-

ters is steady and quite large, indicating that the consumer is making general use of the same right along. Advances are not suggested and the market is steady.

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| Salmon Sockeye— | | |
| "Clover Leaf," 1/2-lb. flats | 2 45 | |
| Sovereign, 1-lb. flats | 4 62 1/2 | |
| Do., 1/2-lb. flats | 2 30 | |
| 1 lb. talls, cases 4 doz., per doz. | 4 50 | 5 00 |
| 1/2 flats, cases 8 doz., per doz. | 1 50 | 2 00 |
| Chums, 1-lb. talls | 2 05 | 2 25 |
| Do., 1/2, flat | 1 20 | |
| Pinks, 1-lb. talls | 2 60 | |
| Cohoos, 1-lb. talls | 4 35 | |
| Red Springs, 1-lb. talls | 4 60 | |
| Red Springs, 1/2 lb. | 2 45 | |
| White Springs (1s) | 2 30 | |
| Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz. | 2 25 | |
| Canadian sardines (case) | 6 75 | 7 00 |
| Norwegian sardines, per case of 100 (1/4s) | 22 00 | 20 00 |
| Lobsters, 1/2-lb. tins, doz. | 3 60 | 3 65 |
| Canned Vegetables and Fruits— | | |
| Asparagus (Amer.) mammoth green, doz. | 4 00 | |
| Tomatoes, 1s | 0 95 | |
| Tomatoes, 3s | 1 95 | 2 02 1/2 |
| Tomatoes, U.S. pack, 2s | 1 40 | 1 50 |
| Tomatoes, 2 1/2s | 1 90 | 1 92 1/2 |
| Tomatoes, gallons | 6 00 | 7 05 |
| Peas, standards | 1 45 | 1 47 1/2 |
| Peas, early June | 1 57 1/2 | 1 60 |
| Peas, extra fine, 2s | 2 35 | |
| Do., fancy, 20 oz. | 1 57 1/2 | |
| Peas, Moigan, extra fine | 2 20 | 2 25 |
| Beans, golden wax | 1 95 | 1 97 1/2 |
| Beans, Refugee | 1 95 | 2 00 |
| Do., old pack | 1 80 | 1 95 |
| Do., new pack | 2 00 | |
| Beets (new sliced), 2-lb. | 1 40 | 1 42 1/2 |
| Do., (old sliced), 2-lb. | 1 60 | 1 62 1/2 |
| Corn, 2s, doz. | 2 20 | 2 27 1/2 |
| Spinach (U.S.), 3s | 3 00 | |
| Do., (U.S.), gallons | 10 00 | |
| Corn (on cob, gal. cans), doz. | 7 80 | 8 30 |
| Red raspberries, 2s | 4 00 | 4 17 1/2 |
| Simcoes | 2 75 | 2 90 |
| Red cherries, 2s | 2 60 | 2 90 |
| Strawberries, 1918 pack (2s) | 4 00 | |
| Rhubarb, 2 1/2s | 2 60 | |
| Blueberries, 2s, doz. | 1 85 | |
| Blueberries, gallons | 7 00 | |
| Pumpkins, 2 1/2s | 1 60 | 1 70 |
| Pumpkins, 3s | 1 75 | |
| Pumpkins (gallon), doz. | 6 00 | |
| Potatoes, Can. Sweet, 2 1/2-lb. tins | 2 10 | |
| Potatoes, Cal. Sweet, 2-lb. tins | 2 75 | |
| Carrots, sliced, 2s | 1 45 | 1 75 |
| Apples (gallons) | 4 00 | 5 00 |
| Peaches, 2s (heavy syrup) | 2 40 | 2 80 |
| Peaches, standard grade, 2 1/2 lb. | 3 60 | |
| Peaches, gallon pie (peeled) | 7 60 | 7 75 |
| Pears, No. 2 | 2 75 | |
| Pears, gallon (pie peeled) | 7 00 | |
| Pineapples, 1 1/2s | 2 25 | |
| Pineapples, 2s | 3 10 | 3 50 |
| Pineapples (grated), 2s | 2 90 | |
| Greengage plums (light syrup), No. 2 | 2 25 | |
| Lombard plums (heavy syrup), 2s | 1 70 | 2 05 |

Molasses Will Hold; Syrups Are Steady

MOLASSES, SYRUPS.—The insistent demand for syrups has served to maintain prices which hold firm. The sale for molasses is relatively smaller, for the high prices have served to confine sales to the immediate requirements of those needing it. At the same time importers have had no complaint regarding sales, distribution of the limited stocks being readily effected.

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| Corn Syrup— | | |
| Barrels, about 700 lbs. | 0 07 1/4 | |
| Half bbls. | 0 07 1/2 | |
| Kegs | 0 07 3/4 | |
| 2-lb. tins, 2 doz. in case, case | 4 80 | |
| 5-lb. tins, 1 doz. in case, case | 5 40 | |
| 10-lb. tins, 1/2 doz. in case, case | 5 10 | |
| 20-lb. tins, 1/4 doz. in case, case | 5 05 | |
| 2-gal. 25-lb. pails, each | 2 25 | |
| 3-gal. 38 1/2-lb. pails, each | 3 40 | |
| 5-gal. 65-lb. pails, each | 5 50 | |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | 5 30 | |

| | |
|--------------------------------------|-------|
| 5-lb. tins, 1 doz. in case, case | 5 90 |
| 10-lb. tins, 1/2 doz. in case, case | 5 60 |
| 20-lb. tins, 1/4 doz. in case, case | 5 55 |
| Cane Syrup (Crystal) Diamond— | |
| 2-lb. tins, 2 doz. in case, per case | 7 00 |
| Barrels, per 100 lbs. | 9 75 |
| Half barrels, per 100 lbs. | 10 00 |
| Glucose, 5-lb. cans (case) | 4 80 |

| | |
|--|------|
| Prices for Barbadoes Molasses— | |
| Island of Montreal | |
| Puncheons | 1 13 |
| Barreles | 1 16 |
| Half barrels | 1 18 |
| For outside territories prices range about 3c lower. | |

Rice is Held on Steady Basis

RICE, TAPIOCA.—Local conditions as to supply are quite unchanged, and the sale of rice is seasonal. As before stated the season is expected to rule with few changes as to price, stocks being such as to meet the needs for some time. Tapioca is firm, the recent restrictions as to import being such as to make a strong undertone. The use of this has been larger, too, serving to decrease the large holdings that were immediately responsible for the action in restricting imports.

| | | |
|---------------------------|----------|-------------|
| Rice, fancy, per 100 lbs. | 9 75 | 10 25 |
| Ice Drips—Japan | 11 25 | |
| Carolina | 12 50 | 15 00 16 50 |
| "Texas" | | 9 50 |
| Siam, No. 2 | 9 50 | 9 75 |
| Siam (fancy) | 10 25 | 11 00 |
| Rangoon "B" | 9 25 | 9 50 9 80 |
| Rangoon CC | | 9 10 9 50 |
| Mandarin | | 10 00 |
| Special pickling | | 9 50 |
| Tapioca, per lb. (seed) | 0 14 1/2 | 0 18 |
| Tapioca (Pearl) | 0 14 | 0 18 |

Grenoble Walnuts 35c; All Nuts High

NUTS.—Walnuts have arrived at one jobber's, and for these he is asking up to 35c per pound. The general tendency is toward advancing prices for all varieties of nuts, supplies naturally decreasing with import cut off. Since demand from all points, both in Canada and the United States, will be active for the coming weeks prior to the holidays, prices are likely to hold high.

| | | |
|--|----------|-----------|
| Almonds (Tara), per lb. | 0 27 | 0 30 |
| Almonds (shelled) | | 0 55 |
| Almonds (Jordan) | | 0 70 |
| Brazil nuts (new) | 0 20 | 0 25 |
| Brazil nuts (med.) | 0 15 | 0 17 |
| Filberts (Sicily), per lb. | 0 20 | 0 24 |
| Filberts, Barcelona | 0 24 | 0 25 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Peanuts (roasted)— | | |
| Bon Tons | | 0 25 |
| Jumbo | 0 25 | 0 26 |
| Champion | | 0 22 |
| Fancys, per lb. | 0 24 | 0 25 |
| Extras, per lb. | 0 19 | 0 20 |
| Shelled, No. 1 Spanish | 0 18 1/2 | 0 19 |
| Shelled, No. 1 Virginia | 0 19 1/2 | 0 20 1/2 |
| Do., No. 2 | | 0 14 |
| Peanuts (salted)— | | |
| Fancy wholes, per lb. | | 0 40 |
| Fancy splits, per lb. | | 0 35 |
| Salted Spanish, per lb. | 0 25 | 0 27 |
| Pecans (new Jumbo), per lb. | 0 28 | 0 32 |
| Pecans, large, No. 2, polished | | 0 28 |
| Pecans, New Orleans, No. 2 | 0 31 | 0 34 |
| Pecans "paper shell," extra large | | 0 60 |
| Jumbo | | 0 29 0 35 |
| Walnuts (Grenoble) | | 0 29 0 35 |
| Walnuts (new Naples) | | 0 16 0 18 |
| Walnuts (shelled) | | 0 85 0 95 |
| Walnuts (Spanish) | | 0 30 0 33 |
| Note—Jobbers sometimes make an added charge to above prices for broken lots. | | |

**Raisins Very High;
All Fruits Firm**

Montreal.
DRIED FRUITS.—Raisins are particularly high, although some still are offering at favorable prices. All lines of dried fruits are high and scarce. This condition applies particularly to prunes, apricots, raisins, etc. The armistice situation may have some bearing on the recent order prohibiting export of dried fruits into Canada from the States, but there is no great promise of this being brought about. At the same time the announcement in the States last week to the effect that the government would release the 40-50 prunes, may mean that some of these will come to Canada, and if so would mean improvement that was not looked for.

| | | |
|----------------------------------|-------|------|
| Apricots— | | |
| Choice | 0 26 | 0 28 |
| Slabs | 0 24½ | 0 25 |
| Fancy | | 0 30 |
| Apples (evaporated) | | |
| Do., fancy | 0 16½ | 0 20 |
| Do., fancy | | 0 20 |
| Peaches (fancy) | | |
| Choice | 0 21 | 0 23 |
| Faced | | 0 19 |
| Choice | 0 20 | 0 21 |
| Extra choice | 0 21 | 0 24 |
| 12 oz., per pkge. | 0 16 | 0 18 |
| Pears | 0 24 | 0 25 |
| Drained Peels (old)— | | |
| Citron | 0 46 | |
| Lemon | 0 40 | |
| Orange | 0 41 | 0 43 |
| Drained Peels (new)— | | |
| Lemon | 0 40 | 0 41 |
| Orange | 0 42 | 0 43 |
| Citron | 0 47 | 0 48 |

| | | |
|---|-------|-------|
| Raisins— | | |
| Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00. | | |
| Muscatsels, loose, 2-crown | 0 14 | |
| Muscatsels, loose, 3-crown, lb. | 0 15 | |
| Cal. Seedless, 15 oz. | 0 15½ | 0 17 |
| Cal. seedless, loose | 0 14½ | 0 16½ |
| Fancy seeded, 16 oz. pkgs. | 0 16 | 0 20 |
| Choice seeded, 16 oz. pkgs. | 0 17 | 0 19 |
| Valencias, selected | 0 11½ | |
| Valencias, 4-crown layers | 0 11½ | |
| Sultanas (bleached) 50-lb. boxes .. | 0 16½ | 0 20 |
| Currents, old | 0 24 | 0 29 |
| Cartons | | 0 32 |
| 80 lb. Ainslia | | 0 28 |
| 12 oz. | | 0 26 |
| Do., new | | 0 32 |
| Dates, Excelsior, per case (36-10s) .. | 7 00 | |
| Do., Dromedary (36-10oz.) | 8 00 | |
| Packages only, Excelsior | 0 20 | |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary | | 0 22 |
| Figs (new), 100 to case | | 11 00 |
| Figs (layer), 10-lb. boxes | 1 90 | 2 75 |
| Figs (mats) | 0 16 | 0 18 |
| Figs, Fancy Cal. White (Choice)— | | |
| Pkgs. 16 oz. (10 pkgs.) | 1 75 | |
| Pkgs. 10 oz. (12 pkgs.) | 1 45 | |
| Pkgs. 8 oz. (20 pkgs.) | 2 90 | 2 60 |
| Pkgs. 6 oz. (50 pkgs.) | 3 60 | 4 75 |
| Pkgs. 4 oz. (70 pkgs.) | 3 70 | 5 00 |
| Muscatsels, 4-crown, lb. | | 0 13 |
| Prunes— | | |
| California, 40-50s | 0 19 | 0 25 |
| 50-lb. boxes, 80-90s | | 0 14½ |
| 90-100s | 0 13 | 0 14 |
| 20-30s | | 0 25 |
| 30-40s | | 0 20 |
| 25-lb. cases, 50-60s | 0 18 | 0 20 |
| 60-70s | 0 17 | 0 18 |
| 70-80s | 0 15 | 0 17 |
| 80-90s | 0 14 | 0 16 |
| 90-100s | 0 13 | 0 15 |
| Oregon, 30-40s | | 0 16½ |
| 40-50s | | 3 15½ |
| 50-60s | | 0 12½ |

**Lower Beans Likely
Present Prospect**

Montreal.
BEANS.—Prices are likely to further decline. At present the demand is not heavy and as supplies of new Canadian beans are coming to hand, the wholesaler will want to dispose of these without undue delay. At present indications point

to a readjustment of values to lower levels, but this may be gradual rather than come about all at once.

| | | |
|---------------------------------------|------|-------|
| Beans— | | |
| Canadian, hand-picked, bush... .. | 7 20 | 8 10 |
| Ontario, new crop, 3 to 4 lbs. | 8 00 | 9 00 |
| British Columbia | | 9 00 |
| Brown Beans | | 7 50 |
| Canadian, 4-5 lb. pickers | 7 75 | 8 00 |
| Japanese | 8 00 | 8 40 |
| Yellow Eyes | 8 00 | 8 50 |
| Rangoon beans, per bushel .. | 7 00 | 7 50 |
| Lima, per lb. | 0 19 | 0 20 |
| Kidney beans | 8 00 | 8 50 |
| Peas, white soup, per bushel .. | 4 25 | 4 50 |
| Peas, split, new crop, bag 98 lbs. .. | 8 25 | 10 50 |
| Barley (pot), per bag 98 lbs. | | 6 50 |
| Barley, pearl, per bag 98 lbs. | 7 50 | 8 25 |

**All Brands of Tea
Are Firm**

Montreal.
TEAS.—In the opinion of a large Japan tea importer, all teas will rule high for some time. There is a greater use of tea in Japan itself. Best grade teas have been shipped forward already and the available stock here is stated to be limited. That Javas and Ceylons will be high is also assured by some. Just what transport can be secured for tea from growing points is at present a doubtful point. Of course if freights are available to a greater extent than at present the position will be different. In a general way few look for improvement of this kind in the near future.

| | | |
|--|------|------|
| Ceylon and Indias— | | |
| Pekoe, Souchongs, per lb. | 0 47 | 0 49 |
| Pekoes, per lb. | 0 51 | 0 54 |
| Orange Pekoes | 0 55 | 0 57 |
| Japan Teas— | | |
| Choice | 0 65 | 0 70 |
| Early Picking | 0 53 | 0 58 |
| Javas— | | |
| Pekoes | 0 41 | 0 43 |
| Broken Orange Pekoes | 0 43 | 0 45 |
| Orange Pekoes | 0 46 | 0 49 |
| Inferior grades of broken teas may be had from jobbers on request at favorable prices. | | |

**Coffee Advanced Again;
Very Firm Feeling**

Montreal.
COFFEE, COCOA.—An average advance of one cent per pound is made for various coffees. As pointed out last week in CANADIAN GROCER, coffee was firm and might again advance. This increased basis has now been effected and the advances are made because of the higher prices asked in Brazil, some prices there having advanced four cents per pound. The trade is active and supplies have been kept normal to meet this trade from city and country account. The undertone rules firm.

