

CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII.

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No. 52

ELKHORN CHEESE IN TINS - 8 VARIETIES



8 VARIETIES

KRAFT
SWISS
PIMENTO
ROQUEFORT

CHILE
RAREBIT
CAMEMBERT
LIMBURGER

—a coast to coast distribution in Canada, backed up by an international advertising campaign that is second to none. Your trade is now reading about the superior, uniform quality and flavor of Elkhorn Cheese in Tins. The demand is already created and our Canadian sales are increasing by leaps and bounds.

Now is the time for jobbers and retailers to stock this fast-selling, non-competitive line—a clean source of new profits without duplicating any of your present stock.

Elkhorn Cheese is made by a special process fully protected by patents, put up in air-tight, parchment-lined containers, and guaranteed to keep. No spoilage or waste, your profit is sure, sales are continuous the year round. Write for particulars.

DEALERS AND WHOLESALERS—Write for samples and full information.

Sales Representatives:

Wm. H. Dunn, Ltd., 180 St. Paul St.
West, Montreal.

Dunn-Hortop, Ltd., Board of Trade Bldg.,
Toronto.

Oppenheimer Bros., Brokerage Houses from
Winnipeg to Vancouver.

J. A. Tilton, St. John, N.B.

Pyke Bros., Halifax, N.S., and Sydney, N.S.

Buchanan & Ahern, Quebec, Que.

J. L. KRAFT & BROS. CO.

CHICAGO NEW YORK
363 River St. 370 Greenwich St.



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

Sell the Cocoa that Sells Itself

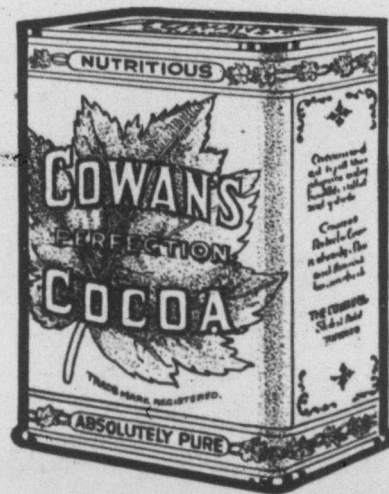
COWAN'S PERFECTION COCOA

DISPLAY this Canadian brand of cocoa prominently on your grocery shelves and watch your trade grow! It will pay you to encourage customers to take Cowan's when buying Cocoa, because it will give them entire satisfaction and make money for you.

Cowan's Perfection Cocoa is made in Canada for Canadian people, from the pure cocoa bean. By special process of roasting the fragrant aroma and delicious flavor are retained. The concentrated strength of Cowan's Cocoa makes it economical, thus appealing to the thrifty house-keeper.

Cowan's Perfection Cocoa is put up in sealed tins of attractive form, the maple leaf stamping it as essentially Canadian. Decorative display cards and posters for your store are provided by us.

Extensive advertising done by us creates a daily increasing demand for Cowan's Perfection Cocoa, and helps to sell your stock.



Made in Canada

The Cowan Company, Limited

Toronto

We sell Reindeer
Coffee and Cocoa
for you. You take
in the cash.



A carefully planned consumer advertising campaign continually carried on is creating a big demand for these two Borden products, a demand which it is up to you to supply.

By emphasizing the convenience and the utility of the Reindeer lines we are educating [the housewife in the knowledge that there are no [more suitable or more delicious milk products than these two popular lines.

Reindeer Coffee and Reindeer Cocoa can be prepared in an instant, merely with the addition of water---no milk, no sugar.

Are you letting your share of this profitable business pass you by? Don't do it. Get up a little Reindeer counter display and watch it sell.

The profits will please you.



Borden Milk Co., Limited

"LEADERS OF QUALITY"

VANCOUVER

MONTREAL

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following:—

BREAKFAST.	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK

Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC

Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO

The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA

Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR

P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED READING AND LONDON, ENGLAND



AS the old year ends and the new year begins, we extend our compliments to coffee roasters and express the wish that the year before us will add to the prosperity and happiness of every man identified with the coffee business.

J. Aron & Co. Inc.
New York New Orleans Chicago
Santos, Brazil London

Why we can give you better service

The location of our big distributing centre in Guelph makes possible quick deliveries on every order. Even rush orders are provided for and handled with despatch. Situated on the main line of the G.T.R. and C.P.R., Guelph—the home of “the House of Quality”—is more than two hours nearer Lake Huron and intermediate points than Toronto—a point that is a decided advantage for Western Ontario dealers who sell domestic and foreign fruits and vegetables.

You'll like our service and the prices we quote are always rock-bottom. We handle only high-grade lines—the quality you can safely identify your store with.

Write today for our price list.

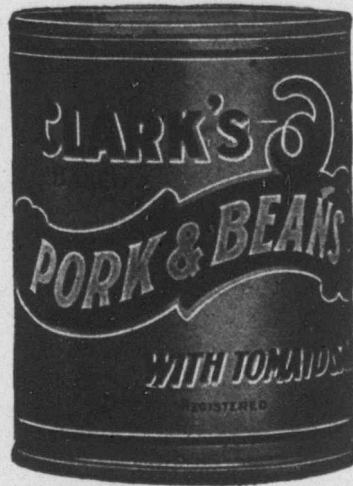
Quality and Service

The House of Quality

HUGH WALKER & SON
GUELPH ONTARIO

Established 1861

CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans,
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner,
Etc., Etc.



SELLERS ALL

BUY NOW

W. Clark, Limited

Montreal





Wagstaffe's Mince- Meat

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

Plum Puddings

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

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



MAGAZINES NEWSPAPERS FARM PAPERS

The Great Selling Campaign

of Lanka Tea employs every profitable medium. Lanka Tea will be advertised in the leading Canadian women's publications—full page advertisements, half page advertisements, quarter page advertisements.

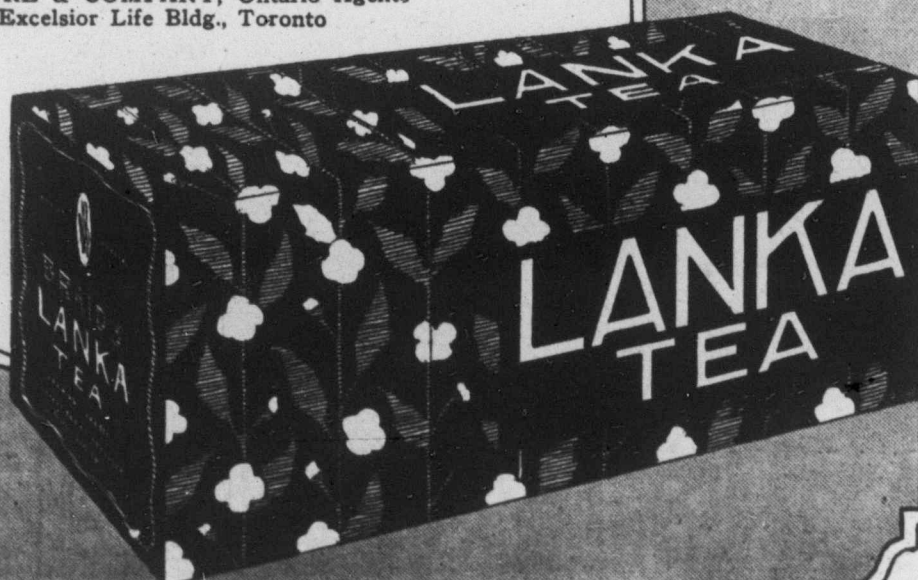
Lanka Tea will be advertised in the newspapers—full pages, with big striking advertisements of generous size following in a regular bombardment.

Lanka Tea will be advertised in the leading farm papers again in large space.

Your customers will learn about Lanka Tea and its supreme quality from all sides and repeatedly. Never before was quality backed by such high-power selling publicity.

Don't let the Lanka business we are creating for you go to your competitors. Have a stock of Lanka ready to fill orders—finest quality of tea which can be produced backed by irresistible selling forces. Order from your jobber today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada
S. H. MOORE & COMPANY, Ontario Agents
704 Excelsior Life Bldg., Toronto



Consider the Cook

Feast day foods are of the finest. None should be wasted or spoiled en route from store to home.

Use **Riteshape** wooden dishes for these numerous lines of fancy fruits, groceries and meats. Make classy packages.

Ask your jobber or

The Oval Wood Dish Co.

Eastern Office:
110 W. 40th St.
New York City

Western Office:
37 S. Wabash Ave.
Chicago, Ill.

Victoria Paper & Twine Co. LIMITED

Wholesale Distributors
439 Wellington St. W., Toronto
Branches: Montreal, Halifax



The OVAL WOOD DISH CO.
MANUFACTURER

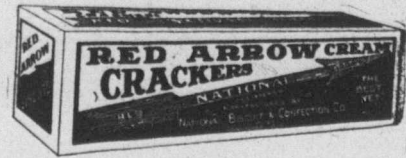
EASTERN SALES OFFICE
110 W. 40TH ST.
NEW YORK CITY

WESTERN SALES OFFICE
37 S. WABASH AVE.
CHICAGO ILL.



Bring Them Together!

With
Satisfaction
and
Profit For All



NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED REGINA

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.



Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

Canadian Agents:
A. S. May & Co.
Toronto

Donald H. Bain Co.
Winnipeg

A Fish Department! Stocked With Watson's!! Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers	Feature Herrings	Scotch Cured Herring
Bloaters	in 10-pound pails.	in barrels, half
Boneless Herring		barrels or pails.
Herring Chicks		

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited
Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER



HOPS

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

Ranches located at
Sardis, Agassiz,
B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

JOBBER'S MEMO

Next time I want

CANADA SALMON

I'll Order from



You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

W. H. Edgett Ltd.
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

Squirrel Brand PEANUT BUTTER

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

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

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



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

Though there is no Government Certificate of quality obtainable yet for Canned Goods, the buyer of Herrings can feel sure of getting the best Herrings packed by buying

WALLACE'S HERRINGS

Wallace Fisheries Ltd. :-: Vancouver, B. C.

Your customer scales a fish before it's ready for her table

Albatross Pilchards are SCALED—NO SCALES.
TRIMMED—no fins or tails.
CLEANED—no roe or entrails.

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

EVERY MORSEL EDIBLE AND DELICIOUS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

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

DIREKTORY

**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*

WINNIPEG

MANITOBA

C. H. GRANT CO.Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**F. MANLEY**Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
 Mfrs. Agent and Importer
 Groceries and Chemicals
 Bakers' and Candy Manufacturers' Supplies
 533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

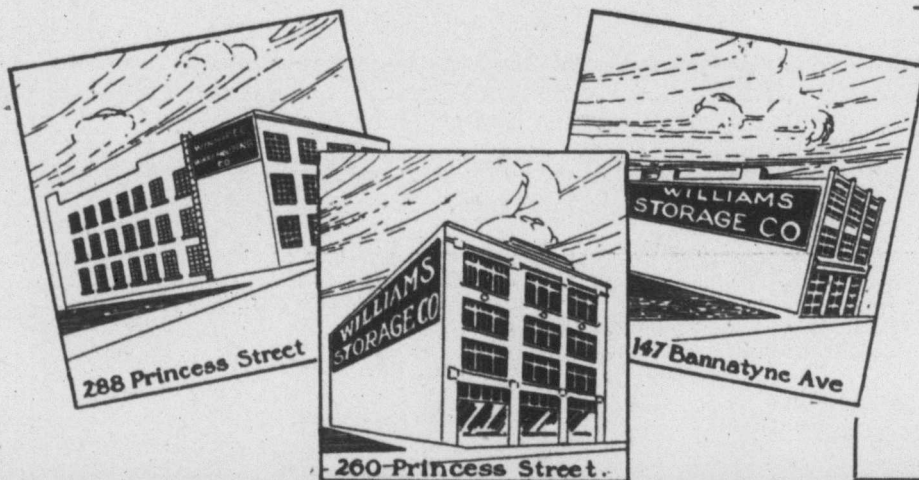
Wholesale Grocery Commission
Brokers

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.



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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 CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

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

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

D. J. MacLeod & Co.

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

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

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

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing
Our Specialty

Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

J. K. McLauchlan
Manufacturers' Agent and
Grocery Broker
Biscuits, Confectionery, Jams,
Cereals, Grocery and Drug
Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

WHEN ANSWERING ADVERTIS-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 **SCIENTIFIC SPECIALTY SALESMEN**

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask.	Calgary, Alta. Ft. William, Ont. Edmonton, Alta.
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Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

REMEMBER

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

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

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

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

EPPS COCOA
From now on
J. C. Thompson Co. F. E. Robson Co.
Montreal Toronto

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

THE DOMINION TRADING CO
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtrade.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

CANADA'S EXPORT TRADE
Should be developed "more than ever". The above is from a speech by C. C. Ballantyne, Minister of Marine. Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

W. J. SHEELY
Grocery Broker and Commission Merchant
**AGENCIES WANTED
CONSIGNMENTS SOLICITED**
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

Manufacturers' Agents
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

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

REX PRODUCTS
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG	S. H. MOORE & CO. TORONTO	KING & SOUTHCOT VANCOUVER
GAETZ CO. HALIFAX	W. S. CLAWSON CO. ST. JOHN	J. N. DION QUEBEC

**Dominion Spring
Clothes Pins** 

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

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



Manufacturers and Packers!

Manufacturers and Packers—if you want live representation for your products in Ontario, Quebec or the Maritime Provinces, get in touch with us.

Our staff is specially equipped and thoroughly experienced to market your line efficiently and economically.

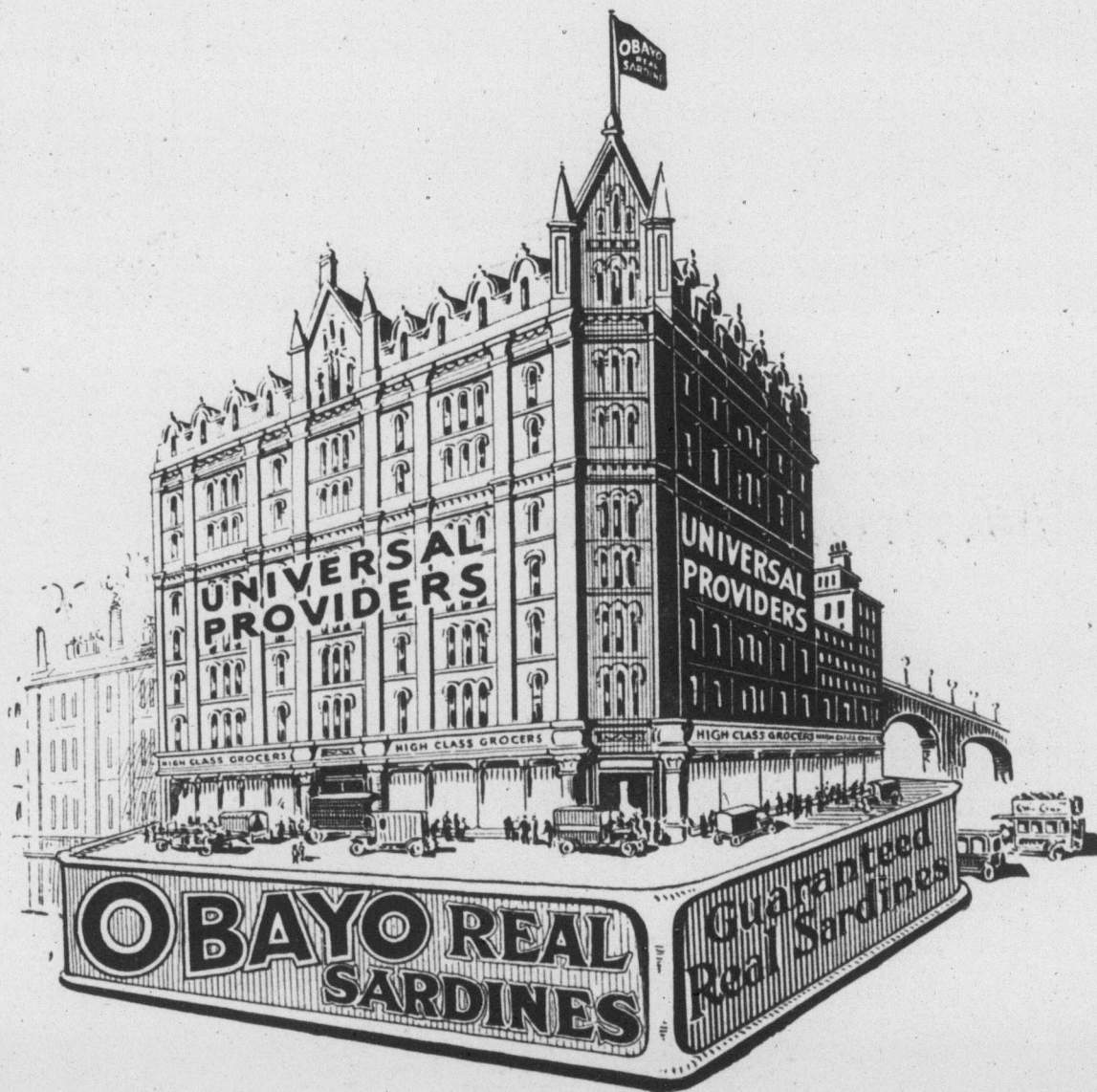
Write us to-day. We would like to explain to you what our representation can do for your products in this rich territory.