| | | |
|---------------------------|-------|------|
| Coffee, Roasted— | | |
| Bogotas, lb. | 0 32 | 0 35 |
| Jamaica, lb. | 0 26 | 0 30 |
| Java, lb. | 0 39 | 0 42 |
| Maracaibo, lb. | 0 28½ | 0 31 |
| Mocha, grades | 0 34 | 0 38 |
| Mexican, lb. | 0 27 | 0 30 |
| Rio, lb. | 0 26 | 0 28 |
| Santos, Bourbon, lb. | 0 29 | 0 32 |
| Santos, lb. | 0 29 | 0 32 |
| Cocoa— | | |
| Bulk cocoa (sweet) | 0 25 | 0 30 |

**Maple Product High
Honey Moves Well**

Montreal.
HONEY, MAPLE PRODUCTS.—High prices prevail for any maple sugar or syrup that may be offered, but the supply is small. This year high prices were paid by the tobacco people for their re-

quirements and this has made a higher price basis than usual. Honey sales are maintained on an active basis and best grades are steady in price. The demand for buckwheat honey has been rather heavy from the Jewish population within the city. No changes are made.

| | | |
|--|---------|--|
| Maple Syrup— | | |
| 10-lb. cans, 6 in case, per case..... | \$15 10 | |
| 5-lb. cans, 12 in case, per case..... | 17 10 | |
| 2½-lb. cans, 24 in case, per case..... | 18 50 | |
| Maple Sugar (nominal) | 0 30 | |
| Honey, Clover— | | |
| Comb (fancy) | 0 30 | |
| Comb (No. 1) | 0 28 | |
| In tins, 60 lbs. | 0 26 | |
| 30-lb pails | 0 27 | |
| 10-lb. pails | 0 28 | |
| 5-lb. pails | 0 28 | |
| Honey—Buckwheat, tins or bbls. | 0 23 | |

**Spices Still Firm;
Lighter Selling**

Montreal.
SPICES.—Prices are firm with buyers asking for frequent supplies in small lots rather than for heavy quantity of any line. It is felt that to buy carefully is the best policy, judging from the requisitions that come to hand. In view of the present conditions prices are probably more nominal than heretofore, the outlook being a little more uncertain.

| | | |
|--|------|---------------------------|
| | | 5 and 10-lb. boxes |
| Allspice | 0 20 | 0 22 |
| Cassia (pure) | 0 35 | 0 37 |
| Cloves | 0 75 | 0 77 |
| Cream of tartar | 0 95 | 1 00 |
| Ginger .. | 0 30 | 0 40 |
| Ginger (Cochin or Jamaica) .. | | 0 30 |
| Mace | 0 80 | 1 00 |
| Mixed spice .. | 0 30 | 0 32 |
| Nutmegs .. | 0 45 | 0 50 |
| Pepper, black .. | 0 42 | 0 45 |
| Pepper, white .. | 0 48 | 0 50 |
| Pepper (Cayenne) .. | 0 35 | 0 37 |
| Pickling spice .. | 0 25 | 0 27 |
| Paprika | 0 65 | 0 70 |
| Turmeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | | 1 30 |
| Cardamom seed, per lb., bulk..... | | 2 00 |
| Caraway, Dutch, nominal | 0 80 | 0 90 |
| Cinnamon, China, lb. | | 0 30 |
| Cinnamon, per lb. | | 0 35 |
| Mustard seed, bulk. | 0 35 | 0 40 |
| Celery seed, bulk (nominal) .. | 0 85 | 0 90 |
| Shredded cocanut, in pails..... | 0 21 | 0 23 |
| Pimento, whole | 0 20 | 0 22 |
| For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb. | | |

**Cranberries \$12.00;
Boston Lettuce \$1**

Montreal.
VEGETABLES.—A few price changes have been made this week, cranberries selling at \$12 per barrel. Onions are freer at \$1.50 per bag and Boston lettuce is available at \$1 per dozen. Squash is scarcer and firm. In a general way the market is steady and the demand good.

| | | |
|-------------------------------------|------|-------|
| Beans, new string (American) | | |
| basket | 3 00 | 3 50 |
| Beets, new, bag | 0 75 | 1 00 |
| Cauliflower (Montreal), doz .. | 2 00 | 2 50 |
| Cabbage (Montreal), doz. | 0 50 | |
| Carrots, bag | 0 85 | 1 00 |
| Citron | | 2 00 |
| Celery (Montreal), doz. | | 1 00 |
| Do., crates (6-7 doz.) | 6 00 | 6 50 |
| Cranberries, bbl. | | 12 00 |
| Cranberries, gallon | | 0 75 |
| Brussels Sprouts (doz.) | | 1 00 |
| Cucumbers, Boston (doz.) | | 2 50 |
| Horseradish, lb. | | 0 20 |
| Lettuce, curly (doz.) | 0 40 | 0 50 |
| Lettuce, Boston, doz. | | 1 00 |
| Leeks | 1 00 | 1 50 |
| Mint | | 0 20 |
| Mushrooms, lb. | | 0 90 |
| Onions, Can., bag (75 lbs.) | | 1 50 |
| No. 1 Yellow (75 lbs.) | | 1 50 |
| No. 1 Red (75 lbs.) crate..... | | 0 50 |
| Oyster Plant | | 1 50 |
| Parsnips, new, bag | | 0 20 |
| Parsley (Canadian) | | 0 20 |

| | | |
|---|------|------|
| Potatoes, Montreal new (90-lb. bag) | 1 75 | 1 90 |
| Potatoes (New Brunswick), bag. 2 00 | 2 25 | 2 25 |
| Potatoes (sweet), hamper | 2 75 | 2 75 |
| Pumpkins (doz.) | 2 00 | 2 00 |
| Romane | 0 50 | 0 50 |
| Spinach, box | 1 00 | 1 00 |
| Squash (Huber), doz. | 3 00 | 3 00 |
| Turnips, new, per bag | 1 00 | 1 25 |
| Tomatoes (hothouse), lb. | 0 25 | 0 25 |
| Vegetable Marrow (doz.) | 1 00 | 1 00 |
| Watercress (Can.) | 0 40 | 0 40 |

Spy Apples, \$7.00;
Emperor Grapes, \$5

Montreal.
FRUITS.—Good apples continue high in price and best spys are selling at \$7, and russets at \$6. Emperor grapes are quoted at \$5 per keg, and Tokays are still available at \$3 per 4 crate basket. Citrus fruits are very high still and the supplies limited. Trade in a general way has been maintained on a satisfactory basis.

Apples—

| | | |
|---|------|------|
| No. 1 Alexanders, bbl. | 5 50 | 6 00 |
| No. 2 Alexanders, bbl. | 5 00 | 5 00 |
| Baldwins | 6 00 | 6 00 |
| Wealthy (in bbls.), No. 1 | 7 00 | 7 00 |
| Do., No. 2 | 5 50 | 5 50 |
| Greenings | 6 50 | 6 50 |
| McIntosh Reds (best) | 8 00 | 8 00 |
| Gravensteins, No. 1 | 5 00 | 6 00 |
| Fameuse, No. 1 | 7 50 | 7 50 |
| Do., No. 2 | 6 50 | 6 50 |
| Spys | 7 00 | 7 00 |
| Russets | 6 00 | 6 00 |
| Bananas (fancy large), bunch. | 4 00 | 4 50 |
| Grapes (California fancy), 4 bask. | 5 00 | 5 00 |

Grapes—

| | | |
|--------------------------------------|-------|-------|
| Tokays | 3 00 | 3 00 |
| Malagas | 2 50 | 2 50 |
| Emperor, keg | 5 00 | 5 00 |
| Grapefruit (fancy Jamaica) | 6 00 | 6 00 |
| 80, 96, 112 | 6 00 | 6 00 |
| Lemons (fancy new Messina) | 9 00 | 13 00 |
| Oranges, Valencia lates | 16 00 | 18 00 |
| Pears, Cal., eating, small box. | 4 00 | 4 00 |
| Pears, basket (11-qt.) | 1 25 | 1 25 |
| Do., Bartletts | 4 00 | 5 00 |

Corn Flour is Easier;
Rolled Oats, Too

Montreal.
CEREALS.—While an easier feeling has developed for white corn flour and for rolled oats, the prices are unchanged. The government's attitude in the matter of prices to be charged for corn flour is likely to call for a revision downward in the immediate future. Rolled oats, while showing an easier tendency, are not available on spot, many of the mills stating that they are oversold for some weeks. There is just a tendency to seek business in some quarters, it is stated

ONTARIO MARKETS

TORONTO, November 13.—Higher prices have been named on coffee and the outlook seems to be for even higher figures. Definite refusal to grant licenses for the import of dates has been posted by the United States Food Administration so these will not be forthcoming. Lower prices are in effect on hominy, whereas advances are recorded on stove polish, printed parchment and klim.

Sugar Supply

Still Small

Toronto.
SUGAR.—The supply is still small and whereas shipments from some refin-

through more favorable quotations. The demand for substitute flours has been steady and quite heavy. No changes are made this week.

Self-raising flour—

| | | |
|-----------------------------------|-------|-------|
| 8-lb. pkgs., doz. | 2 90 | 2 90 |
| 6-lb. pkgs., doz. | 5 70 | 5 70 |
| Cornmeal, Buckeye | 6 00 | 6 25 |
| Cornmeal, Gold Dust | 6 00 | 6 40 |
| Barley, pearl | 6 25 | 7 30 |
| Barley, pot, 98 lbs. | 4 75 | 5 30 |
| Barley (roasted) | 7 50 | 7 50 |
| Barley flour, 98 lbs. | 5 25 | 4 75 |
| Buckwheat flour, 98 lbs. | 9 50 | 9 50 |
| Cornflour, white (2 bags) | 10 20 | 10 20 |
| Do., bags | 6 75 | 6 75 |
| Cornflour (standard), (2 bags) .. | 9 20 | 9 20 |
| Do., bags | 5 00 | 5 50 |
| Rice flour | 8 75 | 9 00 |
| Oat flour (2 bags) | 12 10 | 12 10 |
| Hominy grits, 98 lbs. | 6 75 | 8 00 |
| Hominy, pearl, 98 lbs. | 7 50 | 8 00 |
| Graham flour | 5 80 | 6 25 |

Oatmeal (standard-granulated and fine)

| | |
|--|------|
| 5 35 | 6 50 |
| Oatmeal (packages) fine cut. | 5 70 |
| Peas, Canadian, boiling, bush. | 4 95 |
| Split peas | 8 25 |
| Rolled oats, 90-lb. bags | 4 95 |
| Rolled oats (family pack.), case | 5 50 |
| Rolled oats (small size), case | 1 95 |
| Rolled wheat (100-lb. bbls.) | 7 10 |
| Rye flour (Can.), 98 lbs. | 6 05 |
| Do. (American), 98 lbs. | 6 85 |
| Tapioca flour, lb. | 0 15 |

Winter Wheat Flour
Less; Standard Holds

Montreal.
FLOUR.—While an easier feeling developed for winter wheat flour, the price to the trade reaching \$10.35 to \$10.50 per barrel. This is the delivered price in bags. For standard flour there has been no change and sales are made on a steady basis with war grades selling fairly well. The new order regarding the use of substitute flours has somewhat lessened the demand for flour, however.

War Standard, Graham and Whole Wheat Flours—

| | |
|---|-------|
| Mixed car lots on track | 11 40 |
| Straight car lots on track (minimum 50,000 lbs. on track) (to bakers) | 11 30 |
| Add 10c for delivery for car lots. Add 20c for delivery for small lots. | |
| Bran, per ton, car lots on track | 37 25 |
| Shorts, car lots on track | 42 25 |
| Crushed oats | 61 00 |
| Barley meal | 58 00 |
| Barley chop | 58 00 |
| Gluten feed (23% protein)— | |
| F.O.B. Cardinal | 62 00 |
| F.O.B. Ft. William | 60 00 |
| Feed oats, per bushel | 1 05 |
| Shorts and bran delivered in Montreal \$1.00 per ton extra. | |

ers show improvement, the market is so bare of supplies that all sugar coming to hand is quickly absorbed. An advance of 25c in Redbath sugar was recorded the latter part of last week, making the Toronto price on granulated today \$9.29 per 100 pounds. Other prices were unchanged, the full range of quotations being given herewith:

| | |
|--|------|
| Atlantic, extra granulated | 9 79 |
| St. Lawrence, extra granulated. | 9 79 |
| Acadia Sugar Refinery, extra granulated. | 9 79 |
| Can. Sugar Refinery, extra granulated. | 9 29 |
| Dom. Sugar Refinery, extra granulated. | 9 79 |
| Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad- | |

vance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Stove Polish Up;
Other Lines, Too

Toronto.
STOVE POLISH, OTHER LINES.—Higher prices have been named on stove polish, the present quotations on Rising Sun, cake, No. 3 being 55c dozen and No. 1, \$1.10; Sun paste, No. 5, is 90c per dozen. X-Ray powder, No. 6, is up to 90c dozen. Printed parchment is being quoted in 1 ream lots at \$1.10 and 5 ream lots \$1.05.

An advance in klim has been recorded. The 4 oz. size, per case of 4 dozen, is now quoted at \$5.75 and in dozen lots, \$1.45; the 16 oz. size, per case of 2 dozen, is up to \$8.25, and in dozen lots is selling at \$4.15; the hotel size, six 10-lb. tins to a case, is quoted at \$18.50 per case, or \$37.00 per dozen.

The Owl brand match is a new sized package being put on the market, there being 300 matches to a box; 100 boxes in a case, these being quoted at \$6.95 per case, with freight prepaid on five case lots. This is a line to retail at 10c.

Molasses Steady;
Syrups Firm

Toronto.
MOLASSES, SYRUPS.—The market on molasses is steady though ruling with a firm undertone. The demand continues fair with stocks none too heavy, though generally considered ample. There have been no new developments in syrups. The market is firm and demand keeps up remarkably well. Prices are unchanged.

Corn Syrups—

| | |
|--|-------|
| Barrels, Crown or Bee Hive, per lb. | 0 07½ |
| Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case | 4 80 |
| Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case | 5 40 |
| Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case | 5 10 |
| Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case | 5 30 |
| Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case | 5 90 |
| Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case | 5 60 |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | |

Cane Syrups—

| | |
|---|-------|
| Barrels and half barrels, lb. | 0 07½ |
| Cases, 2-lb. tins, 2 doz. in case. | 7 00 |

Molasses—

| | |
|--|------|
| Fancy, Barbadoes, barrels | 1 05 |
| Choice Barbadoes, barrels | 0 95 |
| West India, ½ bbls., gal. | 0 56 |
| West India, No. 10, kegs | 6 50 |
| West India, No. 5, kegs | 3 25 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | 4 90 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes | 6 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes | 5 30 |
| Tins, 10-lb., ½ doz. to case, Barbadoes | 5 20 |
| Tins, 2-lb., baking grade, case 2 doz. | 5 50 |
| Tins, 3-lb., baking grade, case of 2 doz. | 7 40 |

| | | |
|--|-------|-------|
| Tins, 5-lb., baking grade, case of 1 doz. | ..... | ..... |
| Tins, 10-lb., baking grade, case of 1/2 doz. | ..... | ..... |
| West Indies, 1 1/2, 48s | ..... | 6 95 |

Canned Goods

Holding Steady

Toronto.