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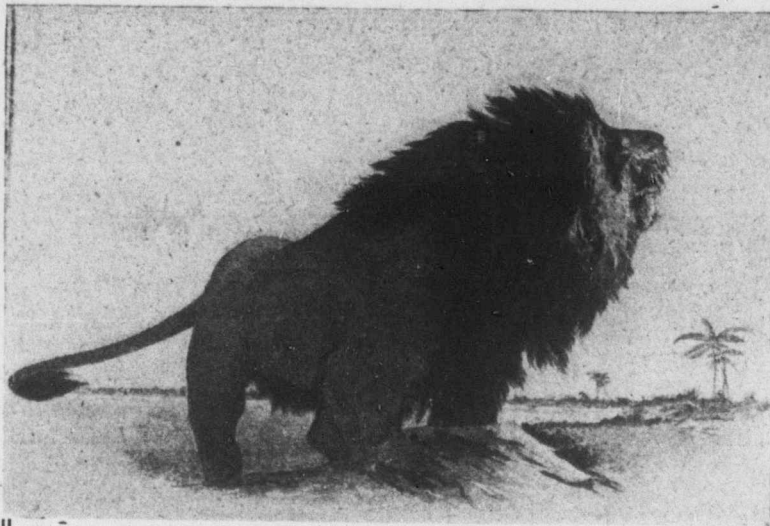
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We Design Labels That Create Sales

Our business is to help you put a package on the market that will not be a mere dumb container, but that will stand out and actually invite the trade and general public to try its contents.

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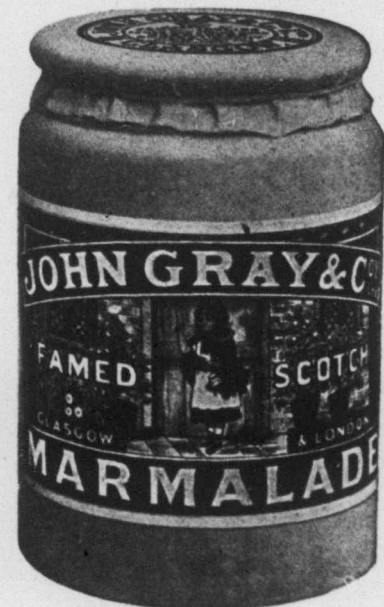
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 THE TIME AND LABOR-**SAVING** FURNITURE POLISH

Vlit
Lessens
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Prevents dry rot
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Velvet Finish
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A genuine furniture
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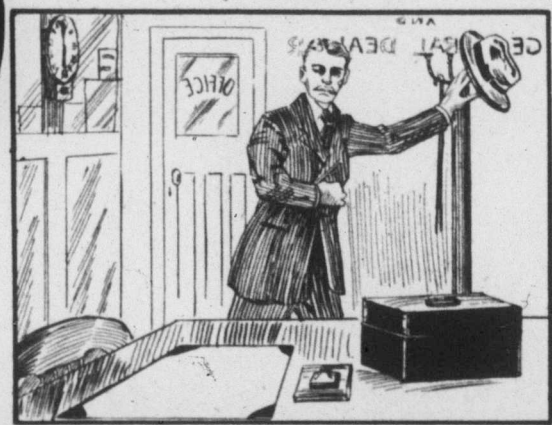


Everything disorder and worry.

*Why Spend, Money, Time and Energy
 in Keeping Credit Records?*



THIS



Everything in order and contentment.

*If You Must Keep Credit Records,
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THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

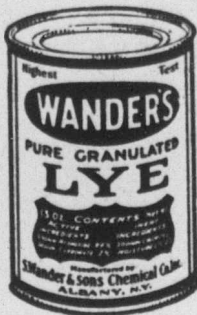
Will save your Money, Time and Energy and give you PROTECTION
 The cost is small, and we will be glad to send you our Catalogue explaining in detail and also, tell you what our customers have to say about it.

EASTERN CANADA
 The Security Envelope File Check System
 29 Ontario St. Stratford, Ont.



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WANDER'S Products

NOW IS THE TIME


WANDER'S CHLORINATED LIME & **WANDER'S** HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.
Main Office and Factory : ALBANY, N.Y.

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Kills Germs Bleaches
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A LYE that is TRUE



The delicious Concord flavor of

Marsh's Grape Juice

is the customer's satisfying feature which assures quick turnover on its sale. Other grocers find that profits are very liberal, which fact, together with quick turnover, means bigger business.

Start displaying Marsh's.


The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

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STICK LICORICE

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Everything in Licorice for all Industries using **LICORICE** in any form.

Made in Canada by

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MONTREAL

RICE

RICE FLOUR

RICE MIDDINGS

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE. VICTORIA, B.C.

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A BRUSH OR BROOM FOR EVERY PURPOSE



You will find in our line of brushes and brooms just what your customer wants.

When you sell a SIMMS Better Brush or Better Broom you make a profitable sale—and you show your customer that you handle **the best** in your line and that she gets her money's worth when buying at your store.

That customer will come back for more. Every one of Simms products is a repeater.

Stock this line of SIMMS business-builders.

Brooms	Shoe Brushes
Whisk Brooms	Stove Brushes
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Communicate with our nearest branch for prices, etc.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years

Head Office

ST. JOHN, N.B.

MONTREAL

TORONTO

LONDON

Grocers, You can recommend Wentworth BRAND Blended Jams

to your customers and feel that you are helping them solve the High Cost of Living. These delicious jams cost much less than pure jams and you can get them in any flavor.

They are put up in three sizes: Tumblers; 16-oz. size and No. 4 tins. Prices as follows:

Tumblers	\$1.65 per doz.
16-oz. size	3.00 per doz.
No. 4 tins	0.78 each

Freight paid on 10 cases or over to any part of Ontario.

Try a sample order.

Order through your wholesaler.

The Wentworth Orchard Co.

Canners and Preservers


HAMILTON

ONTARIO

SERVICE means skill in selecting, buying and stocking commodities which the customer needs.

To sell 'Service' successfully you must, therefore, study your Public.

In the matter of TEA, the Public demands Quality, Uniformity and FLAVOUR.

HERE, then  is your opportunity to market your service.



Greetings of the Season



Went to War
1914
Home Again

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

E. Washington's **REFINED** Coffee

Originated by Mr. Washington, 1909

Distributed by Grocers Specialty Company, 169 William Street, Montreal

Recommend Red Rose for Economy

Red Rose Tea consists chiefly of Assam teas; the richest and strongest grown. It yields an extra large number of cups to the pound. Its economy will please your customers.

A Good Position for the Right Man

A \$5,000 a Year Man

One with a thorough knowledge of the grocery trade, who has made a success in the grocery business and who is willing to start in a new line, with all the hard work this would entail—because it would lead to a bigger future. While an inexperienced salesman of advertising might probably not reach the \$5,000 amount the first year, yet the possibilities permit of this in a few years' time. An appetite for selling, resourcefulness, some knowledge of advertising and a thorough acquaintance with the grocery business are qualifications that will help more quickly to attain the above-mentioned figure or more. Apply first by mail to

CANADIAN GROCER

143-153 University Ave.

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It's the superior goodness of



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

that will make every customer
you sell them to a satisfied
customer, and assure you of
good repeats.

Are you well stocked?

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., MONTREAL 30 Church St., TORONTO



*Have YOU Tasted Upton's
Jams and Marmalades?*

Upton's Apple and Pineapple Marmalade. It
is surprisingly delicious—at breakfast or
luncheon.

A demonstration will surely convince your
most critical customer. All Upton products
are tempting—they make for repeat orders
—just what you want.

They are different. For instance—try

Put them to the test on
the demonstration plan.

The T. Upton Company, Limited
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company,
Toronto, Ont.
Rose & Laflamme, Limited,
Montreal, Que.

Gaetz & Co.,
Halifax, N.S.
Schofield & Beer,
St. John, N.B.

P. H. Cowan & Co.,
St. John's, Nfld.
Scott, Bathgate Co., Ltd.,
Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, DECEMBER 26, 1919

No. 52

Potato Crop of Canada Will Hardly Meet Requirements

Prairie Provinces and Ontario Very Light. Eastern Provinces Have Records Corps, But Large Movement to U.S. is Affecting Supply.

THE heavy loss inflicted on the potato crop in several provinces of wing to early and severe frosts has had a very marked effect on the general situation. In British Columbia, it was estimated that there would be a total acreage of 20,294 acres yielding about 170 bushels to the acre. Early in the season it was believed that potatoes would be unusually plentiful, and they were selling around \$1 a bag. Frosts, however, materially depleted the supply, and it was found that there was a fairly heavy percentage of small immature stock. The result has been that growers are showing a tendency to hold stock. There is an active demand from American as well as domestic buyers but comparatively limited stocks are being offered to meet this demand. The price at present is around \$2, and it is not generally believed that the price will be very largely increased before Spring.

Prairie Crops a Failure

Saskatchewan had a slightly lighter planting of potatoes than last year, some 59,000 acres in all. Last year there was a large exportable margin that found its way east and south. The early frosts of this year, however, decreased the available stocks 50 to 75 per cent, so that instead of exporting potatoes Saskatchewan will have to be a buyer.

Alberta had a fair prospect, but here again the frost destroyed roughly 40 per cent. of the production. In some parts of the province, especially in the south, the yield is still reported as fair, but it is exceedingly doubtful if there will be more than enough potatoes in the province to look after its own needs, and it may be necessary to import.

Manitoba had some 42,000 acres planted. The frost in the province was not as severe as a whole as in other western provinces, though some sections suffered severely. The frost damage estimate ranges from 10 to 40 per cent. The southern part of the province is very light, while in the north conditions are fair to good. It is not believed, however, that there will be any exportable margin.

In Ontario, the production is approximately 80 per cent. of last year's yield. It is estimated that upwards of 40 per cent. has already been sold and that a further twenty per cent. will be sold during the early winter leaving roughly 35 per cent. for sale in the Spring. The quality generally is reported as good, and there has been very little root damage.

Quebec Has Record Crop

Quebec has the largest crop on record, and it is of unusually good quality. This year's acreage is 315,590 as opposed to 264,870 in 1918. This should leave an appreciable margin to offset the losses in the western provinces.

A Four-Million Barrel Crop

In New Brunswick, there is an estimated crop of 4,000,000 barrels. Of this the cobbler variety has been largely marketed, and the late varieties are now being shipped. These light varieties are reported to show some rot. The present price is in the neighborhood of \$3.50 per 165-pound barrel, but the growers are expecting prices to advance a dollar a barrel before the end of the season.

Nova Scotia has a crop estimated at nine to ten million bushels, but the crop is very badly affected with rot which is

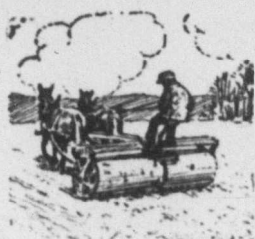
estimated will reduce the saleable crop by 25 per cent.

The Canadian Situation

From the foregoing it may be judged that Saskatchewan, Alberta, Manitoba and Ontario have relatively small crops, and this whole territory cannot supply its own needs. British Columbia will have some potatoes for export, Quebec apparently will have a very great quantity, New Brunswick will have a large quantity and Nova Scotia some for export. The Canadian crop, therefore, it would appear is sufficient to supply the largest needs of Canadians. But much of this crop will find its way to American markets. Up to November 18, 1,841 carloads of potatoes were shipped to U.S.A. markets as compared with 13 carloads in the same date last year.

Situation in the U.S.

Total crop (November estimate), 352,025,000 bushels. Ten-year average, 366,046,000 bushels. The total yield, therefore, is not seriously less than normal. There has been a more pronounced decline, however, in those States producing potatoes in large commercial quantities. These have yielded for sale approximately as follows:—1918, 152,248 carloads; 1918, 129,466 carloads; or a decrease this year of 15 per cent. Up to November 18 carload movements were as follows:—1919, 99,888 carloads; 1918 to same date, 102,420 carloads; 1919, from Canada, 1,841 carloads; 1918 to same date, 13 carloads. It would seem, therefore, despite the large general crop that the supply upon which large consuming centres depend is somewhat short, and that there will be a good demand.



U.S. Sugar Still Under Control

Sugar Equalization Board in Control For Another Year—
Action Too Late to Prevent High Prices.

THE passage of the McNary bill by the United States Senate recently—a bill that provides for the continuance of the United States Sugar Equalization Board through 1920 and also to retain in force the wartime governmental powers of controlling prices and movement of sugar, has added another disturbing factor to an already complicated situation. Had the bill gone through unamended it would have been a clear-cut issue, but amended it must still come before a joint committee of the Senate and the House with what result no one knows.

It seems pretty well assured, however, that what many hoped for and some feared, an uncontrolled sugar crop will not be in effect this year. Whatever comes or goes, it has been decided that control of sugar and its distribution will be continued, and one of the further powers that are asked for by the amendments to the McNary bill is the power to prohibit exports of sugar.

The United States is in the happy position of having an enormous domestic supply. The Louisiana cane crop is estimated at 116,000 tons and the beet sugar crop at 800,000 tons. With this domestic supply the United States has

also a very large measure of influence over the Cuban crop, a certain proportion of which is already under contract to the United States.

If the United States wishes, therefore, to shut off all export and to go ahead importing all the sugar that she can find, there is little doubt that sugar conditions in that country would be very easy and correspondingly hard in other sections.

Export Embargo Not Feasible

On the other hand it is doubtful if a hard and fast embargo of this kind could be arranged, for the United States has guaranteed certain stocks to Britain and France in consideration of their agreeing to keep out of the Cuban market. These contracts must be lived up to or these countries will be at liberty to bid for the Cuban crop with all the possibilities that strong competitive bidding will have on prices.

Indeed, it is doubtful even if there is no such competition whether it will be possible for the Sugar Equalization Board to effect prices at anything like reasonable figures. The Cuban planter has had a taste of future buying that has sent figures up to 10 and 12 cents,

and it is not likely that he will be content to accept any moderate figure for his crop in view of the strong situation of the sugar market.

Too Late to Affect Prices

It is generally agreed by those conversant with the situation, that the Bill has come too late to have any real effect on prices. Two months ago the producer was offering sugar at \$6.50 on future contracts, and had the board been due for an extended life at that time it could have contracted the whole crop at this figure. Now it will have unquestionably to buy in the open market, and its influence in regulating prices which would have affected Canada as well as the United States owing to a set buying price for raws, would unquestionably have been a factor in stabilizing prices. As matters at present stand, it can regulate prices only as far as the costs of production and distribution are concerned. This being the case, there seems little reason to doubt that higher prices for sugar must be a fact in the coming months. The United States must buy on a competitive market, and on a market already faced by heavy buying. The only result is an increasing cost of raws. While the Canadian sugar is largely secured from other sources, the conditions will be virtually the same, for the Cuban sugar crop is the dominant factor in this part of the world, and the producers of other localities will look to Cuba to set the price for raw sugars.

Grocerteria has Come to Stay Regular Grocery a Fixture

AT this moment we have one of the very busiest stores in Toronto," remarked J. Miller Cork, manager of Loblaw Grocerteria, as he watched the Saturday night crowd that packed the store and rendered progress in any direction, save with the stream, well nigh impossible.

Saturday Sales Very Large

"But surely these are not all customers," is was doubtfully asked.

"By no means," Mr. Cork replied. "On Saturday night especially, our lady customers often bring friend, husband or one of the children to help her get her purchases home, for Saturday sales are always large. Or, again, she may bring someone who wants to look us over, which is advertising for us. Many of these customers come from a distance and are seen here only once a week. Again, others drop in frequently. However, I can easily find out the number of actual sales, so far"—so far being 9 p.m.

Divided in Three Sections

This grocerteria follows the usual plan, being divided into three sections, an entry, sales room and store room. At

A good section of the public like the self-serve idea and the lower prices possible with such a system—The unexcelled service, however, of the old-established grocery, will always be demanded by the majority of people and will not pass away.

least, this was the idea at its opening—five months ago—but increased business made it necessary to extend the sales room the full length of the store—and then enlarge that, so that the firm is rather handicapped for storage space. From the entry, one passes through a turnstile which permits of egress only. Just inside are piles of market baskets, from which the customer helps himself and proceeds in his quest for food at lower prices.

Out in front, the shelves are packed with bottled and canned goods, whose names are household words, all plainly tagged with price. Further back one finds teas, coffees, fancy biscuits and

cheese, all wrapped ready to carry home. Each package bearing the quantity, price per pound and gross amount, so that it is never necessary to consult the salespeople. In the middle of the store is the dried citron and fruit section and the refrigerator plant, where perishable products such as butter, margarine and shortening are kept. The back of the store is given over to flours, cereals, sugar, soap, etc.

Totals Purchases on Adding Machine

The customer having selected her purchases, carries her basket to one of the counters near the point of exit. Here her purchases are quickly totalled on an adding machine and she receives her slip. While she pays the bill her groceries are neatly packed in a larger bag. Many people, however, bring their club bags and have their goods transferred to them. As soon as a basket is emptied it is quickly returned to the point of entry, ready for the next customer.

Sales Over \$2,000

At this point, Mr. Cork returned with the news that the sales slips for the day were slightly over the two thousand mark. Curious to know the amount in-

involved in these sales, I stood near the cashier and watched the amounts paid by five consecutive customers. Here are the figures: \$2.00, \$1.75, \$1.96, \$4.05 and \$2.80. All cash, mind you!

"This is the way we help to lower the H. C. of L.," remarked Mr. Cork. "These people want to make a dollar go as far as possible. To save money they are willing to serve themselves and make their own deliveries. Of course, there are people who demand service and are willing to pay for it—but they don't come here.

Running Expenses Low

"We can undersell the ordinary grocery because we buy in large quantities, our running expenses are low—seven to eight per cent., as compared to eighteen or twenty per cent. of the corner grocer—and the business is strictly cash!

"How many people are needed here?" Mr. Cork was asked.

"At present, our selling force numbers eight. Any other store doing our volume of business would need at least twenty people. We open at 8.15 and close at six, every evening except Saturday, and we observe the Wednesday half holiday all the year round. One-

third of our weekly sales are made on Saturday, but our clerks are always busy packaging goods or replenishing the wares we have on display."