CANNED GOODS.—The outlook seems to be quite satisfactory and volume of business being handled generally considered fair in all lines. Supplies of the better grades of salmon in wholesalers' hands are pretty well cleaned up. Jams have been active and trade seems to be extending to all lines.

| | | |
|--|----------|----------|
| Salmon— | | |
| Sockeye, 1s, doz. | 4 00 | 4 50 |
| Sockeye, 1/2s, doz. | 2 40 | 2 50 |
| Alaska reds, 1s, doz. | 3 75 | 3 85 |
| Churns, 1-lb. talls | 2 35 | 2 60 |
| Do., 1/2s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. talls | 2 25 | 2 60 |
| Do., 1/2s, doz. | 1 35 | 1 50 |
| Cohoos, 1/2-lb. tins | 1 85 | 1 90 |
| Cohoos, 1-lb. tins | 3 45 | 3 75 |
| Red springs, 1-lb. talls | 3 65 | 3 95 |
| White springs, 1s, dozen | 2 30 | 2 35 |
| Lobsters, 1/2-lb., doz. | 8 75 | 8 75 |
| Pilchards, 1-lb. talls, doz. | 2 15 | 2 15 |
| Canned Vegetables— | | |
| Beets, 2s | 1 90 | 2 30 |
| Tomatoes, 2 1/2s | 1 80 | 2 10 |
| Peas, standard | 1 55 | 1 95 |
| Peas, early June | 1 67 1/2 | 2 25 |
| Beans, golden wax, doz. | 2 00 | 2 10 |
| Asparagus tips, doz. | 3 42 1/2 | 3 45 |
| Asparagus butts | 2 00 | 2 02 1/2 |
| Corn, 2s, doz. | 2 20 | 2 60 |
| Pumpkins, 2 1/2s | 1 80 | 2 00 |
| Spinach, 2s, doz. | 1 90 | 1 90 |
| Do., 2 1/2s, doz. | 2 52 1/2 | 2 55 |
| Do., 10s, doz. | 7 55 | 7 57 1/2 |
| Succotash, 2s, doz. | 2 30 | 2 35 |
| Pineapples, sliced, 2s, doz. | 3 20 | 3 50 |
| Do., shredded, 2s, doz. | 3 00 | 3 02 1/2 |
| Rhubarb, preserved, 2s, doz. | 2 07 1/2 | 2 10 |
| Do., preserved, 2 1/2s, doz. | 2 65 | 2 67 1/2 |
| Do., standard, 10s, doz. | 4 50 | 4 52 1/2 |
| Cherries, 2s | 2 75 | 2 90 |
| Peaches, 2s | 2 87 1/2 | 2 87 1/2 |
| Pears, 2s | 2 87 1/2 | 2 87 1/2 |
| Plums, Lombard, 2s | 1 97 1/2 | 2 22 1/2 |
| Plums, Green Gage | 2 17 1/2 | 2 37 1/2 |
| Raspberries, 2s, H.S. | 4 50 | 4 50 |
| Strawberries, 2s, H.S. | 4 50 | 4 50 |
| Blueberries, 2s | 2 10 | 2 35 |
| Preserved Fruits, Pint Sealers— | | |
| Peaches, pint sealers, doz. | 3 40 | 3 45 |
| Jams— | | |
| Apricot, 4s, each | 0 84 | 0 84 |
| Black currants, 16 oz., doz. | 3 40 | 3 90 |
| Do., 4s, each | 0 98 | 0 98 |
| Gooseberry, 4s, each | 0 84 | 0 84 |
| Peach, 4s, each | 0 82 | 0 82 |
| Red currants, 16 oz., doz. | 3 45 | 3 45 |
| Raspberries, 16 oz., doz. | 3 40 | 4 25 |
| Do., 4s, each | 0 98 | 1 10 |
| Strawberries, 16 oz., doz. | 3 90 | 4 25 |
| Do., 4s, each | 1 08 | 1 10 |

No Dates to Come ; Malaga Fruit Arrives

Toronto.

DRIED FRUITS.—Definite advice has been received from the United States Food Administration that no licenses will be granted for the export of dates to Canada. The feeling prevailed that these might be released, but now there seems to be absolutely no chance of any arrivals. Some Malaga fruit has arrived in New York for Canada and every effort to have shipment rushed to the trade for Christmas selling is being exerted. A price has been named on Wagstaffe's cut peel, lemon, orange and citron, in boxes of 12 pounds of 35c per pound.

| | | |
|--|----------|----------|
| DRIED FRUITS. —Stiffer prices are | | |
| Apples, evaporated, Ontario | 0 18 | 0 20 |
| Do., do., New | 0 16 1/2 | 0 16 1/2 |
| Apricots, unpitted | 0 16 1/2 | 0 16 1/2 |
| Do., fancy, 25s | 0 38 | 0 38 |
| Do., choice, 25s | 0 25 1/2 | 0 27 |

| | | |
|----------------------------------|----------|----------|
| Do., standard, 25s | 0 22 1/2 | 0 26 |
| Candied Peels, American— | | |
| Lemon | 0 43 1/2 | 0 43 1/2 |
| Orange | 0 45 1/2 | 0 45 1/2 |
| Citron | 0 53 | 0 53 |
| Currants— | | |
| Grecian, per lb. | 0 26 | 0 28 |
| Australians, lb. | 0 30 | 0 35 |
| Dates— | | |
| Excelsior, kgs., 3 doz. in case | 6 50 | 6 75 |
| Dromedary dates, 3 doz. in case | 7 50 | 7 75 |
| Figs— | | |
| Taps, lb. | ..... | ..... |
| Malagas, lb. | ..... | ..... |
| Comadre figs, mats, lb. | 0 13 | 0 14 |
| Cal., 4 oz. pkgs., 70s, case | 5 00 | 5 00 |
| Cal., 8 oz., 20s, case | 3 25 | 3 25 |
| Prunes— | | |
| 30-40s, per lb. | 0 18 | 0 18 |
| 40-50s, per lb. | 0 19 | 0 19 |
| 50-60s, per lb. | 0 16 1/2 | 0 18 |
| 70-80s, per lb. | 0 14 1/2 | 0 16 |
| 80-90s, per lb. | 0 13 1/2 | 0 14 1/2 |
| 90-100s, per lb. | 0 12 1/2 | 0 13 |
| 100-120s | 0 10 1/2 | 0 10 1/2 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | 0 24 | 0 24 |
| Choice, 25-lb. box, peeled | 0 25 | 0 25 |
| Fancy, 25-lb. boxes | 0 22 | 0 22 |
| Practically peeled, 25-lb. boxes | 0 22 1/2 | 0 22 1/2 |
| Extra choice, 25-lb. box, peeled | 0 26 | 0 26 |
| Raisins— | | |
| California bleached, lb. | 0 17 | 0 18 |
| Seeded, fancy, 1-lb. packets | 0 16 | 0 16 |
| Seedless, 16-oz. packets | 0 16 | 0 16 |
| Seedless, Thompson's, 25s. | 0 16 | 0 16 |
| Do., Bakers, Thompson's, 50s | 0 17 1/2 | 0 18 |
| 1 Crown Muscatels, floated, 50s | 0 14 | 0 14 |

Teas of Quality

Very Scarce

Toronto.

TEAS.—Teas of quality are very scarce on the spot. With the commonest grades supplies are still plentiful. A sharp advance in teas is looked for in some quarters now that there is a possibility of overseas shipments to countries that have been at war. There seems a possibility, too, that Java teas may now move directly to Holland and that fairly heavy shipments overseas from America may be made seems likely.

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

General Revision in

Coffee Prices

Toronto.

COFFEE.—A general revision in coffee prices upward has been effected. The signing of the armistice seems to have been the signal for sharp advances in Santos, prices in New York from Friday last to Tuesday of this week going up 5c, reaching the highest point since 1878. The market is excited and more or less demoralized, but the feeling prevails that high coffee is likely for some time to come. A shipment of 20,000 bags coffee and 30,000 bags cocoa reached St. John, N.B., the latter part of last week, the first direct shipment recorded from South America to Canada. It is indicated, however, that arrival will do no more than replenish depleted stocks.

| | | |
|---------------------------|------|------|
| Coffee— | | |
| Java, Old Government, lb. | 0 38 | 0 44 |
| Bogotas, lb. | 0 35 | 0 38 |
| Guatemala, lb. | 0 34 | 0 36 |
| Maracibo, lb. | 0 35 | 0 36 |

| | | |
|-------------------------|-------|-------|
| Mexican, lb. | 0 35 | 0 35 |
| Jamaica, lb. | 0 33 | 0 34 |
| Blue Mountain Jamaica | 0 46 | 0 46 |
| Mocha, lb. | 0 38 | 0 40 |
| Mocha, Arabian, lb. | ..... | ..... |
| Rio, lb. | 0 27 | 0 32 |
| Santos, lb. | 0 32 | 0 35 |
| Santos, Bourbon, lb. | 0 34 | 0 36 |
| Ceylon, Plantation, lb. | 0 39 | 0 41 |
| Chicoory, lb. | 0 30 | 0 32 |
| Cocoa— | | |
| Pure, lb. | 0 25 | 0 30 |
| Sweet, lb. | 0 20 | 0 24 |

Peppers Rule Firm; Cloves Steady, Scarce

Toronto.

SPICES.—Reports from United States points show that peppers are higher and firmer and cables from the Orient indicate a much higher basis in the Orient. Cloves are steady and scarcer on spot. What may develop as a result of armistice now effective is just a little uncertain. The feeling prevails, however, that with shortage of shipping space, which must be noticeable for some time to come, with a large percentage of Europe starving, and the larger scale of domestic distribution in evidence, that sharp recessions in prices are not likely, if any occur at all. Locally, prices rule without change.

| | | |
|--|-------|---------|
| | | Per lb. |
| Allspice | 0 18 | 0 25 |
| Cassia | 0 33 | 0 45 |
| Cinnamon | 0 45 | 0 60 |
| Cayenne | 0 30 | 0 35 |
| Cloves | 0 75 | 0 85 |
| Ginger | 0 30 | 0 45 |
| Herbs— sage, thyme, parsley, mint, savory, marjoram | 0 40 | 0 70 |
| Pastry | 0 28 | 0 40 |
| Pickling spice | 0 22 | 0 30 |
| Mace | 0 90 | 1 10 |
| Peppers, black | 0 44 | 0 46 |
| Peppers, white | 0 50 | 0 55 |
| Paprika, lb. | 0 60 | 0 65 |
| Nutmegs, selects, whole, 100s | 0 45 | 0 50 |
| Do., 80s | 0 60 | 0 65 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 35 | 0 45 |
| Celery seed, whole | 0 75 | 0 75 |
| Coriander, whole | 0 25 | 0 35 |
| Caraway seed, whole | 0 90 | 1 00 |
| Tumeric | 0 30 | 0 30 |
| Cream of Tartar— | | |
| French, pure | 1 00 | 1 10 |
| American high test | ..... | ..... |
| 2-oz. packages, doz. | 2 00 | 2 00 |
| 4-oz. packages, doz. | 3 50 | 3 50 |
| 8 oz. tins, doz. | 6 75 | 6 85 |
| Tartarine, barrels, lb. | | |
| Do., 8 oz., doz. | 1 75 | 1 75 |
| Do., 16 oz., doz. | 3 25 | 3 25 |

Nut Markets

Firm; Selling

Toronto.

NUTS.—The tendencies generally are firm locally, though no marked changes have occurred. Brazil nuts in the shell are quoted as high as 30c per pound. Tarragona almonds show a lower tendency abroad, but this, it is thought, is due in a measure to difference in exchange on the Spanish peseta. Jamaica cocoanuts are being quoted to arrive, in about a week's time, at \$9.00 per sack.

| | | |
|---------------------------|-------|-------|
| Almonds, Tarragonas, lb. | 0 27 | 0 32 |
| Chestnuts, Canadian, peck | 2 50 | 2 75 |
| Walnuts, Bordeaux | ..... | ..... |
| Walnuts, Grenobles, lb. | 0 30 | 0 35 |
| Walnuts, Manchurian, lb. | ..... | ..... |
| Filberts, lb. | 0 24 | 0 25 |
| Pecans, lb. | ..... | ..... |
| Cocoanuts, Jamaica, sack | ..... | 9 00 |
| Peanuts, Jumbo, roasted | 0 25 | 0 26 |
| Do., Fancy, roasted | 0 23 | 0 24 |
| Brazil nuts, lb. | 0 27 | 0 30 |
| Shelled— | | |
| Almonds, lb. | 0 51 | 0 55 |
| Filberts, lb. | 0 38 | 0 45 |

| | | |
|---------------------------------|------|------|
| Walnuts, lb. | 0 78 | 0 85 |
| Peanuts, Spanish, lb. | 0 19 | 0 20 |
| Do., Chinese, 30-32 to oz. | 0 17 | 0 18 |
| Brazil nuts, lb. | 0 85 | |

Beans Unchanged;
Little Movement

Toronto.
BEANS.—There is little new to report in beans. Sales are within rather narrow channels and prices unchanged at following levels:

| | | |
|---|--------|--------|
| Ontario, 1-lb. to 2-lb. pickers, bu. | \$6 00 | \$6 75 |
| Do., hand-picked | 8 00 | |
| Can. White Kidney Beans, bush. | 8 40 | 9 00 |
| Japanese Kotonashi, per bush. | 8 00 | |
| Rangoons, per bush. | 6 00 | 6 50 |
| Limas, per pound | 0 17½ | 0 19 |

Rice Situation
Steady; Fair Sales

Toronto.
RICES.—The market generally is steady and sales are maintained on a fairly satisfactory basis. Quotations are firm and unchanged at following levels:

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

Package Goods
Hold Unchanged

Toronto.
PACKAGE GOODS. — There have been no new developments in package goods during the week. Prices are firm and demand normal. H. & L. package peas, 48 15c size, are quoted at \$1.45 dozen in full case lots and \$1.50 in smaller quantities.

Honey Ruling High;
Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—Prices on honey are ruling high, clover in 5-lb. tins being quoted up to 31c and 10-lb. tins, 30c per pound. The demand is small with good supplies available. Maple syrup is steady and unchanged.

| | | |
|---|-------|------|
| Honey— | | |
| Clover, 2½-lb. tins | 0 29 | 0 30 |
| 5-lb. tins | 0 28 | 0 31 |
| 10-lb. tins | 0 28 | 0 30 |
| Buckwheat, 60-lb. tins | 0 27½ | 0 28 |
| Comb, No. 1, fancy, doz. | 3 75 | 4 25 |
| Do., No. 2, doz. | 3 00 | |
| Maple Syrup— | | |
| No. 1, 10-lb. tins, 6 to case ... | 15 10 | |
| No. 2, 5-lb. tins, 12 to case ... | 17 10 | |
| No. 3, 2½-lb. tins, 24 to case ... | 18 50 | |
| No. 3, 32-oz. bottles, 24 to case ... | 16 70 | |
| Gallon tins, Imperial, per gal. | 2 25 | |
| 5-gallon tins, Imperial, per tin | 10 50 | |
| Barrels, 25 or 40 Imp. gals., gal. | 2 00 | |

Oranges Easier;
Lemons, Grape Fruit, Too

Toronto.
FRUITS.—A decline in oranges is noticeable locally. This is true also of primary points, Floridas having eased away somewhat. Supplies coming to hand are very good and quality said to be excellent. Mexican oranges are now

on the market, a sound fruit, good color and considered good value. A moderate supply throughout the season is looked for. There is no word of any shipments of Messina lemons and none are now looked for this year. On California the prices are lower and this condition is reflected locally as well. Grape fruit is slightly lower at primary points and a revision downward has occurred here. These are plentiful, but with consumption good there is no glut on the market. Boxed apples are very firm for all varieties left. Sales have been very good on all lines.

| | | | |
|---|-----------|-----------|-----------|
| Apples— | | | |
| 11-qt. basket | 0 30 | 0 50 | |
| Do., B.C. McIntosh Reds, box | 3 25 | 3 50 | |
| Do., B.C. Jonathans, box | 3 25 | 3 50 | |
| Do., in Barrels. No. 1 No. 2 No. 3 | | | |
| Kings | 6 00 | 5 50 | 5 00 |
| Greenings | 5.00-5.50 | 4.50-5.00 | 3.25-4.25 |
| Baldwins | 5.00-5.50 | 4.50-5.00 | 3.25-4.25 |
| Wealthys | 5 00 | 4 50 | 4 00 |
| Blenheims | 5.00-5.50 | 4.50-5.00 | 4 00 |
| Ribstons | 5 00 | 4 50 | 4 00 |
| Alexanders | 5 00 | 4 50 | 4 00 |
| Wolf River | 5 00 | 4 50 | 4 00 |
| St. Lawrence | 5 00 | 4 50 | 4 00 |
| Snows | 6 50 | 6 00 | |
| C. Pippin | 5.00-5.50 | 4.50-5.00 | 3.25 |
| Bananas, per lb. | | | 0 07 |
| Cranberries, bbls. | | 12 00 | |
| Do., boxes (28-30 qts.) | | | 4 75 |
| Grapes— | | | |
| Do., Cal. Emperors, lugs (box) | | 3 75 | |
| Do., Do., kegs | | 8 50 | |
| Do., Almeria | | 9 00 | 13 00 |
| Grapefruit— | | | |
| Florida, 46s, 54s | | 5 00 | |
| Do., 64s, 80s | | 5 25 | 5 50 |
| Do., 96s | | | 5 50 |
| Oranges— | | | |
| Valencias— | | | |
| Do., 126s | | 4 50 | |
| 80s, 96s, 100s | | 10 00 | |
| 126s | | 11 00 | |
| 150s, 176s, 200s, 216s, 250s, 288s | | | 13 00 |
| Do., 126s | | 4 50 | |
| Florida, 126s, 150s, 176s, 200s, 216s, 250s, 288s | | 8 00 | |
| Lemons, Cal., case | | 10 00 | |
| Pears, Cal. Columbias, box | 5 00 | 5 50 | |
| Do., Cal., Anjous, box | | 5 50 | |

Potatoes in Fair Supply;
Uncertain Grade

Toronto.
VEGETABLES.—Indications now are that Ontario potatoes are turning out very well as far as quantity is concerned and the same seems to be true of New Brunswick. As far as the Ontario is concerned, however, these appear somewhat green, which would indicate a poor quality for storage. It is indicated that enquiries are being received re situation and there seems to be some chance of export business. Onions are only in fair supply and the demand seems to have fallen off somewhat. There is nothing to report in cabbage yet.

| | | |
|---|------|------|
| Cabbage, Can., crate | | |
| Do., do., doz. | | |
| Celery, Fancy Theford, crates | 4 50 | |
| Onions, Can. Yellow, 100-lb. bag. 2 25 | 2 40 | |
| Potatoes, New Jersey sweet, ham-per | | 3 00 |
| Potatoes, Ontario, bag | 1 75 | 1 85 |
| Do., N.B. Delawares, bag | | 2 15 |

Market Holds
Steady on Flour

Toronto.
FLOUR.—The market holds steady and there is little new to report. Mills

are obtaining good production and demand is very good.

| | | |
|---|---------|---------|
| FLOUR | | |
| Government Standard, 74% Extraction. | | |
| Manitoba Wheat Flour, in carload shipments, on track, bbl. | \$11 40 | \$11 50 |

Mill Feeds
Continue to Sell

Toronto.
MILL FEEDS.—There seems to be little let up in the demand and supplies are going forward about as rapidly as available. Prices are unchanged.

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

Hominy Lower;
Barley Flour Down

Toronto.
CEREALS.—A decline in hominy grits of 50c and in pearl hominy of 25c per 98-lb. bag has been recorded. Barley flour is also somewhat lower and oat flour has come down a little. The market on all cereals seems fairly steady and the feeling prevails that these conditions will obtain for some little time. Range of quotations to the trade to-day follow:

| | | |
|-------------------------------------|----------------|--------|
| | Single Bag | Lots |
| | F.o.b. Toronto | |
| Barley, pearl, 98s | \$6 25 | \$6 75 |
| Barley, pot, 98s | 5 00 | 5 20 |
| Barley Flour, 98s | 6 00 | 6 75 |
| Buckwheat Flour, 98s | 7 25 | 8 00 |
| Cornmeal, Golden, 98s | 5 15 | 6 00 |
| Do., fancy yellow, 98s. | 4 65 | 5 40 |
| Corn flour, white, bbl. | 10 35 | 11 15 |
| Do., Government standard, bbl. | 9 35 | 10 15 |
| Hominy grits, 98s | 5 50 | 6 60 |
| Hominy, pearl, 98s | 5 25 | 6 10 |
| Rolled Oats, 90s | 5 10 | 5 25 |
| Oatmeal, 98s | 5 85 | 6 00 |
| Potato Flour, lb. | | 0 18 |
| Oat Flour | 5 65 | 6 20 |
| Rolled wheat, 100-lb. bbl. | 6 75 | 7 00 |
| Rice Flour, per 100 lbs. | 9 50 | 12 00 |
| Rye Flour, 98s | 6 50 | 7 25 |
| Peas, split, lb. | 0 08 | 0 09½ |
| Blue peas, lb. | 0 11 | 0 15 |

Above prices give range of quotations to the retail trade.

BRITISH PEOPLE UNDER JAM RATION

According to an order of the British food controller, effective November 4, sirup, molasses, honey, jam and marmalade will be rationed in Great Britain. While the British people have been on an allowance of 2 pounds of sugar per month the same basis as exists in the United States, the new regulation will make it impossible to supplement this ration with unlimited supplies of other sweeteners, as exists in the United States. The size of the new rations will not exceed 4 ounces per week. So long as supplies permit, however, a supplementary ration of 2 ounces per week will be given children between 6 and 18 years.

The rationing of jam in England will be equally as discomfoting as the sugar limitation, as jam has been used more than formerly to help out in the small butter ration of 5 ounces per week. The fruit crops of England were abnormally poor this year, practically all the fruit produced being bought by the Army and the Navy for jam-making purposes.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Nov. 12. — Wholesalers generally admit that business is very quiet. Cheese has advanced to 28½ cents. This has not checked the demand, which has been steady all fall. Fresh eggs are 90 cents a dozen, but there is a lot of B. C. storage going on the market at 68c. Butter is firm and unchanged, but lard has advanced a cent. Smoked meats are firm with the demand increasing somewhat with the coming of colder weather. Oranges are \$16 and lemons \$14. Potato market is quiet with no price changes.

| | |
|---|------------|
| Sugar, pure cane, gran., 100 lbs. | 9 45 |
| Flour, war grade, Manitoba, per per bbl., in car lots | 10 80 |
| Rice, Siam, No. 1, per ton | 4 20 |
| Do., Siam, No. 2 | 1 85 1 90 |
| Rice, China, 44 lb. mats, No. 1. | 1 90 1 95 |
| Do., No. 2 | 1 75 1 80 |
| Beans, Japanese, per lb. | 0 10 0 12 |
| Beans, B.C., white | 0 14½ 0 15 |
| Potatoes, per ton | 40 00 |
| Potatoes, lowland | 45 00 |
| Potatoes, asheroft | 0 34½ |
| Lard, pure, in 400-lb. tierces, lb. | 0 26¼ |
| Lard compound | 0 52 |
| Butter, fresh made creamery, lb. | 0 28¼ |
| Cheese, Canadian | 0 35¾ |
| Margarine | 0 90 |
| Eggs, new-laid, in cartons, doz. | 0 68 |
| Do., storage | 5 25 |
| New Cal. figs, 70 4-oz. pkgs. | 0 30 |
| Almonds | 0 30 |
| Brazils | 0 30 |
| Filberts | 0 30 |
| Cal. Walnuts | 0 30 |
| Cal. Walnuts, No. 2 | 0 25 |
| Walnuts, Manchurian | 0 25 |
| Peanuts | 0 25 |
| Charge for roasting, per sack | 1 00 |
| Oranges, box | 16 00 |
| Lemons | 14 00 |

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 12.—Rolled oats has dropped twenty cents to \$4.60. Siam rice is quoted at \$9.25 to \$10.00. China, \$4.70 to \$4.95 per mat. There has been an advance in tomatoes twos and halves in some quarters, quotations now from \$3.75 to \$4.25. Evaporated apples offering at 18 cents for fifties, 18¼c for twenty-fives. Large cheese, 28c. Storage eggs, \$15.50 to \$16.00. Gallon blueberries are now here and are quoted \$4.65 to \$5.00. Case lemons, \$14.00. Florida oranges are now arriving and are quoted \$10. New California navels are expected on the 18th and are quoted to arrive at \$14.00 case.

| | | |
|------------------------------------|-------|-------|
| Beans, small, ivory, lb. | 0 07½ | 0 09 |
| Beans, Kootenashi | 14 00 | |
| Flour, 98s, per bbl. | 10 85 | |
| Rye flour, 49s, per bbl. | 10 80 | |
| Cornmeal, 24s, per bbl. | 11 00 | |
| Rolled oats, 83s | 4 60 | |
| Rice, Siam, cwt. | 9 25 | 10 00 |
| Rice, China mat. | 4 70 | 4 95 |
| Tapioca, lb. | 0 14 | |
| Sago, lb. | 0 14 | |
| Sugar, pure cane, granulated, cwt. | 10 87 | |
| Cheese, No. 1, Ontario, large | 0 28 | |
| Butter, creamery, lb. | 0 49 | |
| Do., dairy, lb. | 0 35 | 0 40 |
| Lard, pure, 3s, per case | 18 90 | |
| Eggs, new-laid, case | 16 00 | |
| Eggs, No. 1 storage, case | 15 50 | 16 00 |
| Candied peel, lemon, lb. | 0 34½ | |
| Do., orange, lb. | 0 36½ | |
| Do., citron, lb. | 0 39½ | |
| Tomatoes, 2¼s, stand. case, spot | 3 75 | 4 25 |
| Corn, 2s, case | 4 95 | 5 00 |
| Peas, 2s, standard case | 3 50 | 3 50 |
| Apples, gals., Ontario, case | 2 20 | 2 85 |
| Strawberries, 2s, Ontario, case | 8 50 | 8 50 |
| Raspberries, 2s, Ontario, case | 8 50 | 8 75 |
| Cherries, 2s, red, pitted | 6 40 | |
| Apples, evaporated, 50s, lb. | 0 18 | 0 18 |
| 25s, lb. | 0 18¾ | 0 18 |
| Apricots, evaporated, lb. | 0 26 | 0 29 |
| Peaches, evaporated, lb. | 0 18 | 0 20 |
| Peaches, 2s, Ontario, case | 4 75 | 4 75 |
| Salmon, pink, tall, case | 9 00 | 10 25 |
| Salmon, Sockeye, tall, case | | |
| Do., halves | 30 00 | |
| Potatoes, per ton | 14 00 | |
| Oranges, navels | 14 00 | |
| Oranges, Florida | 10 00 | |
| Lemons, case | 14 00 | |
| Grapefruit | 7 50 | 8 00 |

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, Sask., Nov. 12.—There have been no noticeable changes in market conditions as a result of the announcement of signing of armistice. Apples are apparently plentiful on the market, a carload having arrived and some difficulty is being experienced in finding a sale. The Board of Trade are taking up the dried fruit situation with view to securing some for Western market. The orange and lemon shortage continues. Fresh eggs are retailing for 60c.

| | |
|--------------------------------|-------|
| Beans, small white Japans, bu. | 7 50 |
| Beans, Lima, per lb. | |
| Flour, standard, 98s | 5 57½ |
| Molasses, New Orleans, gal. | 0 75 |
| Rolled oats, balls | 4 85 |
| Rice, Siam, cwt. | 9 25 |
| Sago, lb. | 0 12½ |
| Tapioca, lb. | 0 15 |
| Sugar, pure cane, gran., cwt. | 10 69 |
| Cheese, No. 1 Ontario, large | 0 27½ |
| Butter, creamery | 0 50 |
| Lard, pure, 3s, per case | 18 40 |
| Bacon, lb. | 0 47½ |
| Eggs, new-laid | 0 60 |
| Pineapples, case | 5 75 |
| Tomatoes, 3s, standard case | 4 50 |
| Corn, 2s, standard case | 4 85 |
| Peas, 2s, standard case | 3 60 |
| Apples, gal., Ontario | 2 40 |
| Apples, evaporated, per lb. | 0 19½ |
| Strawberries, 2s, Ont., case | 8 60 |
| Raspberries, 2s, Ont., case | 8 70 |
| Peaches, 2s, Ontario, case | 4 65 |

| | |
|------------------------------------|-------------|
| Plums, 2s, case | 3 40 |
| Salmon, finest Sockeye, tail, case | 18 00 |
| Salmon, pink, tall, case | 9 25 |
| Pork, American clear, per bbl. | 40 75 41 00 |
| Onions, ton | 69 00 |
| Potatoes; bushel | 1 00 |
| Apples, Washington, box | 2 50 2 25 |
| Pears, Washington, box | 4 00 |
| Grapefruit | 7 50 8 00 |
| Cranberries, bbl. | 15 00 |

MAY EXPORT LINSEED PRODUCTS TO CANADA UNDER LICENSE

The United States War Trade Board, after consultation with the United States Food Administration and the Canada Food Board, announces in a new ruling that applications for licenses to export linseed oil cake or linseed oil meal to Canada will now be considered, when presented as follows:

Every application for an export license must have attached thereto a Canadian import permit, issued to the consignee by the Canada Food Board, Ottawa, for the importation of the quantity mentioned in the application for an export license.

Exporters, therefore, should obtain such Canadian import permits from their Canadian customers before making application to the United States War Trade Board for an export license.

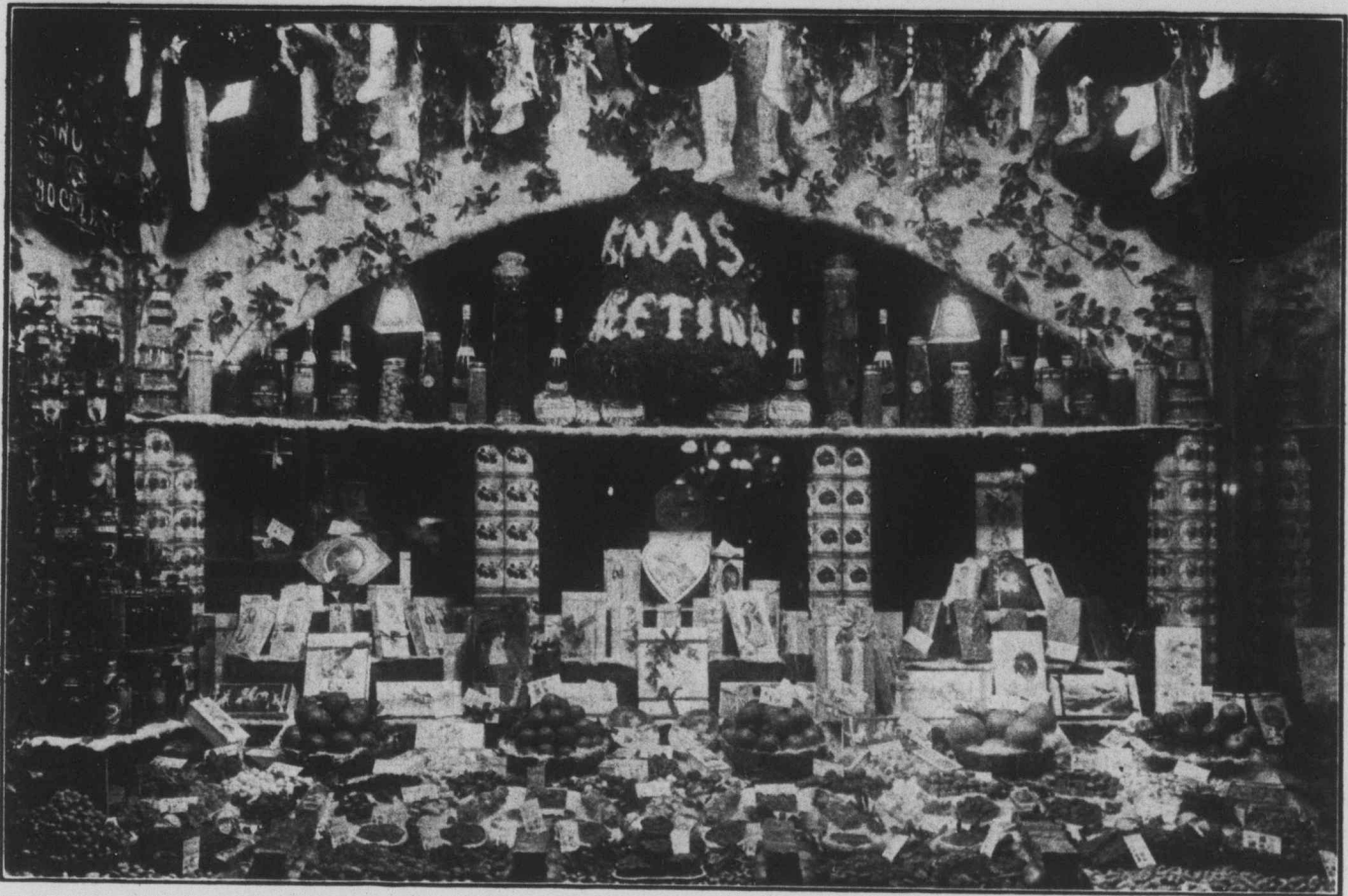
U.S. PROPOSE TAX ON RETAILERS' SALES

One of the new suggestions for taxation in connection with the United States Government revenue bill is a sales tax of one cent on a dollar on all sales by wholesalers and jobbers. Another is a retailer tax of one cent on a dollar. These have been proposed by Senator Smoot and, according to the figures of the Senator, the first plan will produce revenue of \$3,500,000,000 and the latter \$1,250,000,000.