"With goods so exposed, is there not danger from theft?" the CANADIAN GROCER representative queried.

"The percentage of loss in this respect is so small as to be almost negligible," was the reply. The sales-people keep a bright outlook for such things and as the smaller, more portable articles are out in front there is little opportunity for a thief to escape detection. At any rate, such loss is much more than counter-balanced by the increased sales which the display of our wares bring us."

Will Not Displace Ordinary Grocery

"Do you think the grocerteria will finally displace the ordinary grocery?"

"Not by a long shot. A grocer who is a good manager—unless he has too many rivals, who are better managers—is a permanent fixture. There are a certain class of customers who expect credit, clerk service, delivery and expensive labels, and are willing to pay for what they want."

"What about the contention that the

grocerteria draws only the round-the-corner trade?"

"In this particular instance it is not true. Of course, we are situated in the heart of a manufacturing district and the people want to save all they can. Many of our customers come by street car, but it is quite true that a grocerteria will not meet the needs of all localities."

While offering advantages in the way of cheaper prices, the grocerteria has its defects—from the customer's viewpoint. The best of the fruit and vegetables go to the early shopper. No feasible plan has been devised for carrying bread and milk or certain other perishable products. The customer is the loser if the goods selected have deteriorated in quality or if broken or damaged in transit. The grocerteria—and there are almost a dozen in Toronto—has come to stay. It is the answer to a demand from a section—and a very considerable one at that—of the buying public. But it is equally true that there is a demand for the other kind, too—the kind that gives service in a multitude of ways—not connected with such purely prosaic things as credits, clerks and deliveries.

How to Take Stock Intelligently

Methods Used by Dupuis Freres, of Montreal—System and Method Eliminate Errors—Plan Ahead and Finish Work Inside Two Days

Based on an interview with A. Chabot, of Dupuis Freres, Montreal, by A. H. ILLSEY, of Canadian Grocer

DUPUIS FRERES, 447 St. Catherine Street East, Montreal, take their semi-annual inventory in two days' time; do it thoroughly; send the extended sheets to the office promptly, and thus make the whole work more of a pleasure than a burden, and which last-named bugbear has, in the past, and still confronts many a grocer.

Briefly, the secret of the plan carried out is that of maintaining a system of orderliness in the arrangement of stock, which ensures the sales' staff the elimination of waste motion when stock is to be taken.

"We allot a section of shelving to two clerks, and for this they are responsible," said A. Chabot, the department manager, to CANADIAN GROCER. "In this way there is no mix-up, and the stock is sure to be taken in that section carefully and thoroughly. One calls out the number of articles or packages, and the other makes the entry."

Preliminaries

"First, we have the clerks, two days before stock-taking, go over the shelving and see that stock is where it ought to be. Bottles of pickles or jam, fruit or vegetables may get out of their right section. This work is carefully done, and when completed everything is ready to go ahead with the listing.

"We plan, also, to take the two days of the week which are quietest in the

department, and all the work is done in the day time. We do not think it is well to have the clerks come back at night to work; they are weary, and if they work at night they are not so fresh for the task. The next day, too, they will be tired; so we follow the regular hours and finish the job in two days."

Of course, it is easy to keep track of goods sold. For instance, if a dozen packages of a cereal have been sold from a section of the shelving, they will have to be added, necessarily, as in stock, on the date selected for listing. Anything sold after listing is not counted, of course.

The advantage in going over the stock, first, is three-fold. It brings to light any stock that may have been side-tracked, and it brings every section of the stock up to completeness, also affording the dusting and brightening of dingy-looking packages. Then—and most important of all—it reveals the extent of the stock of a given article which is being carried; it can be adjusted with this knowledge of the actual stock, to what the sales justify being carried. For, of course, the records kept indicate what lines are sellers; the extent of such sales, and with a consequent advantage in governing just what money ought to be tied up in a particular item of merchandise.

Price Book—Stock Book

Following the plan to eliminate extra work, plain note or blank books of the

regular style are used to first list all the items. From these books the items are written into the form used, and which forms contain vital information. Pages are numbered, and this makes it possible to send these out from the office, with a record kept of number handed to the sales staff, and when these are returned, they may be rechecked as to number.

Beginning with the date at the top of page, the year follows, then the folio, called by, entered by, department, location, price per dozen, each, or package, as the case may be, extended by and examined by. Then there are the columns for checking, quantity, description, price, extension, total.

Now comes the important help to the office, afforded by the salesman. Each is supplied with a separate price book. "When a new salesman or saleslady is engaged," said Mr. Chabot, "they are given a new price book, and make their own entries from another price-book which has been given them. In a very short time they are quite familiar with the prices, and entering prices themselves of the various goods, is an excellent plan."

Care is taken to check up the price-book frequently. Changes are made, personally, by the manager, and Mr. Chabot uses a little pad on which the new prices of an article are written. These go to the salesmen and who make

the change, at once, in their own personal price-book. To show that they have received the change and made the entry, they are required to initial the slip and return to Mr. Chabot. Thus, if they should have later made a sale of a given item at the old price, this would be checked up in regular course, and they called to task for their failure to make the change, or for depending upon memory for the sale price.

What Are Advantages

It is unquestionable that to know one's stock is an advantage. It is more, in fact; it is a great satisfaction and a comfort to know "just where I am at." If arrangements can be made to take a careful record of just what one has on hand, twice, thrice, or even four times a year, all the better. But the work, once done well, will stimulate a desire for that more complete information as to the size of one's stock, and as to the extent of particular items or lines of goods that may not be ready sellers, which serves to make one a better merchant.

The day of haphazard methods has departed; they cannot be tolerated. To enter the Dupuis store and view the array in any one, and in all departments is to be entertained; to be educated as to how attractive a stock may be made. It is this semi-annual inventory of the goods that helps to make the department interesting. If there is growth, it stimulates the management to try to break the biggest past record. The hundred facts, and one, which a listing of stock reveals, are ever valuable. In addition to this, the slow-movers can be sent on their way through special-pricing or special display, and their room be allotted to stock which will sell readily, and therefore profitably. For Mr. Chabot is an apostle of the "hurry-the-goods-out" doctrine. Small profits mean big sales, and here they are ever increasing.

COBALT, ONT., CO-OPERATIVE STORE SHORT OF CAPITAL

The managers of the various mines in the camp will be asked for assistance in placing the co-operative store in town upon a proper financial basis, according

to a decision reached at a public meeting here last night.

The present capital of the store was stated to be not large enough, and H. J. Everitt, who presided, said that \$15,000 at least would be necessary to run the store.

MacLean Publishing Company Has Christmas Tree for Children

Col. John B. Maclean, President of the Company, Gives a Christmas Treat to All Children of the Organization

ON the Saturday afternoon before Christmas, the offices of the MacLean Publishing Company on University Avenue, Toronto, were given over to the children of the organization and their parents. The idea of the Christmas entertainment originated with Col. Maclean himself, and neither time, effort, nor money were spared in seeing that everything was arranged to give the children the time of their young lives.

Something in the neighborhood of 200 children were present of all sizes, from babies in arms to grown boys and girls, and they, with their parents, made a gathering that filled the main office that had been cleared for the occasion and flowed over into the new building in the rear.

In the centre of the main floor was a great Christmas tree loaded with gifts, for every child there was a present, books and watches and flashlights and toys generally were there in profusion, with a Santa Claus of magnificent size presiding over the ceremonies, supported by a policeman and a clown. When the last gift had been received, and the last Christmas stocking grasped by eager hands, there was a regular midway to attract the youngsters.

At the front was a magician doing wonderful things with balls and handkerchiefs; further down a Punch and

Joe Gorman, Miners' Union Secretary, said that if reorganization took place it would be necessary to give credit, which has not been done thus far. He said the volume of business since the strike had been so small that overhead expenses could not be met.

Judy show, the delight of the younger children. A scale for trying their weights, and a booth where ice cream cones were to be had for the asking. In the new building the young ladies of the institution served tea to the mothers and fathers of the children, and here was a mysterious lady who would read your fortune in a cup, while another part of the floor was given over to dancing.

A Highland piper gave the necessary Scottish tone to the gathering. Altogether it was a great affair and everyone had a splendid time.

MUST NOT MOVE TOBACCO FROM ORIGINAL CONTAINER

Two Ottawa Merchants Fined For Failure to Obey the Law in this Regard

Two convictions for violation of the Inland Revenue Act by having tobacco for sale without the excise stamps, were registered in the Police Court this morning when two grocers were fined \$50 and costs each.

Some merchants are putting themselves in danger of the law through ignorance of its terms. There is nothing to suggest in the evidence that these two merchants willfully offended, or that they profited in any way from the failure to observe the terms of the law. But the fact remains that the law requires that plug tobacco must not be removed from the initial container until sold. In any event there is no reason why it should be as the original container is the one best suited to preserving the best qualities of the tobacco.