The first amendment is objected to, as it would lead to many annoyances in the transaction of business and in all probability would prove to be very unpopular.

In the ordinary course of trade, it was argued, it is not unlikely that many commodities would change hands five or six times from producer to consumer until the tax would be five, six, seven or even ten per cent. on the original first hand price.

"It is conceded by Senator Smoot that this amendment is hardly likely to be accepted by the committee. The tax of one cent on the dollar on retail sales is more likely to receive support. It would, like the other tax, be in principle a tax on the consumer—the man with the family to support—and it would not put any very heavy burden on those who enjoy wealth. But it is claimed that the tax would be as equitable as any that could be devised.



A specimen Christmas window decoration, demonstrating what can be done with a little pains.

TO INCREASE SALMON RUN

Dominion and British Columbia provincial officials are planning to make a fresh effort to revive the run of the pink salmon in the Fraser River, as an offset to the unfortunate interruption of the run when there were heavy landslides five years ago that depopulated the stream of sockeyes at the time of their "big run."

The pink salmon, formerly termed the humpback, have heretofore only run in the Fraser every other year. In

many northern coast streams the pink salmon run every year, and in some others they run as they do in the Fraser, every other year. An effort will now be made to establish a run every year.

Pink salmon eggs will be collected at northern streams and transferred to hatcheries on the Fraser, and the young liberated in that watershed. Provincial hatchery at Seton Lake will be used in this experiment for the stocking of the waters north of Hell's Gate canyon.

Since 1915 no pink salmon have been seen on any of the spawning beds of the Fraser above the Hell's Gate Canyon. It is hoped by the operation of the Seton Lake hatchery that the run to the upper section of the Fraser may be restored in the odd years and a run established in the even years.

Up to six years ago little value was attached to the runs of pink salmon in the streams of this province. With the decline of the pack of other grades and the increased demands for all classes of canned goods, caused by the war, a market has been created for pink salmon that cannot now be supplied.

The fact that runs of Pacific salmon have been established in New Zealand, and that pink salmon have been established in the streams of the State of Maine, is deemed sufficient evidence to warrant the conclusion that an annual run can be created in the Fraser every year.

BURN WATER INSTEAD OF COAL

Issued by the Ontario Fuel Administration.

Temperature recommended by the Ontario Fuel Administration for working and living-rooms, 64 F.

(64 is the "optimum" temperature, or the degree of heat, at which science agrees man is at his best)

Temperature recommended for sleeping-rooms, 56 F. or less.

"Make water warm you instead of burning an excessive amount of coal to do it," is the advice of the Ontario Fuel Administration in urging the importance of properly moistening the air in the home.

Dry air at 70 or 72 may feel cooler than moist air at 60°, the Administration declares. Moist air holds the heat longer and saves coal.

There are ten per cent. more deaths at a given temperature if the relative humidity is below 40 per cent. than if it is above 70 per cent.

Give the air a drink out of a pan instead

of off your skin. Evaporation from the skin renders one susceptible to colds, catarrh and other diseases of the respiratory organs.

As much, if not more, attention should be paid to the humidity reading as to thermometer reading. A hydrometer, as well as a thermometer, should be in the home.

The Department urges every householder to follow these simple rules for humidifying air in the homes:—

When the house is heated by stove, have a pan of water or a boiling kettle always on top.

If by warm air, see that the water retainer in the hot-air jacket of the furnace is always well filled. Place open pans of water near the registers.

In cases where steam or hot water systems are employed, provide humidifiers, or pans of water, for every radiator.

The average room may require a quart of water per day. Change water frequently.

HE DIDN'T ENJOY IT

A Dutchman, returning from a hunting expedition, was met by a friend, who, noting the flatness of his game bag said tauntingly: "Well, I see you've been hunting."

The luckless one nodded.

"Did you shoot anything?" persisted the friend.

"Vell," was the reply, "I shot my dawg."

"Shot your dog?" asked the friend in amazement. "Was he mad?"

"Vell, he wasn't so tam pleased," retorted the Dutchman.

PRODUCE AND PROVISIONS

Swelling Sales by Swift Service

Speed in Making Deliveries Built Big Business For Henry Gatehouse and Son — Six Swift Autos Make Five Deliveries Daily—Whole Island of Montreal Covered —Three Reserve Deliveries—Fresh Fish and Poultry Business of Big Proportions—Whetting Fish Demand Through Advertising

A REMARKABLE business has been developed for fresh fish and poultry by Henry Gatehouse and Son, Dorchester street, Montreal. Its success was built on the speed with which prime fish and poultry could be delivered to the busy housewife, ready for the oven or the frying pan. And the firm would no more think of permitting its swift service decline than it would of failing to give a customer courteous attention. For the foundation of the business has been unquestionably built on this quick delivery feature more than on any other one principle.

"It's Gatehouse Service"

It would be safe to say that the success of a fresh fish business depends upon the limiting of the time when the fish comes from the net and is delivered to the housewife's kitchen. For the more palatable this food, the more repeat sales will the seller be able to count. And the Gatehouse policy has been that of shortening this time between the fishing ground and its ultimate destination to the very fewest number of hours. For even an extra hour might mean loss.

In speaking with Mr. Gatehouse a few days ago, CANADIAN GROCER was impressed with the enthusiasm he had

for this business. Whether it is the policy of the firm or not that is responsible, Mr. Gatehouse is an enthusiast and devotes his time to the supervision of the receipt and delivery of his fish and poultry so that there will be no interference with the service so well established. In other words "Gatehouse Service" must never be permitted to lag.

Maintaining Fresh Fish

It is interesting to know how fresh fish was always maintained in such quantities as to meet the large trade of the store.

The secret of having fresh fish every day in the week, with larger supplies several times a week than on other days has been that of getting the fish forward by express, regardless of the cost. Mr. Gatehouse was very clear on the necessity of doing this. It was a matter of maintaining the trade that had been so carefully cultivated, and the cost of transportation never interfered with regular or special shipments. Not only were fish received every day fresh from the water, but often several shipments came to hand every day. This means considerable expense, of course, but the Gatehouse business has been long established and has grown proportionately

as the special service afforded the public became generally known.

From Depot To Store

"How do you arrange to get your supplies from the Express Co.," was asked of Mr. Gatehouse.

"We do not always depend on the delivery of the company. This is sometimes satisfactory, but we have shipments coming in so frequently, and there are sometimes so many late trains that we keep in communication with the express office by telephone often. If a shipment is delayed in this way we have one of our heavy auto trucks there to meet the train and to bring the fish direct to our store."

All Fish Are Cleaned

"We never send out fish that are not ready for the customer," said Mr. Gatehouse. There are men engaged to clean the fish as soon as received, and these men are trained for just this work. It may add slightly to the cost, but, as pointed out to the writer, the average housewife or even the maid will not clean a fish. They are quite willing to pay a little extra for this. And with the thousands of pounds of fish that are sold every week the cost of this added service is much reduced. In addition to this, the customer, having



The fleet of automobiles used by Henry Gatehouse to keep his delivery service up to a high mark of efficiency

nothing to do but wipe the fish off, and prepare it as she desires for the frying pan or the oven, has no memory of the unpleasant operation of scaling and cleaning, and is the more likely to use fish regularly several times a week. All filleting of fish is also done when this is necessary.

The All-Essential Delivery

The fish business then might be said to rest on the two essentials: freshness of fish in the first place, and swift delivery in the second. This quick service is maintained through the use of motor cars, and no fewer than six of them are used. The accompanying photograph graphically indicates the importance of this indispensable link between the store and the customer. Without it, and unless it were maintained on rigid schedule, the Gatehouse service would sometimes be sadly interfered with. For this reason, and with a view to meeting all emergencies, three additional cars are kept in reserve to respond at a hurry up call over the telephone in taking up the work of a disabled car immediately. For instance, these six cars start out in the morning at eight o'clock. One of them reaches the top of a hill in Westmount and an axle breaks. The driver calls the store. His trouble quickly explained, a reserve car is dispatched to the spot indicated; the load is transferred and the service continued. At most, perhaps no more than half an hour is lost, and, of course, such contingencies will happen even with the most important express train. This added provision for the unexpected has proved the part of wisdom in the general delivery policy. Seventeen horses used to be maintained and several are still in reserve if required.

As a further mark of completeness in the delivery scheme the city of Montreal is divided into six zones. In this way the central, eastern, western, the north and south districts, as well as those more remote are afforded a service that is prompt and unique. In fact it has been so well developed that Mr. Gatehouse proudly said, "We cover the whole Island of Montreal." And this is a service of which a storekeeper in Montreal might well be proud, for the Island of Montreal covers a great many square miles and contains probably three quarters of a million souls.

In furtherance of the plan to give efficient service and promptness, deliveries are made at 7, 9 and 11 a.m. and at 3 and 5 p.m. That is something that one would consider it hard to beat and yet—the inconsiderate public—well, some folk could never be satisfied, and Mr. Gatehouse has had his patience tried often enough. In a general way most customers are reasonable and the others want to complain even when they have no ground on which to stand.

The Biggest Sellers

In discussing the lines which bulked largest in sales, Mr. Gatehouse stated that haddock and cod had been the favorites for some time. They were reliable and of good flavor. The price was

reasonable and within reach, and when prepared ready for use, they met with real favor by the general trade of the store. Of course, a lot of halibut is sold but this fish had been somewhat scarce. It was not a matter of cost altogether, for the trade to which this store caters is a select one and it will pay for the kind of food it wants. It must ever be of the best and palatable. To send out a tainted fish would be as ruinous as to be discourteous to a patron.

Maintaining Help Problem

The question of help is one that has troubled every merchant more or less. This has been more serious the past few years than ever before. "I had three men short to-day," said Mr. Gatehouse. "They will perhaps come around in the morning, if they feel like it, and I am not in a position to make much complaint. For they will simply walk on to another position elsewhere. We cannot say too much to them if they are needed, and the class of men required on delivery cars cannot be readily picked up. They have to possess some knowledge of a car."

In this respect it might be also stated that the average salary of help has so increased as to make the overhead in wages break all records. This is why the retailer of to-day has an added anxiety when the help he does depend on too manifestly asserts its independence.

Palate-Whetting Advertising

An interesting side of the development of this fresh fish and poultry business is that of its palate-whetting advertising. CANADIAN GROCER was interested in this feature, for it had been observed that the policy followed was consistent, and the short and pithy messages in the daily papers had possessed an appeal to the prospective fish buyer—all their own.

"You may have noticed that our advertisements were not run for a time, and that some of them that were used did not have the real flavor to them that we wanted," said Mr. Gatehouse. "We had a young lady in our employ who wrote those for us. She was given the bare facts as to what we wished and then she wrote them, always managing to do so in a way that appealed to the public. She was called to go overseas, and then a change in her plans made it possible to re-engage her, so we can run the same class of "ads" again."

Just look at one of the advertisements used—"Look Ahead for Thanksgiving." There is an irresistible appeal for any who enjoy fresh-killed ducks, roasting chickens, geese or turkey. And the timeliness of the appeal is also a feature, this advertisement appearing about a week before Thanksgiving. The power of suggestion bulks large in the store's advertising invariably, and that's the kind worth while.

If every first customer could be made a customer always, merchandising would be an attractive vocation. The Gatehouse way is a good one, for it is sig-

nificant to note that fully 80% of the business comes over the telephone. Four of these are at the disposal of the public and for a great part of the day they are almost constantly busy.

In this respect it is to be remembered that the importance of giving a high-grade service is vital. Supposing that a woman called for a fresh order of filleted fish. The order must be filled as carefully as though she were personally selecting the same. And in view of the fact that this business has expanded so considerably in the matter of "over-the-phone" business, it speaks unmistakably of the advantage in filling with extreme care all orders received.

UNITED STATES GOVERNMENT STORAGE REPORT SEPT. 1, 1918

Eggs:—Reports from 499 cold storages show that their rooms contain 6,237,118 cases eggs. Reports of 11 storages are not yet received. On the basis of previous reports their holdings for Sept. 1 are estimated as 37,853 cases. On Aug. 1 499 storages reported 6,571,656. The 468 storages that reported holdings on Sept. 1st of this year and last show a present stock of 6,202,239 cases as compared with 6,369,312 cases last year, a decrease of 167,073 cases or 2.6 per cent. The reports show that from August 1st to Sept. 1st the holdings decreased 5.3 per cent. of the amount held on August 1st, while the last report showed that during July the holdings increased 0.3 per cent. of the amount held on July 1st. Last year the decrease from August 1st to Sept. 1st was 7.7 per cent. and during July the increase was 4.5 per cent.

Frozen Eggs:—Reports from 211 cold storages show that their rooms contain 15,918,395 pounds frozen eggs. On the basis of previous reports their holdings for Sept. 1st are estimated as 21,775 pounds. On August 1st 199 storages reported 15,256,206 pounds. The 195 storages that reported holdings on Sept. 1st of this year and last show a present stock of 15,668,992 pounds as compared with 19,631,413 last year, a decrease of 3,962,421 pounds or 20.2 per cent. The reports show that from August 1st to Sept. 1st the holdings increased 3.6 per cent. of the amount held on August 1st, while the last report showed that during July the holdings increased 17.1 per cent. of the amount held on July 1st. Last year the increase from August 1st to Sept. 1st was 22.5 per cent. and during July the increase was 17.3 per cent.

BOWMANVILLE TO HAVE LARGE CAN PLANT (Bowmanville, Nov. 12)

Bowmanville, Ont., on Tuesday carried the bylaw to loan \$50,000 to the Canadian Can Co. Operations are to begin at once. The new company will absorb the J. F. Ross Can Company, and the Hygienic Containers Company, both of Toronto. Mr. Ross, when spoken to regarding the matter, stated that he had nothing to say. Mr. Cook, of the Hygienic Containers Co. is out of town.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LOWER prices are in evidence in some lines at least this week. Poultry has registered a decline affecting practically all lines, geese, turkeys, fowl, resulting in a scale of prices about two cents below former levels. Supplies are coming along very well and an improvement in quality is noticeable.

Fresh lake fish, herring, whitefish and trout have registered declines during the week, amounting to about one cent per pound. The demand for all lines is very active, and supplies coming to hand are ample to take care of demands of the trade.

Higher prices are in evidence on margarine in some quarters. Sales are good and no tendency towards lower levels is noticeable.

Fresh-made creamery butter is expected almost daily, now that Government commandeering of output of creameries has expired. The feeling seems to be that higher prices will rule, and in some quarters at least storage stocks of creamery will supply bulk of business for some time to come.

Cheese has advanced, and the market is very firm. Supplies have been none too plentiful, and the outlook seems to be for a further stiffening of prices.

Hogs Higher; Supplies Fair

Montreal.
PROVISIONS.—Higher prices are in evidence again this week on live hogs, whereas dressed hogs have gone lower in some quarters. The outlook seems to be for a fairly firm and steady market from now forward. The run shows some improvement, but all offerings are quickly absorbed. Dressed meats are very steady with a very good demand reported in most lines. Range of quotations follows:

| | | |
|----------------------------------|-------|---------|
| Hogs, Dressed— | | |
| Abattoir killed, small | 25 50 | 26 00 |
| Do., heavy, 225-275 lbs. | | 24 50 |
| Hogs, live | | 18 25 |
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 16-25 lbs. | 0 35 | 0 36 |
| Large, per lb. (wgh.) 25-35 lbs. | 0 32 | 0 33 |
| Bacon— | | |
| Plain | 0 43 | 0 44 |
| Boneless, per lb. | 0 46 | 0 47 |
| Bacon— | | |
| Breakfast, per lb. | 0 43½ | 0 44 |
| Roll, per lb. | 0 33½ | 0 34½ |
| Dry Salt Meats— | | |
| Long clear bacon, ton lots | 0 29 | 0 29½ |
| Long clear bacon, small lots | 0 29½ | 0 30 |
| Fat backs, lb. | 0 29½ | 0 30 |
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 53 | 0 54 |
| Hams, roast, per lb. | | 0 54 |
| Shoulders, boiled, per lb. | | 0 46 |
| Shoulders, roast, per lb. | | 0 48 |
| Barrel Pork— | | |
| Canadian short cut (bbl.) | | \$56 00 |
| Clear fat backs (bbl.) | | 58 00 |
| Short cut clear pork (bbl.) | | 56 00 |
| Bean mess pork (bbl.) | | 53 00 |
| Bean, pork (bbl.) | | 52 00 |

Lard Rules

Firm; Active

Montreal.
LARD.—The market is very firm and outlook for a continuation of present basis for some little time. The demand is heavy at this season of the year and there is little opportunity of dealers ac-

cumulating a surplus. Quotations follow:

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

Shortening Rules

Firm, Unchanged

Montreal.
SHORTENING.—The undertone to the market is firm. The demand is good and supplies available are no more than ample for orders coming to hand. There has been no change in price recorded.

| | | |
|----------------------------|-------|-------|
| Shortening— | | |
| Tierces, 400 lbs., per lb. | 0 26½ | 0 26¾ |
| Tubs, 50 lbs. | 0 27 | 0 27¼ |
| Pails, 20 lbs., per lb. | 0 27¼ | 0 27½ |
| Bricks, 1 lb., per lb. | 0 28¼ | 0 28½ |

Outlook That

Margarine Will Hold

Montreal.
MARGARINE.—The outlook is for a firm and steady market on margarine. The demand has reached satisfactory proportions with supplies considered ample for immediate needs.

| | | |
|----------------------------------|------|------|
| Margarine— | | |
| Prints according to quality, lb. | 0 34 | 0 36 |
| Tubs, according to quality, lb. | | 0 30 |

Butter Holds

Firm; Selling

Montreal.
BUTTER.—Butter holds firm at unchanged levels during the week. It is expected fresh made creamery will be available in a few days and tendencies point to higher prices. The demand generally is heavy and being met from ample stocks.

| | | |
|------------------------------|------|------|
| Butter— | | |
| Creamery prints (storage) | 0 50 | 0 51 |
| Creamery solids (fresh made) | 0 50 | 0 50 |
| Dairy prints, choice | | 0 44 |
| Dairy, in tubs, choice | | 0 42 |

Cheese Again

Higher; Moving

Montreal.
CHEESE.—Another 1c per pound has been added to price of cheese this week. This affects large, twins and Stilton and the undertone to the market is decidedly firm. Supplies are none too heavy with fairly good movement reported.

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

Eggs Firm;

New-Laid Scarce

Montreal.
EGGS.—The undertone to the market is firm. New-laid are very scarce and high in price, though unchanged from last week's level. Prices range as follows:

| | | |
|-----------|------|------|
| New laids | | 0 70 |
| Selects | 0 53 | 0 54 |
| No. 1 | 0 49 | 0 50 |
| No. 2 | | 0 47 |

Poultry Easier;

Prices Unchanged

Montreal.
POULTRY.—An easier feeling prevails in fancy poultry, though this has not yet resulted in any decline in price. Supplies are coming along fairly well, though some poor stock is still noticeable. Range of prices follow:

| | | |
|----------------------------|--------|---------|
| | Live | Dressed |
| Chickens, roast (3-5 lbs.) | | \$0 38 |
| Chickens, roast (milk fed) | | 0 43 |
| Broilers (3-4 lb. pr.) | | 0 40 |
| DUCKS— | | |
| Brome Lake | \$0 46 | \$0 47 |
| Young Domestic | 0 35 | 0 38 |
| Turkeys (old toms), lb. | 0 38 | 0 40 |
| Turkeys (young) | | 0 40 |
| Geese | | 0 30 |
| Old fowls | 0 34 | 0 36 |

Fish Very

Active; Prices Firm

Montreal.
FISH.—Fish are very active and all lines seem to be enjoying period of good demand. Prices are unchanged for the week, being determined on following basis:

| | | |
|---|-------|-------|
| SMOKED FISH | | |
| Haddies (fresh cured) | 0 15 | 0 16 |
| Haddies, fillet | 0 18 | 0 19 |
| Smoked herrings (med.) per box | 0 25 | 0 26 |
| Smoked cod | | 0 15 |
| Bloaters, per box 60/100 | 2 00 | 2 50 |
| Kippers, per box 40/50 | 2 50 | 3 25 |
| SALTED AND PICKLED FISH | | |
| Haddock (per bbl.), 200 lbs. | | 16 00 |
| Herring (Labrador), per bbl. | 14 50 | 15 00 |
| Herring (Labrador), ¼ bbls. | 7 50 | 7 75 |
| Herrings, No. 1 lake (100-lb. keg) | | 6 00 |
| Salmon (Labrador) per bbl. | 27 00 | 28 00 |
| Do., tierces | | 38 00 |
| Salmon (B.C. Red) | | 26 00 |
| Sea Trout, red and pale, per bbl. | 20 00 | 25 00 |
| Sea Trout (¼ bbls.) | 10 50 | 13 00 |
| Green Cod, No. 1, per bbl. (med.) | | 21 00 |
| Green Cod (large bbl.) | | 22 00 |
| Mackerel, No. 1, per bbl. | | 32 00 |
| Mackerel (¼ bbl.) | | 16 50 |
| Codfish (skinless), 100-lb. box | | 16 00 |
| Codfish, 2-lb. blocks (24-lb. case) | | 0 18 |
| Codfish (skinless), blks. "Ivory" | | |
| Brand, lb. | | 0 16 |
| Codfish, boneless, lb. (according to package) | 0 16 | 0 20 |
| Codfish, shredded, 12-lb. box | | 2 50 |
| Eels, salted | 0 11 | 0 12 |

| | | |
|--|-------|-------|
| Pickled turbot, new, bbls..... | 17 00 | 18 00 |
| Do., half barrels..... | 7 50 | 8 50 |
| Cod, boneless (20-lb. boxes), as to grade..... | 0 14 | 0 18 |
| Cod, strip (30-lb. boxes)..... | 0 20 | 0 20 |
| Cod, dry (bundles)..... | 16 00 | 16 00 |

| | | |
|-------------------------------------|------|------|
| SHRIMP, LOBSTERS, OYSTERS | | |
| Lobsters, medium and large, lb..... | 0 55 | 0 55 |
| Prawns, lb..... | 0 40 | 0 40 |
| Shrimps, lb..... | 0 35 | 0 35 |
| Scallops, per gallon..... | 4 00 | 4 00 |

| | | |
|----------------------------------|-------|-------|
| Oysters— | | |
| Malpeque shell (bbl.)..... | 15 00 | 15 00 |
| Malpeque, ordinary (11)..... | 12 00 | 12 00 |
| Bontouche, best..... | 12 00 | 12 00 |
| Ordinary, No. 1, gal..... | 2 75 | 2 75 |
| Cape Cod shell oysters, bbl..... | 14 00 | 16 00 |
| 5 gal. (wine) cans..... | 13 75 | 13 75 |
| 1 gal. (wine) cans..... | 2 60 | 2 60 |
| 3 gal. (wine) cans..... | 7 50 | 7 50 |
| Oyster pails (pints), 100..... | 1 50 | 1 50 |
| Oyster pails (quarts), 100..... | 2 10 | 2 10 |
| Clams, med., bbl..... | 9 00 | 9 00 |

| | | |
|--------------------------------|------|------|
| FRESH FROZEN SEA FISH | | |
| Herring, large sea, lb..... | 0 09 | 0 10 |
| Herring, frozen, lake, lb..... | 0 07 | 0 09 |
| Halibut..... | 0 23 | 0 24 |
| Halibut (medium)..... | 0 24 | 0 24 |
| Haddock..... | 0 08 | 0 09 |
| Mackerel..... | 0 15 | 0 16 |
| Cod—Toms, bbl..... | 4 00 | 4 00 |
| Cod Steak, fancy, lb..... | 0 11 | 0 12 |
| Salmon, red..... | 0 20 | 0 23 |
| Salmon, pale..... | 0 15 | 0 16 |
| Salmon, Gaspe..... | 0 25 | 0 26 |
| Swordfish..... | 0 21 | 0 22 |

| | | |
|-------------------------------|-------|-------|
| FRESH FROZEN LAKE FISH | | |
| Pike, lb..... | 0 11½ | 0 12 |
| Perch..... | 0 12½ | 0 13 |
| Whitefish, lb..... | 0 15 | 0 16 |
| Whitefish (small)..... | 0 09½ | 0 12½ |
| Lake trout..... | 0 19 | 0 20 |
| Eels, lb..... | 0 12 | 0 12 |
| Doree..... | 0 15½ | 0 16 |

| | | |
|--------------------------------|-------|------|
| FRESH FISH | | |
| Haddock..... | 0 09 | 0 10 |
| Steak cod..... | 0 11 | 0 12 |
| Market cod..... | 0 07 | 0 08 |
| Carp..... | 0 09 | 0 10 |
| Dore..... | 0 19 | 0 20 |
| Lake trout..... | 0 19 | 0 20 |
| Brook trout..... | 0 45 | 0 45 |
| Pike..... | 0 12 | 0 13 |
| B. C. Salmon..... | 0 25 | 0 26 |
| Salmon (Gaspe)..... | 0 27 | 0 28 |
| Gaspereaux, lb..... | 0 06 | 0 06 |
| Western Halibut..... | 0 25 | 0 26 |
| Eastern Halibut (chicken)..... | 0 23 | 0 23 |
| Eastern Halibut (med.)..... | 0 26 | 0 26 |
| Flounders..... | 0 08 | 0 10 |
| Perch..... | 0 15 | 0 15 |
| Bullheads..... | 0 19 | 0 20 |
| Whitefish..... | 0 09½ | 0 12 |
| Whitefish (small)..... | 0 09½ | 0 16 |
| Eels..... | 0 15 | 0 16 |
| Mackerel, lb..... | 0 17 | 0 18 |
| Smelts, No. 1..... | 0 11 | 0 13 |
| Smelts, No. 2..... | 0 12 | 0 13 |
| Smelts, No. 2..... | 0 15 | 0 16 |
| Shad..... | 0 15 | 0 16 |
| Swordfish..... | 0 25 | 0 25 |

Hogs Firmer; Meats Steady

Toronto.
PROVISIONS.—After a period of declines and a week of uncertainty the market on live hogs firmed up towards the end of last week, and early this week was ruling pretty steadily at \$18.25 per cwt. fed and watered. The tendency seems to be now for a firm and steady market, with little chance of any recession from present basis. Little change is to be noted in the dressed meats. Supplies are somewhat better, but with the market stiffening on hogs again there is little opportunity for any marked declines. Some variation will be noted in boneless backs and long, clear bacon. These are easier by about 1c per pound.

| | | |
|---------------------------|------|------|
| Hams— | | |
| Medium..... | 0 38 | 0 39 |
| Large, per lb..... | 0 34 | 0 35 |
| Backs— | | |
| Plain..... | 0 46 | 0 48 |
| Trimmed, with rib in..... | 0 49 | 0 49 |
| Boneless, per lb..... | 0 51 | 0 52 |
| Bacon— | | |
| Breakfast, per lb..... | 0 41 | 0 46 |
| Roll, per lb..... | 0 33 | 0 35 |

| | | |
|-------------------------------------|-------|-------|
| Wiltshire (smoked sides), lb. . . | 0 36½ | 0 37½ |
| Dry Salt Meats— | | |
| Long, clear bacon, av. 50-70, lb. . | 0 30 | 0 31 |
| Do., aver. 70-100, lb. | 0 30 | 0 30 |
| Fat backs | 0 32½ | 0 34 |

| | | |
|---|------|------|
| Cooked Meats— | | |
| Hams, boiled, per lb. | 0 53 | 0 55 |
| Hams, roast, without dressing, per lb. | 0 53 | 0 55 |
| Shoulders, roast, without dressing, per lb. | 0 50 | 0 52 |

| | | |
|-------------------------------------|-------|-------|
| Barrel Pork— | | |
| Mess pork, 200 lbs. | 49 00 | 52 00 |
| Short cut backs, bbl., 100 lbs. . . | 58 00 | 60 00 |
| Pickled rolls, bbl., 200 lbs. . . . | 56 00 | 61 00 |
| Hogs— | | |
| Dressed, 70-100 lbs. weight . . . | 28 50 | 29 00 |
| Live, off cars | 18 50 | 18 50 |
| Live, fed and watered | 18 25 | 18 25 |
| Live, f.o.b. | 17 25 | 17 25 |

Lard Unchanged; Easier Tendency

Toronto.
LARD.—There seems to be a little easier tendency in some quarters but this has hardly developed to a point where a quotable change is apparent. There seems to be little opportunity of accumulating any surplus, the demand keeping up to a very high level.

| | |
|---|---------|
| Lard, pure, tierces, 500 lbs. | \$0 31½ |
| In 60-lb. tubs, ¼-½c higher than tierces, pails ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces. | |

Firm Tone Marks Shortening

Toronto.
SHORTENING.—Firmness rules in the shortening market, the demand keeping up to big proportions. Supplies are very good but no big surplus is reported. Price is unchanged.

| | |
|--|--|
| Shortening, tierces, 400 lbs., lb., \$0 26 | |
| In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¾-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces. | |

Margarine Firm, Moving Freely

Toronto.
Margarine.—The market is very firm, in fact higher prices are in effect in some quarters. The demand is very good, supplies going forward freely, and this condition will, it is thought, continue for some little time. Range of quotations follows.