STEAL 400 LBS. BUTTER

A few nights ago thieves broke into a storehouse at the rear of 311 Jones avenue, Toronto, and made away with 400 pounds of butter in pails. The butter was owned by Mrs. Rose D. Skilling of O. R. Skilling, produce merchant, 11 Myrtle avenue, Toronto.

The thieves effected an entrance by breaking in the door, and specialized in butter, for nothing else of account was taken. The value of the haul, at the present price, would run to about \$280.

Export Demand Increases Rice Prices

Buying Movement From European and South American Countries Makes Large Inroads on Stocks of Southern Rices

THE heavy export demand for Southern rices at the present time is sending prices upwards rapidly at the present time. Those intimately associated with the Southern rice market state that if the demand continues at its present volume the entire crop will be consumed within the course of the next ninety days.

As it is there have been four increases in price within the past few weeks, and growers are of the opinion that if the present conditions prevail the Blue Rose variety will reach 15 cents a pound within thirty days, and that as a natural

result Louisiana and Honduras rices that usually range about a cent higher will advance in sympathy.

The advances are due to the unprecedented demand for export. Large orders are being received daily from France, Belgium, Italy and Germany, while an almost equal demand is being experienced from South America. This is a demand that had developed largely of late and one that was quite unlooked for. The present firm condition in Southern rices will undoubtedly also have its effect on the price of rices derived from other sources.

Last Call for the Christmas Window Contest



One of the effective window displays that has gained a prize in a former contest.

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A		CLASS B	
Towns and Cities Under 10,000 Population		Centres Over 10,000 Population	
1st Prize	\$5.00	1st Prize	\$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Contest closes Jan. 3. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

Inventory a Serious Annual Duty

Know the What and the Why of Your Business and be Honest With Yourself

By HENRY JOHNSON, Jr.

THERE is no more serious duty that any merchant owes to his business than the duty of inventory, to take periodical stock of what he has and thereby know just how he stands with the world.

Nothing is more astounding or distressing to one who has at heart the welfare of the grocery business than the fact that so many grocers, some of them otherwise good merchants too, utterly neglect this vital duty. Why, it is hard to say. For really there is nothing complicated or particularly difficult about the process. It is simpler to-day, probably, than ever in the past because the food authorities have ruled that original costs are the basis of valuation. So we can save a lot of time hitherto taken up in ascertaining present values, according to prevailing markets. All we have to do now is use our cost books in pricing.

Objects of Inventory

If, having been negligent of this duty in the past, you ask me why you should inventory at all, I shall have various answers. The crux of the whole thing is this: that you may know where you stand.

Or if you say that you have such a small business that you know all about it, I say that there never yet was a man whose inventory, taken with honest conservatism and clear judgment of values, did not reveal to him things of which he knew little or nothing, no matter how small his business. The average storekeeper, with the average sized stock, will find things that astonish him if he inventories carefully—and surely it goes without saying that to inventory any way but carefully is the worst kind of folly.

Any merchant who carefully lists what he has on hand will discover assets he knew nothing about. He will uncover stock which has got piled away in the stock room, down cellar, under counters, every dollar's worth of which is actually a liability so long as it remains unsold. By finding it and fetching it forward for sale you accomplish many things.

You turn it over and realize a margin on it. You render unnecessary further purchase of that item until present stock is sold. You prevent waste. You thereby know yourself to be much better off than you knew before.

Be Honest About This Work

Maybe it will sound a bit odd for me to urge you to be honest about this work; but the fact is that (1) there is nothing so dangerous as fooling yourself, and (2) in no other work are men so prone to fool themselves as in placing figures on their own worth. So prepare



Henry Johnson, Jr.

yourself for this task by getting into the right frame of mind.

The first step is to write down accurately everything you have. As you count, weigh, measure, gauge or estimate, keep before you the idea of placing an honest value on your goods. This requires nice judgment; for the values to be placed are not those for which the goods would sell under the auctioneer's hammer, but what they will command in the ordinary course of a going business. A can of tomatoes, for example, with a damaged label is still a can of tomatoes, and probably can be sold at full price. A can of shrimp in the same condition should be inventoried at half value, because folks are fussy about shrimp at best, so you may have to take less than regular for that can. A torn package of macaroni or pancake flour may have lost none of its contents, yet probably you will have to buy it yourself and use it at home, so that should be heavily discounted.

In such conditions, even dozens with one item damaged should be listed as 11½ at so much per dozen. If the one item be damaged further, even though not intrinsically in worse condition, list only 11/12 of a dozen. Wipe out the doubtful item entirely. Then any chance you take on its sale will be a chance to gain and not to lose.

This brings me to the next point: that no matter what values you put on your goods at inventory time, you neither alter their value nor lessen nor enhance your chances of selling them profitably. Ever think of things that way? It is a wonderfully illuminating idea if thoroughly digested. What you are doing is seeking to arrive at a fairly accurate statement of what your stock is worth. Keep that thought before you. Let other considerations go by the board until this end is attained. The same is true

of your accounts, fixtures, etc. Inventory what is owing to you with great care. Place an estimate on each account near to what your judgment tells you will be realized on it. This is a corking good time, too, to weigh your customers' characters carefully and decide just which of the Smiths, Browns, Joneses and Robinsons stand up under a calm scrutiny. Then list the weak sisters for elimination—and do the eliminating, too. Do not stop with the listing.

Remember, further, that your natural, unconscious disposition will be to over-value everything—goods, accounts, fixtures. So if you try hard to under-value you really are apt to value correctly. If you are going to err at all, make the error on the safe side, by under-valuation. Then, no matter how the figures look when you are finished, you will know at least one worth-while fact: that you are worth not less than the figures indicate.

When To Do It

The right time to inventory is when business is stopped. This year, the preferred date is Wednesday, Dec. 31. If you pull down your shades or paste papers over your windows, you can work undisturbed and get all your figures listed quietly. If you have anything but a very small business, you will need your clerks to help. By scattering them about and assigning certain plain counting and listing to the more reliable among them, you can get done with this part of the job along in the afternoon. And you can call on the boys and girls, too—at this time for that extra help since you are giving them two holidays with pay so close together. After the stock is listed, count your cash, note your bank balance, cast up the totals of what you owe and what is owing you, make a note of these figures.

You can price most of the stock during the coming week by taking an hour or two evenings after closing time. Add the sheets as you extend totals. Then take another sheet and on it list the totals of your stock inventory, your book accounts, your fixtures and all other assets, and cast up the grand totals. Next write the totals of your liabilities on the same sheet. Subtract the liabilities from the assets and what remains is your net worth. Compare that with your net worth a year ago and you will have an exact measure of what you have accomplished during 1919.

It is a fair gamble that the result, if you have been honest with yourself, will be sobering. But it is excellent to be sober—especially right after the first of the year. At any rate, you can feel that now you know the worst about our busi-

(Continued on page 41)

CURRENT NEWS OF THE WEEK

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

Maritime

Gay E. Best, grocer, Halifax, N.S., has moved to Florida.

The store of M. J. Paquet, groceries and meats, Souris, P.E.I., was destroyed by fire recently. It was partially insured.

Ontario

J. H. Curtin, grocer, Toronto, is dead. Louis Rossman, Toronto, has sold to Louis Gold.

Arthur Brouillard, Sault Ste. Marie, is selling out.

A. Carriere has opened a grocery business in Ottawa.

W. F. Ballantyne, Jordan Station, has sold to M. Stouck.

D. Swedline, grocer, Toronto, has sold to Louis Rossman.

F. J. Sexton, grocer, Toronto, has sold to Cardwell & Reid.

R. A. McDonald, grocer, Kitchener, has sold to R. J. Kube.

J. J. Morrison, general merchant, Consecon, has sold out.

Wm. Scott, grocer, Bowmanville, is closing out his business.

A. G. T. Robinson, grocer, Toronto, has sold to J. E. Cowle & Co.

John Hewitt, groceries and meats, Hamilton, has sold to Frank Lee.

Henry L. Calverly, grocer, Toronto, has been succeeded by George Hennessey.

J. A. Quennell has again opened a grocery business in Wallaceburg, at the corner of Dufferin and James streets.

Royle and Darby will open a grocery business at 157 St. Paul street, St. Catharines, Ontario, between January 1 and 15.

Jas. Kyd, of T. J. Castle Co., Ottawa, is retiring from the position of buyer, after nine years' service, to go into the brokerage business in Ottawa.

J. H. Lacey, general merchant, Hillsburgh, Ont., has admitted his son into partnership with him, and this business in future will be known as J. H. Lacey & Son.

John T. Conway, Perth, has purchased the O'Brien building and will fit it up to meet the enlarged needs of the store. He has taken a ten years' lease of the Brooks block also, and the whole will undergo a thorough renovation.

F. H. Clifford, for many years a merchant of Brockville, Ont., died recently, aged 68. Before entering the mercantile business he was a locomotive en-

gineer on the Grand Trunk Railway, running between here and Montreal.

William Fewster, a pioneer resident of Dereham Township, Ont., passed away recently at the home of his brother, Robert Fewster, Ingersoll. The late Mr. Fewster was in his 59th year and for seven years past had conducted a grocery store at Corinth, Ont.