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

Butter Holds; Fresh-Made Coming

Toronto.
BUTTER.—The market holds firm and unchanged during the week on storage stocks. There is a good movement of butter to the trade and orders are being taken care of from ample stocks. Fresh made creamery will be available in a few days it is thought, and the tendency seems to be towards a higher level of prices.

| | | |
|--------------------------------------|------|------|
| Creamery prints | 0 52 | 0 53 |
| Creamery solids | 0 52 | 0 52 |
| Dairy prints, fresh separator, lb. . | 0 50 | 0 51 |
| Dairy prints No. 1, lb. | 0 48 | 0 48 |

Eggs Hold Firm; Quality Poor

Toronto.
EGGS.—The undertone to the market is very firm. New laid are very scarce but no further change in price is recorded. The quality of eggs coming is stated to be very poor, there being so many held eggs that by the time these are

offered to dealers, grade has been seriously affected. Range of quotations is as follows:

| | | |
|------------------------------------|------|------|
| Eggs— | | |
| New-laid, in cartons, doz. | 0 70 | 0 70 |
| Do., extras | 0 65 | 0 65 |
| Storage, No. 1, doz. | 0 52 | 0 53 |
| Splits and No. 2, doz. | 0 45 | 0 47 |

Stiffer Feeling Prevail in Cheese

Toronto.
CHEESE.—The market seems steadily stiffer, and higher prices are in effect. Supplies are none too plentiful and the outlook seems to be for a very firm basis of quotations. The demand is very good.

| | | |
|--|-------|-------|
| Cheese— | | |
| New, large | 0 27½ | 0 28 |
| Stilton (new) | 0 30 | 0 31½ |
| Twins, ¼c lb. higher than large cheese. Trip-lets ¼c lb. higher than large cheese. | | |

General Decline Made in Poultry

Toronto.
POULTRY.—Lower prices are in effect practically all along the line this week, averaging a two cent decline. Supplies are coming along freely but grade could be better, though it seems to be improved from that offering a couple of weeks ago. Range of prices now in effect are:

| | | |
|--|-----------|------------|
| Prices paid by commission men at Toronto: | | |
| | Live | Dressed |
| Ducks | -\$0 22 | \$ |
| Geese | 0 16-0 18 | 0 18 |
| Turkeys | 0 25 | 0 25 |
| Do., young | 0 29 | 0 29 |
| Roosters | 0 17-0 19 | 0 19 |
| Hens, over 4 lbs. | 0 19 | 0 19 |
| Hens, over 5 lbs. | 0 25 | 0 25 |
| Hens, under 4 lbs. | 0 17 | 0 17 |
| Chickens, Spring, 2 lbs. | 0 20-0 23 | 0 23 |
| or over | 0 20-0 23 | 0 23 |
| Squabs, dozen | 4 50 | 4 50 |

| | | |
|---------------------------------------|--------|--------|
| Prices quoted to retail trade: | | |
| Hens, light | \$0 28 | \$0 30 |
| Do., heavy | 0 33 | 0 35 |
| Chickens, spring | 0 36 | 0 38 |
| Ducks | 0 30 | 0 32 |
| Turkeys | 0 36 | 0 42 |
| Geese | 0 30 | 0 32 |

Lake Fish Go Lower; Demand Good

Toronto.
FISH.—Fresh lake fish have declined during the week, lower prices being in evidence on herring, trout, and whitefish. Supplies of all lines are coming along splendidly and the demand represents a heavy volume of trading.

| | | |
|--------------------------------|-------|-------|
| FRESH SEA FISH | | |
| Brills, dressed, lb. | 0 10 | 0 11 |
| Cod Steak, lb. | 0 10 | 0 13 |
| Do., market, lb. | 0 09 | 0 10 |
| Flounders, lb. | 0 10 | 0 11 |
| Flukes | 0 15 | 0 15 |
| Gaspereau, lb. | 0 08 | 0 08½ |
| Halibut, medium, lb. | 0 22½ | 0 23 |
| Do., chicken, lb. | 0 21½ | 0 22 |
| Do., large | 0 21½ | 0 22 |
| Haddock, heads on, lb. | 0 09 | 0 10 |
| Do., headless, lb. | 0 10 | 0 11 |
| Do., Scrod, lb. | 0 08 | 0 08½ |
| Herring, lb. | 0 08 | 0 08½ |
| Mackerel, lb. | 0 14 | 0 16 |
| Plaice, dressed, lb. | 0 10 | 0 11 |
| Smelts, lb. | 0 12 | 0 23 |
| Tomcods, lb. | 0 05 | 0 05½ |

| | | |
|-------------------------------|-------|------|
| FRESH LAKE FISH | | |
| Herring, dressed, lb. | 0 06½ | 0 07 |
| Trout, lb. | 0 13½ | 0 14 |
| Whitefish, lb. | 0 13½ | 0 14 |

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

FROZEN SEA FISH

| | | |
|----------------------|-------|------|
| Cod Steak, lb. | 0 09½ | 0 10 |
| Do., market, lb. | 0 08½ | 0 09 |
| Flat Fish, B.C., lb. | 0 10 | 0 11 |
| Haddock, lb. | 0 08½ | 0 09 |
| Mackerel, lb. | | 0 15 |
| Halibut, lb. | 0 22 | 0 23 |
| Salmon, Cohoe, lb. | 0 20 | 0 21 |
| Do., Qualla, lb. | 0 14 | 0 15 |
| Do., Red Spring, lb. | 0 24 | 0 25 |

FROZEN LAKE FISH

| | | |
|------------------|------|-------|
| Mullets, lb. | 0 06 | 0 06½ |
| Pike, round, lb. | 0 09 | 0 09½ |
| Tulibeas, lb. | 0 09 | 0 09½ |
| Whitefish, lb. | 0 15 | 0 15½ |

DRY AND PICKLED FISH

| | |
|---|--------|
| Cod, Acadia Strip, box. | \$6 50 |
| Do., Acadia Tablets, 1 lb., 20 to case | 4 00 |
| Do., Acadia Tablets, 2 lb., 12 to crate | 5 25 |
| Do., Halifax Shredded, box. | 2 40 |
| Herring, Labrador, bbl. | 14 00 |
| Do., Do., keg | 7 25 |
| Do., Do., No. 4 size | 5 60 |
| Do., Do., No. 2 size | 2 90 |
| Imperial, 25 lbs., loose, lb. | 0 13 |
| Quail on Toast, 24 1-lb. tablets, lb. | 0 14 |
| Shrimps, headless, No. 1 size, tin | 1 50 |
| Do., No. 3 size, tin | 4 20 |
| Skinless Fish, 50s & 100s, lb. | 0 15 |
| Sea Trout, keg | 12 00 |
| OYSTERS, No. 3 size package | 8 85 |
| Do., No. 5 size package | 14 50 |
| Do., per gallon | 3 10 |

FRASER RIVER FISHERIES IN PRECARIOUS POSITION

In the recent report to Hon. William Sloan, Commissioner of Fisheries for British Columbia, P. Babcock speaks very soberly respecting the present and future of the sockeye in the Fraser River. The report is based upon four weeks' inspection of the spawning grounds of the Fraser River basin.

"The Fraser is fished out," he states. "Conditions this year are even worse than they have been. None of the great lakes like Quesnel, Chilco, Seton and Anderson, Shuswap and Adams have any brood sockeye. Lillooet Lake, at the head of the Harrison Lake section, is the only one that has any number of spawn fish, and the run there will not equal those that spawned there four years ago."

Less than a dozen sockeye had reached Quesnel Lake up to September 5. The run in the Chilcotin River has been the smallest ever known there. The Indians have taken less than 1,000. No sockeye had reached Seton-Anderson lakes on September 9 or Shuswap-Adams lakes up to the 10th.

Smallest Run On Record

The run of sockeye through the Fraser Canyon above Yale, has been the smallest ever observed there. Indian fishermen there have taken not more than 1,500 sockeyes this year; those at Bridge River Canyon less than three hundred, and those at Chimney Creek and Soda Creek less than one hundred each. It is still too early to judge of the number that will spawn in the lower section of the Fraser. There is, however, no prospect that they will reach such proportions as to produce a run of commercial importance four years hence.

The following is Hon. Mr. Sloan's comment on Mr. Babcock's report:

"There is no question of doubt but that the sockeye run to the Fraser has been so depleted that fishing can no longer be conducted at a profit to either

the fisherman or the canners. The combined catch of sockeye this year in Canadian and United States waters of the Fraser district did not produce 70,000 cases. The watershed of the Fraser will, when adequately seeded, produce more sockeye salmon than any watershed known. In 1913 it produced 2,300,000 cases of sockeye. In the three following lean years it produced an average of but 267,000 cases per year. The catch of 1918, the first of the three lean years in the present cycle, has dropped to less than 70,000 cases, and now we know that there are no sockeye on the spawning beds this year. There is no getting away from such evidence, the fishery of the Fraser is in a precarious condition. It can not be restored with drastic measures. It can not be restored by half measures. If this is not now recognized on American side, it must be before very long. I have not yet been advised what the Canadian-American Commission, that took evidence here last spring, have determined upon. I understand they have reached a conclusion and signed a report, but I am not informed as to its character. The questions involved are international in character, and not provincial or state questions. They should be dealt with upon broad national lines, and in the interest of the people of Canada and the United States."

WHILE OTHERS LAUGH

Continued from page 26

the whole shipment. Incidentally, he made a nice profit out of the deal, sent the firm a draft in full, and everybody was happy. The manager afterward wrote him:—

"We had heard that you were a crank about religion. But if your recent conduct in selling off these honey pans is the way you show it, we sincerely hope a lot of other people will become the same kind of cranks."

When Root learned of the experiments in aerial navigation the Wright Brothers were making at Dayton, he went there to investigate. He got there just in time to see them make a try-out in which, for the first time in the history of the world, an airplane under motor power circled an aviation field and returned to the point of starting. Root rode around the course in an automobile with Miss Wright, the silent financial partner of the brothers, congratulated them on their success, and was among the first to recognize what they had achieved. He wrote an account of the trial trip for a scientific magazine, but the editor was skeptical and would not publish it. Later, when the Wrights had obtained recognition in Europe and Americans had to wake up and recognize them the editor of that same magazine wrote Root a letter of apology and sent him the paper for a year as a sort of peace offering.

Root's name appears in "Who's Who" and in the "Encyclopedia Britannica." and he is now known as the "grand old man of Medina." He is not obliged to work, and one would think that he would be perfectly willing to sit around in slippers and watch others toil. But that would not be A. I. Root! He will keep right on working until he cannot stand up, and then will call in a stenographer and dictate a lot of directions for others to carry out.

Only a year ago Root made another

venture by ordering some high-priced eggs, and he has been having a jolly time raising fancy chickens. If he had another life to live he would probably become the greatest hen raiser in the world. He knows all about hens, and it is amusing to hear him talk about bees, hens, war and religion, all in the same breath. He is also an expert gardener and florist.

But his big "hobby" just now is to show how the winds can be harnessed for the benefit of mankind. In his extensive reading he came across a new kind of windmill by which electricity could be generated for storage batteries.

"Ah, ha!" he exclaimed gleefully, as he hopped to it. "Just the thing for my electric automobile! I'll get a mill and make my own juice."

He carried the idea into effect last year at his winter home near Bradentown, Florida, by equipping his garage with a windmill for generating electricity. The windmill is of metal, fourteen feet across, and is hung on delicately adjusted roller bearings. There is a belt around the outer rim of the windmill which turns the wheel of the dynamo, only four inches in diameter. The dynamo is attached in such a way that it swings with the wheel when the wind changes. Wires carry the electricity down into the garage, where they can be connected directly with the batteries in the automobile, or with a permanent storage battery from which power may be drawn at pleasure. This wind motor is so adjusted that a very slight breeze will cause it to revolve; yet a heavy wind storm will not drive it more than twenty revolutions a minute.

During the time that the windmill was being put up, Root was industriously cultivating a half-acre potato patch in his back yard. By the time the mill was ready, Root dug his potatoes himself, piled them in market baskets, and hauled them to market in his electric auto with electricity generated by the wind. He sold his crop for over \$150, and invested \$100 in a Liberty Bond, while the rest he probably gave away to a church or Sunday school. This one Liberty Bond is just an incident, for his company buys them in large amounts with money brought in by the bees.

Root is very unconventional. He goes about in an ordinary suit with a cap on his head, and half the time the cap is down over one ear. On one occasion he got caught in Columbus without baggage and when he went to a hotel and applied for a room he was assigned to one of the fifty-cent variety and required to pay in advance. Root accepted the situation with a good-natured chuckle. He could probably have bought and sold the hotel and never missed the price.

Although nearing eighty years of age he bubbles with enthusiasm, new ideas and the desire to make experiments. His mind is still young. He is up to date in everything. He simply will not grow old.

"What will be the next great industrial development?" I asked.

"We are going to harness the winds for the development of power," he exclaimed. "Fuel is becoming a serious problem. Water-power sites are not always within reach, but we can always find wind. I put up my wind motor in Florida more to show what could be done than for any other reason. For a few hundred dollars a man can erect a windmill that will generate electricity to charge his automobile, grind corn, run a churn, a washing machine, or a shop, light his house and furnish heat, more or less. By storing the electricity in a stationary storage battery a fairly steady supply can be maintained for all purposes. My wind motor charged my automobile so thoroughly that I was able to run sixty miles on one charging."



Economical and Good—

The Sea Foods That Repeat

The extreme care we exercise in selecting and processing only the very choicest fish has made Brunswick Brand the choice of the most discriminating people.

Brunswick Brand Sea Foods

That is the reason of Brunswick Brand popularity. That is why people who buy Brunswick Brand once come again and often for further supplies.

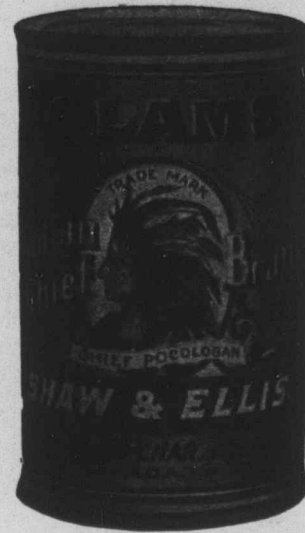
Have your jobber stock you up. Note the list below:

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



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

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

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

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

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS POCOLOGAN, N.B.

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



**Give Davies Pure Lard a prominent place
in your store---and watch the result**

YOU will find it creates a "rolling snowball" demand—a demand that grows bigger all the time.

It's just *pure lard*—nothing but extra-fine purified pork fat, scientifically processed and rendered, with nothing added and with every undesirable characteristic taken away.

The result—a pure, white, smooth lard of even texture—a lard which never fails to give the utmost satisfaction wherever it is used.

This is a product it will pay you to sell, because, being a quality line it not only establishes a good reputation for the dealer, but ensures a constant run of *repeat orders* gratifying alike to the merchant and to us.

If you haven't tried *Davies Pure Lard* we suggest you order a trial shipment right away—either through our Traveller when he calls—or by mail.

For family use Davies Pure Lard is put up in 1 lb. Sanitary Cartons and 3 lb., 5 lb. and 10 lb. Blue and Gold Pail

**THE DAVIES COMPANY
WILLIAM DAVIES LIMITED**

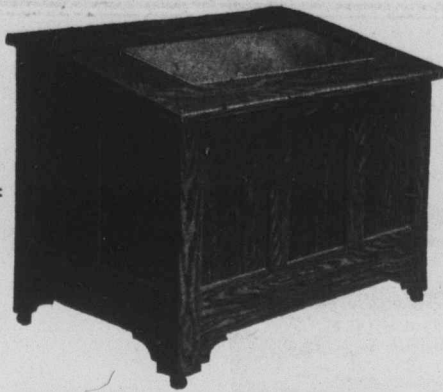
MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

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SELL FISH

A MOST PROFITABLE LINE
WHEN DISPLAYED IN A

FREEMAN FISH BOX

An attractive and efficient fixture. Displays your wares yet still keeps fish clean and fresh. Finished in either mission wood or white enamel—plate glass display top. Built just as good as all the Freeman fixtures.

Write for full descriptive catalogue.

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON, ONTARIO

TORONTO BRANCH—114 York Street



RELEG

Pronounce "REAL EGG"

And it truly is a "Real Egg" Substitute, giving results as good as real eggs for every baking purpose.

Hand her "Releg" and recommend it. It is as dependable, as it is economical.

There are four different-sized packages. Send for a trial supply.

RELEG COMPANY, REG'D

34 King Street, Quebec, Canada

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

The Opportune Moment



Housewives, many of them, have not been able to put up as much preserved fruit as they will require.

This is due not only to the restrictions and higher prices on sugar, but to the scarcity of fruit.

This creates a business opportunity for you to sell more and more

Shirriff's Jelly Powders

Now is the time to introduce or emphasize to your customers afresh these economical yet delicious desserts. Their delightful sparkling colors make the family eager to taste them. There is a wide selection of delicious fruit flavors. Let us help you by supplying handsome window dressing material to make an attractive sales-winning display. Write us for particulars.

Imperial Extract Co., Toronto, Ont.

Canada Food Board License No. 14-91

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO



Handle the brands that have proved their quality and firmly established their reputation as "pure foods".