Western

A. H. McCrea, Bawlf, Alta., has sold to Geo. McCrea.

Herbert Havers, Morris, Man., has sold to J. B. Gillespie.

A. D. Pauloff & Co., grocers, Regina, Sask., have sold to A. Velon.

J. J. Doupe, general merchant, Duval, Sask., has sold to B. Neuman.

H. A. Wilson, general merchant, Sintaluta, has sold to D. R. Anderson.

Peter Ballantyne, grocer, Winnipeg, has been succeeded by Henry Ritchie.

Wm. L. Taylor and Robert D. Essery have registered a partnership in groceries and general merchandise at Leduc, Alta., under the name of Taylor & Essery.

GROWING DEMAND FOR CANADIAN PREPARED MILK

In pre-war days, the manufacturers of condensed milk in the United States and Canada were confronted with keen competition when endeavouring to place their products on the British market. The European brands were well advertised and the quality had commended itself to the British taste. Furthermore, the manufacturers of the same were able to produce cheaply, and proximity to the British market conferred upon them an advantage denied to the producers in the United States and Canada.

War conditions changed the sources of supply, so that "American" and Canadian brands began to flood the stores in the United Kingdom. Some idea of those changes may be gathered from the following statistics. In 1913, about 36,000 cwts. of unsweetened condensed milk were imported into England from Norway, 6,200 cwts. from the Netherlands and 5,728 cwts. from Switzerland. During that year only 14 cwts. came from the United States and none from Canada. In 1914, no supplies arrived from the latter two countries. By 1918, however, supplies from Norway had declined to 257 cwts. to 760 cwts. from Switzerland, and none arrived from the Netherlands. The imports from Canada had advanced to 64,571 cwts., and those from the United States to 833,152 cwts. It should be recorded in this connection that the total

imports of the United Kingdom rose from 37,396 cwts. in 1913 to 900,696 cwts. in 1918. It is not considered likely that this unprecedented total will be maintained in the future; but there will always exist a big market, especially as the price of fresh milk is to be 25 cents per quart during the next few months.

WHY BLACK TEAS ARE HIGH PRICED

The advancing price of black teas in the last few months has been a feature of the tea markets in New York. When asked why prices are higher a leading New York importer pointed out that in the last four months only 13,000,000 pounds were brought into this country, as compared with approximately 30,000,000 pounds in each corresponding period of 1918 and 1917. Compared with the black varieties he stated that Formosas are still relatively cheap, although this year's crop is 25 per cent. below normal.

OTTAWA GROCERS TO HOLD BANQUET

The grocers' section of the Retail Merchants' Association, of Ottawa, will hold their annual banquet in Masonic Temple on January 8. Plans were arranged at the grocers' meeting held recently. The wholesale grocers of the city, commercial travellers and officers of Retail Merchants' Association will be guests, and prominent business men will give "peppy" business talks.

Clarke Cummings is chairman of arrangements, and A. G. Johnson is secretary. The members of the committee are T. A. C. Kennedy, B. G. Crabtree, A. S. Moreland and Duncan Bell.

EDDY COMPANY MATCH PLANT HAS 43½ HOUR WEEK

The E. B. Eddy Company, Limited, has instituted a 43½-hour week in its match factory. Wages have been increased in proportion to the reduction of the hours, and as a result the employees, who are mostly girls, will now work shorter hours at the Hull plant, and will receive higher remuneration.

APPLES MUST BE STATED IN TERMS OF BARRELS

When apples are imported otherwise than in barrels, the quantity in terms of barrels shall be ascertained by comparison of the cubic measurement of the containers with the cubic measurement of a standard barrel, viz.: 7,055 cubic inches, as provided by the Inspection and Sale Act.

NEWS FROM WESTERN CANADA

Some Novel Display Ideas

Vancouver Store Used Novel Display to Call Attention to Store's Service.

By ROY A. HUNTER

McTAGGART'S Grocery on Granville Street, Vancouver, have two good ideas in operation this week. In one window is a large map, simply drawn, of the interior of B.C. The Okanagan Valley, and the Kootenay Valley each is shown, but a big arrow points to KEREMEOS, because that is the spot where the honey was produced which is displayed in the window. While CANADIAN GROCER waited, the genial Mac was wrapping it up and handing it out—not to shoppers—no—but to business men, passers-by whose attention had been arrested by the map, and to whom the appearance of the honey, which was candied, simply couldn't be resisted.

Getting the Attention

And in the other window? Why McTaggart had a big brown-paper screen for a background, and on this screen were small squares with names and addresses in England, Scotland, Wales, France, Eastern Canada, and elsewhere. These were the places to which during the last two weeks packages have been

WE ARE PROUD OF OUR REPUTATION AS EXPERT PACKERS AND HAVE SPARED NO EFFORT TO INSURE THIS PACKAGE REACHING YOU IN PERFECT CONDITION.

J. McTAGGART & SON

792 GRANVILLE STREET

VANCOUVER, B. C.

SPECIALISTS IN BRITISH COLUMBIA APPLES

mailed—carefully packed little boxes of British Columbia apples like the display in front of the screen. McTaggart has put up these parcel post packages of apples for four years now, and already this season over a thousand boxes, at a dollar a box (postage extra) have been

The Farmers' Departmental, Ltd., general store, Bawlf, Alta., have sold this branch to J. H. King.

The plant of the Turtle Mountain Milling Co., Borssevain, Man., was recently damaged by an explosion.



Interior of the J. McTaggart & Son grocery, Vancouver, B.C., showing some interesting ideas in interior display.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week continue very firm and particularly on the Montreal market several lines show tendencies to advance. The tendency is with few exceptions towards higher levels, and scarcity of goods in many instances is very pronounced.

MONTREAL—Molasses, concerning which **CANADIAN GROCER** has consistently reported as firming and likely to be higher, advanced another 5c this week to \$1.25 per gallon, puncheon basis, Montreal. There can be, say the trade, little hope of lower prices on this. Peanut butter is higher in price. Rice has advanced half to one cent per pound and one brand of starch is higher. Raw sugar crystals are marked higher. It is reported that tomatoes and canned peas will shortly advance. Apricots are the only item in the list of dried fruit that give promise of ruling easier after the turn of the year. Rolled oats are firming and may advance any day. Cornmeal is firm. Package oats, too, are likely to go up.

Sugar markets are no easier, but refiners are still shipping, though raw sugars are scarce. Flour prices are firm and in trade circles there is rumor of an advance, but this is not clearly defined. Spices are very firm.

TORONTO—The markets this week show few changes as compared with the preceding seven-day period. In the days

immediately before Christmas there was a very heavy inquiry for all foodstuffs and the wholesale trade was more active than at any previous time. The sugar situation is not improved to any great extent as far as supplies are concerned and even higher prices are anticipated in the New Year. Cereals, too, are very firm and are likely to advance, particularly rolled oats. Many wholesalers are entirely without raisins and shipments ordered weeks ago are just beginning to arrive. Supplies have been very scant now for some time, but it is hoped that in the New Year receipts will be better. Peels have been very high and citron particularly is almost impossible to procure.

Produce lines are unchanged, and eggs, butter and cheese are all selling at very strong prices. Fresh meats were slightly higher this week.

WINNIPEG—Markets in general groceries are very strong. The holiday trade has been very heavy and this fact coupled with the scarcity of several lines has rendered values very high. The sugar situation is much the same with supplies very scant. Raisins, too, are very scarce. Some lines of coffees have advanced and the market in coffees generally is very strong. Icings and jelly powders are very scarce on account of the sugar shortage. All produce lines are in big demand and are selling at high prices.

QUEBEC MARKETS

MONTREAL, Dec. 23—Important changes are made this week in the market prices of a number of commodities and others are likely to mature in the immediate future. These are, for the most part, in the nature of advances.

Crystal Sugar Up; Medicines Are, Too

Montreal.

RAW SUGAR, MEDICINES.—Peruvian raw sugar crystals have advanced in price to 13½c per pound. Minard's liniment is higher. The price in one dozen lots is advanced from \$2.25 to \$2.50; that on quarter grosses from \$26 to \$29; half gross, \$25 to \$28, and gross lots \$24 to \$27, the latter three prices

per gross, and all subject to the usual 5 per cent. discount. Gauvin's Aniseed Syrup, too, is increased in price 50c per dozen to \$1.90.

One Brand Starch Is Marked Higher

Montreal.

STARCH.—The basis is marked up for "The Sisters" brand of starch. Ad-

vance is 15c per case to \$5.90 per case of 48 one-pound packets.

An Advance is Made For Peanut Butter

Montreal.

PEANUT BUTTER.—Higher prices are effective for peanut butter, two well-known makes being involved. Bowles' make is selling at \$1.45 in one pound jars; \$2.35 in 2s; \$2.90, in 3s; \$4.50 in one-pound tins, and 28c per pound in bulk. Clark's, in quarter pounds is quoted up at \$1.90; ½s, \$2.45; 1s, \$3.40, and in bulk, 28c.