Of course, you handle

Windsor
Table
Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

259

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

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SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

| Size | Less than 10-case lots Per doz. |
|-----------|---------------------------------|
| Dime | \$ 1 15 |
| 4-oz. | 1 65 |
| 6-oz. | 2 45 |
| 8-oz. | 3 10 |
| 12-oz. | 4 65 |
| 16-oz. | 5 90 |
| 2 1/2-lb. | 14 60 |
| 5-lb. | 27 35 |

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

JAMS

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

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

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

| | Per doz. |
|-----------------------------|----------|
| 1/4 Pts., Aylmer Quality | \$1 90 |
| Pts., Aylmer Quality | 2 35 |
| Gallon Jugs, Aylmer Quality | 1 62 1/2 |
| Pints, Delhi Epicure | 2 70 |
| 1/2 Pints, Red Seal | 1 50 |
| Pints, Red Seal | 2 00 |
| Qts., Red Seal | 2 80 |

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

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

"AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|--|----------|
| Tumblers, Vacuum Top, 2 doz. in case | 2 00 |
| 12-oz. Glass, Screw Top, 2 doz. in case | 2 40 |
| 16-oz. Glass, Screw Top, 2 doz. in case | 2 95 |
| 16-oz. Glass, Tall, Vacuum, 2 doz. in case | 2 95 |
| 2's Tin, 2 doz. per case | 4 45 |

| | |
|---|----------|
| 4's Tin, 12 pails in crate, per pail | 0 76 |
| 5's Tin, 8 pails in crate, per pail | 0 90 |
| 7's Tin or Wood, 6 pails in crate | 1 26 |
| 30's Tin or Wood, one pail crate, per lb. | 0 17 1/2 |

BLUE

| | |
|----------------------------------|----------|
| Keen's Oxford, per lb. | \$0 22 |
| In cases 12—12 lb. boxes to case | 0 21 1/2 |

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

| COCOA— | |
|--|--------|
| Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz. | \$4 60 |
| Perfection, 1/4-lb. tins, doz. | 2 45 |
| Perfection, 1/2-lb. tins, doz. | 1 35 |
| Perfection, 10c size, doz. | 0 95 |
| Perfection, 5-lb. tins, per lb. | 0 37 |
| Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz. | 2 75 |

(Unsweetened Chocolate)

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

SWEET CHOCOLATE— Per lb.

| | |
|---|------|
| Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case | 0 33 |
| Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case | 0 35 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 35 |
| Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case | 0 34 |
| Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box | 1 35 |

CHOCOLATE CONFECTIONS

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

6c. LINES

Toronto Prices

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

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 |

The Dayton Electric

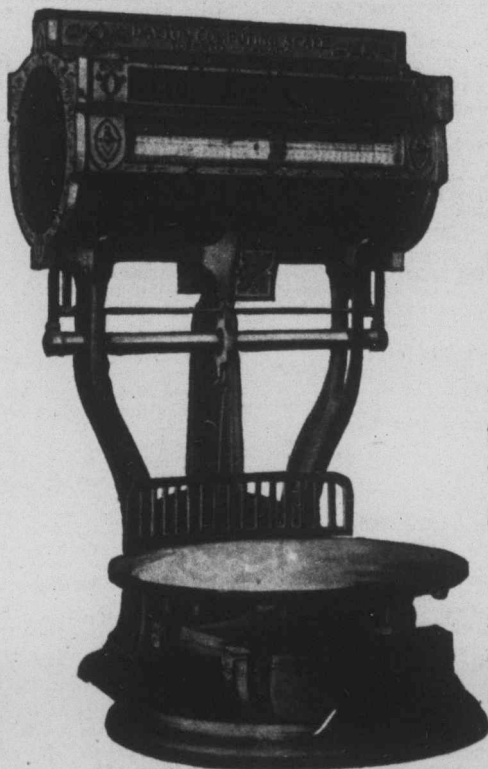
No Hand Operations. No Mental Operations. No Mistakes

If a man about twice as big as yourself came and lambasted you in the eye, say about once a week—well—you could get along, perhaps, because in between the blows there would be time to recover.

But if he did it every five minutes your business would soon come to a finish as far as you were concerned.

Consider a moment and see if the same argument does not apply to the man who uses the old type of scales. He can't give short weight. For one thing, the customers would not stand it; for another, he wants to be honest with them. The result is that nine times out of ten he gives overweight; it may be only a fraction of an ounce, but it is **overweight**.

A little matter, you think? Yes, if it only occurred once, but occurring every few minutes each day, the cumulative effect eats up the profits that he ought to get, and in these days of competition may mean a knock-out blow to his business.



The celebrated Dayton Electric advertises your goods every time anything is weighed.
MADE IN CANADA.

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It is the finest piece of scale mechanism ever devised. For fine or heavy weighing, sensitive, quick, accurate, durable, medium-priced, it surpasses in appearance any other on the market.

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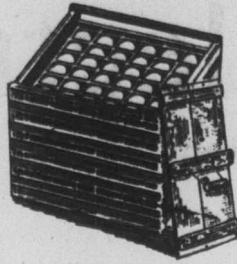
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with a real idea
back of it!



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No. 16 Jar
No. 4 Jar
No. 10 Can

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2 1/2 quart Tall Cylinder Can.
No. 1 Pint Cylinder Can...
No. 10 Can
Picnic Can

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Terms, net, 30 days.

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Silver Cow, each 48 cans... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each 48 cans 7 50

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

CONDENSED COFFEE

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Reindeer Brand, small, each 48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa, Reindeer Brand, large, each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

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Canada First, 12-oz. family (48 cans per case) 5 50
Canada First, 32-oz. hotel (24 cans per case) 6 15

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Boneless Pig's Feet—1/2s. \$2.90; 1s. \$4.95; 1s. \$9.90.
Ready Lunch Veal Loaf—1/2s. \$2.40; 1s. \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s. \$2.40; 1s. \$4.45.
Ready Lunch Beef Loaf—1/2s. \$2.40; 1s. \$4.45.
Ready Lunch Asst. Loaves—1/2s. \$2.45; 1s. \$4.50.
Geneva Sausage—1s. \$4.95; 2s. \$9.45.
Roast Beef—1/2s. \$2.90; 1s. \$4.45; 2s. \$9.25; 6s. \$34.75.
Boiled Beef—1s. \$4.45; 2s. \$9.25; 6s. \$34.75.
Jellied Veal—1/2s. \$2.90; 1s. \$4.45; 2s. \$9.

Cooked Tripe—1s. \$2.45; 2s. \$4.45.
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.
Stewed Kidney—1s. \$4.45; 2s. \$8.95.
Mince Collops—1/2s. \$1.95; 1s. \$3.75; 2s. \$6.95.

Sausage Meat—1s. \$4. 2s. \$7.75.
Corn Beef Hash — 1/2s. \$1.95; 1s. \$3.70; 2s. \$5.45.
Beef Steak and Onions—1/2s. \$2.90; 1s. \$4.45; 2s. \$8.45.
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Irish Stew—1s. \$3.45; 2s. \$6.75.
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Boneless Chicken — 1/2s. \$5.90; 1s. \$8.95.
Boneless Turkey — 1/2s. \$5.90; 1s. \$8.95.

Ox Tongue—1/2s. \$3.85; 1s. \$7.95; 1 1/2s. \$12.45; 2s. \$15.95; 2 1/2s. \$17.50; 3 1/2s. \$27; 6s. \$45.
Lunch Tongue—1/2s. \$3.45; 1s. \$6.75; 1s. \$10.50.

Tongue Lunch—1s. \$6.75.
Beef Suet—1s. \$4.90; 2s. \$8.50.
Mince Meat (Tins)—1s. \$2.95; 2s. \$4.45; 6s. \$12.95.

Mince Meat (Bulk)—5s. 23c; 10s. 22c; 25s. 21c; 50s. 20c; 85s. 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s. \$1.75; 2s. \$2.55; 3s. \$3.85.
With Plain Sauce—Ind., \$1; 1s. \$1.65; 2s. \$2.40; 3s. \$3.40.

Chateau Brand Concentrated Soups—Celery, 1s. \$1.25; Consommé, 1s. \$1.25; Green Peas, 1s. \$1.25; Julienne, 1s. \$1.25; Mulligatawny, 1s. \$1.25; Mutton Broth, 1s. \$1.25; Ox Tail, 1s. \$1.25; Pea, 1s. \$1.25; Scotch Broth, 1s. \$1.25; Vegetable, 1s. \$1.25; Chicken, 1s. \$1.65; Mock Turtle, 1s. \$1.65; Tomato, 1s. \$1.65; Vermicelli Tomato, 1s. \$1.35; Assorted, 1s. \$1.65; Soups and Bouilli, 1s. \$1.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s. \$1.25; 1 1/2s. \$1.90; 2s. \$2.30; 3s. \$2.65; 3s. talls. \$3.35; 6s. \$12; 12s. \$20.

Plain Sauce, Pink Label—Ind., 85c; 1s. \$1.15; 1 1/2s. \$1.65; 2s. \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s. \$10; 12s. \$18.

Chili Sauce (red and gold label)—Ind., 95c; 1s. \$1.25; 1 1/2s. \$1.90; 2s. \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and Tomato Sauce—2s. \$2.25.

Sliced Smoked Beef—1/2s. \$2.35; 1s. \$3.45; 4s. \$24.

Canadian Boiled Dinner—1s. \$2.45; 2s. \$5.95.

Army Rations—Beef and Vegetables, 1s. \$3.45; 2s. \$5.95.

Spaghetti with Tomato Sauce with Cheese—1/2s. \$1.85; 1s. \$2.50; 2s. \$4.30.

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Ham and Veal Pates—1/2s. \$2.25.
Smoked Vienna Style Sausage—1/2s. \$2.45.

Pate De Foie—1/4s. 75c; 1/2s. \$1.40.
Plum Pudding—1/2s. \$2.45.

Potted Beef Ham—1/4s. 75c; 1/2s. \$1.40.
Beef—1/4s. 75c; 1/2s. \$1.40.

Potted Tongue—1/4s. 75c; 1/2s. \$1.40.
Potted Game (Venison)—1/4s. 75c.
Potted Veal—1/4s. 75c; 1/2s. \$1.40.
Potted Meats (Assorted)—1/4s. 80c; 1/2s. \$1.45.

Devilled Beef Ham—1/4s. 75c; 1/2s. \$1.40.
Beef—1/4s. 75c; 1/2s. \$1.40.
Devilled Tongue—1/4s. 75c; 1/2s. \$1.40.
Veal—1/4s. 75c; 1/2s. \$1.40.
Devilled Meats (Assorted)—1/4s. 80c; 1/2s. \$1.45.

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Ox Tongue — 1 1/2s. \$14.50; 2s. \$17.50.

Lunch Tongue—1s. \$9.95.
Sliced Smoked Beef — 1/4s. \$1.75; 1/2s. \$2.85; 1s. \$4.15.

Mincement—1s. \$3.45.
Potted Chicken—1/4s. \$2.35.
Ham—1/4s. \$2.35.

Tongue—1/4s. \$2.35.
Venison—1/4s. \$2.35.
Chicken Breast—1/2s. \$9.95.

Tomato Ketchup—8s. \$2.25; 12s. \$2.80; 16s. \$3.50.

Peanut Butter—1/4s. \$1.45; 1/2s. \$1.95; 1s. \$2.45; in pails, 5s. \$9c; 12s. \$1c; 24s. \$3c; 50s. \$8c.

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

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"The Power of the West"

AS soon as peace is in sight, politics will again come into play in Canada and then the West may hold the balance of power. Such is the prediction made by J. K. Munro, special political writer, in November MACLEAN'S. He thinks that the Western tail may wag the Canadian dog and that this explains why statesmen and others are trying to-day to get both hands on the tail. An outspoken article—incisive, humorous, fearless, unbiased. Read it—"The Power of the West."

Germany Should Pay Canada's War Debt

Had Germany won the Junkers intended to seize and divide Canada. Writing in the November issue of MACLEAN'S MAGAZINE, Lieut-Col. J. B. Maclean contends that the war debt we have piled up should be paid in cash by Germany as one of the peace terms. He makes a vigorous presentation of Canada's case.

Chronicles of the Klondyke

The real story of the great gold boom is being told for the first time by E. Ward Smith, who was treasurer, assessor, clerk and tax collector of Dawson City during the Yukon stampede. His series starts with "My Recollections of Early Strikes"—Strange stories of how men stumbled on tremendous fortunes in the frozen North. The author knew everyone in the Klondyke and saw everything that went on at first hand.

Bright Stories—Vital Articles—Famous Writers

The important articles and the big stories that are being written in Canada by the best Canadian writers are always found nowadays in MACLEAN'S. Here's a partial list of the November bill:—

The Minx Goes to the Front

C. N. and A. M. Williamson

Better Dead—The Silly World of the Spiritualists
Stephen Leacock

The Strange Adventure of the Staring Canvas
Arthur Stringer

Family Pride - Theodore Goodridge Roberts

The Three Sapphires - W. A. Fraser

The Life of Mary Pickford - Arthur Stringer

We Must Tighten Our Belts - Henry B. Thomson
(Chairman, Canada Food Board)

Lenix Ballister—Detective - A. P. McKishnie

Business Outlook - Investment Situation

Women and Their Work - Books of the Month

World Happenings in a Nutshell.—"Review of Reviews Dept."

The periodicals of the world are searched to get the best articles on current events. For instance, November MACLEAN'S contains: The Starving of Lille, The True Story of the Jameson Raid, Germany's Fleet Will Come Out? Mysterious New City in France, The Woman Who Caused Russia's Defeat, Hypnotism Cures Shell Shock, How Turkey Planned to Butcher British, Queen Mary is Accomplished Letter Writer, Why Palestine Was Captured.

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Address.....

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



**Overseas
CAKE**

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

**The Toronto Pottery Co.
LIMITED,
Dominion Bank Bldg., Toronto**

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR
WHITE COTTELL & CO.
Camberwell, London, England
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO**

All these ads will have
position on a live page
each week containing
reading matter.

MARKET BRIEFS

Coffee is again an interesting
topic this week. New York mar-
kets recorded an advance equivalent
to 5c per pound from Thursday
week to Tuesday of this week in
Santos, making price highest since
1878.

The arrival of the first direct
shipment of coffee and cocoa from
South America to Canada is re-
ported. The steamer arrived the
latter part of last week at St.
John, N.B., carrying 20,000 bags
coffee and 30,000 bags cocoa. This
will, it is intimated, no more than
replenish depleted stocks.

A general revision in prices of
all coffees has been made.

Dates are now definitely in-
cluded in the list of dried fruits
on which embargo applies. This
shatters the hopes expressed
amongst the trade that some of
these might be forthcoming.

Higher prices on teas are looked
for in some quarters. The demands
to be met from starving Europe
will, it is thought, result in a
stiffening of prices. What may
happen to Java teas is unknown,
but it seems possible that ship-
ments will be made direct to Hol-
land and country there supplied
before other markets are consid-
ered.

MINCEMEAT

Write, wire or telephone for quota-
tions for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

Every Hundred Dollar Bond makes a
Hun-"dred" more.

This space donated to winning the War by

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

CHOCOLATTA

contains chocolate, milk and sugar in pow-
dered form.

Makes a delicious drink served hot or cold.
Suggest it to your customers for Home
and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers,
attention—We are the only manufacturer
of this most delicious sausage. We deliver
in lots of 5 lbs. or more, to all Montreal
Grocers and Butchers.

**KAVANAGH PROVISION CO.,
372 Bleury Street, Montreal**

Telephones: Uptown 4620-4621, Night Up,
1980. Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

Now all together and over the top

Buy Victory Bonds to the limit

C. A. MANN & CO.

**POULTRY, BUTTER, EGGS, ETC.
LONDON, ONTARIO**

Canada Food Board License 7-078

These one-inch spaces
only \$1.25 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 replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WOULD HANDLE BISCUITS, SYRUP, CONFECTIONERY. Good accounts. Big sales. F. J. Buote, Tignish, P.E.I.

WANTED—PAYING GROCERY BUSINESS in good live town. Box 456, Canadian Grocer.

SITUATIONS WANTED

EXPERIENCED LADY WISHES POSITION in general store. Apply Box 454, Canadian Grocer.

**Use Our Condensed
Advertisement Page
for Your Wants**

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—AN OLD-ESTABLISHED GROCERY jobbing and commission business in Montreal. Small stock of good selling lines to be taken at invoice prices. For particulars apply to P.O. Box 2845, Montreal. A good opening for an energetic man.

FIXTURES FOR SALE

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



VOL-PEEK

— a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal



"Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but—

!!—NUF CED. **J. TOBIN & SONS** (Sons on Active Service) **OTTAWA, ONT.**

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



MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



KING GEORGE'S NAVY CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



Rock City Tobacco Co., Ltd.



The Overseas Christmas trade for **Small's Forest Cream Butter** and **Syrup** is enormous. Are you taking advantage of this business? Have you a window display of this line?

It has a lingering sweetness that recalls fond memories to every Canadian boy. It is from the old, original, exclusive formulas, and has the true smack of the Canadian Forest. At all jobbers.

SMALL'S LIMITED

Syrup and Molasses Refiner

MONTREAL

WE ARE FILLING ORDERS PROMPTLY

License No. 15-473