Sugar to be Had in Limited Quantities

Montreal.

SUGAR.—The supplies of sugar are

fair, but of course there is still an insatiable demand, particularly so with holiday demands greater than usual. Refineries have been shipping out stock right along, and while there is likely to be a temporary cessation of melting owing to the difficulties of getting supplies of new crop raws, this will perhaps be of short duration.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	12 00
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	12 20
Icing, 25-lb. boxes	12 60
Icing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 60
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack.	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.	13 25
Do. cartons, 5-lb.	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

New Gallon Apples; Expect Bigger Export

Montreal.
CANNED GOODS.—While there is not, at the present time, a great deal of movement in canned goods to export buyers, it is stated that there will be, in a few weeks a lively movement to Europe. Prices, then, and probably before, are likely to firm. Higher prices, some assert, will soon apply to peas and to tomatoes.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2)s	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62 1/2	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb. doz.	1 50	1 80
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s)	3 15	3 50
Do., California, 2s	8 00	10 00
Do. (wine gals.)	1 60	1 60
Sauerkraut, 2 1/2 lb. tins	1 45	1 50
Tomatoes, 1s	1 50	1 85
Do., 2s	1 80	2 15
Do., 2 1/2s	6 50	7 00
Do., 3s	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	2 00	3 00
Do., Sweet Wrinkle	1 57 1/2	2 00
Do., fancy, 20 oz.	2 75	2 75
Do., 2-lb. tins	27 50	30 00
Peas, Imported—	23 00	20 00
Fine, case of 100, case	27 50	23 00
Ex. Fine	30 00	23 00
No. 1	23 00	20 00
No. 2	20 00	20 00

CANNED FRUITS		
Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.	2 20	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	16 00

Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2 1/2	4 80	5 15
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2 1/2s	5 25	5 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	1 90
Do., 2-lb. talls, doz.	2 30	2 30
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	2 25

Receipts Dried Fruits Have Been Absorbed

Montreal.
DRIED FRUITS.—Jobbers have taken delivery of booked orders, and it is stated that, as they did not anticipate the bareness of the market here in making their specifications, demand has been such, for various fruits, that stocks recently received are now fully distributed to ultimate buyers. The basis is firm, and this is true, in particular, of raisins and prunes, peels, dates and figs.

Peanuts May Firm; Other Nuts Steady

Montreal.
NUTS.—The trade is most active, and decidedly large supplies have gone into consumer trade during the past two or three weeks. Virginia peanuts, some think, will go higher rather than decline.

Almonds, Tarragona, per lb.	0 30	0 35
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 26	0 26
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	0 33	0 33

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

Ready Sale For Best Grade Boiling Peas

Montreal.
BEANS AND PEAS.—Prices for best boiling peas, while high, are easy to obtain, for the good stock is still scarce and jobbers having the better stock have no difficulty in disposing of their holdings. The undertone is of a firming nature.

BEANS—		
Canadian, hand-picked, bush	5 10	5 40
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20

PEAS—		
White soup, per bush	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10 1/2	0 11

Half To One Cent Added Rice Prices

Montreal.
RICE.—Prices have advanced on various grades of rice, and half to one cent per pound is added. The tendencies are strong, and it begins to look as though there will be no reduction in the basis. One of the most recent acts of the Siam Government is to place an embargo against the export of Siam rice for a year.

RICE—		
Carolina, ex. fancy	17 50	20 00
Do. (fancy)	17 00	17 00
Do., No. 2	16 50	16 50
Siam, No. 2	12 50	12 50
Siam (fancy)	16 00	16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin	13 75	13 75
Sparkling	15 75	15 75
Japan	13 50	13 50
Do., special	9 50	9 50
Patna	0 14 1/2	0 15 1/2
Broken rice, fine	7 00	7 00
Do., coarse	9 00	9 00
Tapioca, per lb. (seed)	0 12 1/2	0 16
Do. (pearl)	0 12 1/2	0 14
Do. (flake)	0 11	0 13

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

Five Cents Added To Price of Molasses

Montreal.
MOLASSES, SYRUPS.—Prices are higher again for molasses. Fancy Barbadoes is now selling at \$1.25 per gallon for Montreal delivery, and the outlook promises that prices will be firm.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/2	0 08 1/2
Half barrels	0 18 1/2	0 18 1/2
Kegs	0 08 1/2	0 08 1/2
2-lb. tins, 2 doz. in case, case	5 45	5 45
5-lb. tins, 1 doz. in case, case	6 05	6 05
10-lb. tins, 1/2 doz. in case, case	5 75	5 75
20-lb. tins, 1/4 doz. in case, case	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 35-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	5 95
5-lb. tins, 1 doz. in case, case	6 55	6 55
10-lb. tins, 1/2 doz. in case, case	6 25	6 25
20-lb. tins, 1/4 doz. in case, case	6 20	6 20
Cane Syrup (Crystal) Diamond—		
ease (2-lb. cans)	7 50	7 50
Barrels, per 100 lbs.	10 25	10 25
Half barrels, per 100 lbs.	10 50	10 50
Glucose, 5-lb. cans (case)	4 80	4 80

Prices for Island of Montreal		
Barbadoes Molasses—		
Puncheons	1 25	1 25
Barrels	1 28	1 28
Half barrels	1 30	1 30
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	6 00	6 00
3-lb. tins, 2 doz. in case, case	8 25	8 25
5-lb. tins, 1 doz. in case, case	6 80	6 80
10-lb. tins, 1/2 doz. in case, case	6 65	6 65

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

Sales Coffee Steady; Big Output Cocoa

Montreal.
COFFEE, COCOA.—Sales of coffee have been steadily active, and the supplies, augmented by recent arrivals, are heavier. Cocoa is ruling steady at the changes of last week.

COFFEE—		
Rio, lb.	0 35	0 37 1/2
Mexican, lb.	0 44	0 46
Jamaica	0 42	0 45
Bogotas, lb.	0 46	0 48
Mocha (types)	0 45	0 48
Maracibo, lb.	0 44 1/2	0 46

Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	5 50	
In 1/2-lbs., per doz.	2 90	
In 3/4-lb., per doz.	1 55	
In small size, per doz.	1 15	

*Are Few Free Teas
And Firm Undertone*

Montreal.

TEAS.—There has been little let-up in the demand for various grades of tea, the trade stating that imported stocks have immediately found their way to sources by whom they were ordered. There are, in consequence, few "free" teas to be had, and stocks, therefore, are widely liquidated.

JAPAN TEAS—

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

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

*If Oats Continue To
Soar, Packages Higher*

Montreal.

PACKAGE GOODS.—Under the present trend of the market for best grade milling oats there is every indication that prices will move higher for the package goods. These, in the meantime, while unchanged, are decidedly firm in the undertone. Most package goods are free sellers, particularly the prepared cereals.

*Rolled Oats Firmer
And May Go Higher*

Montreal.

CEREALS.—While rolled oats are still selling, in 90-pound bags for \$4.70, their tendencies are upward, and ere the week-end there is prospect of the low basis being near the \$5 mark. There is quite a demand from the trade. Cornmeal, too, is firm, and while the Golden variety may be had still for \$5.50, this price may not last long.

Cornmeal, golden granulated ..	5 50	6 25
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs. (new) ..	6 00	
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 40	6 00
Rolled oats, 90-lb. bags	4 70	5 25

*Sell Much Feed To
Trade; Firm Prices*

Montreal.

FEEDS.—Bran and shorts are big sellers to the farmers, and to the trade generally. There is, weekly, a big demand on available stocks, and it is stated that some are paying a premium to obtain requirements, but the fixed prices of \$45 and \$52 per ton still obtain for bran and shorts respectively.

*Will Flour Go Higher?
Undertone Very Firm*

Montreal.

FLOUR.—The question being asked in the trade these days is: "Will flour prices

soar?" There seems to be much speculation in the matter, and interest attaches to any announcement which may be made by the head of the Wheat Export Company. As yet nothing has been outlined regarding free export of flour, and so long as control is rigidly exercised there is likely to be little change from the present basis.

Standard Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 06
Per bbl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30
Winter wheat flour (bbl.)	10 75

*Spices May Advance;
Are on Firm Basis*

Montreal.

SPICES.—Well-posted authorities state that there is likelihood of prices being higher on various spices. Cloves, at the present time, are very firm and are difficult to obtain. There is still quite a good sale for various lines, and the whole market undertone is firm.

*All Fruits Rule High;
Holiday Trade is Big*

Montreal.

FRUITS.—Nearly every line of fruit is high in price, particularly good apples, grapes, and such fancy fruits as are obtainable. The tendencies are firmer, perhaps, because of the steadily heavy demand. Supplies have come to hand readily, but are quickly absorbed.

Apples—

Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red	12 00	
Fameuse, No. 1	14 00	
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	10 00	
Winter Reds	6 50	7 00
Apples in boxes	3 75	4 00
Bananas (as to grade), bunch... ..	6 00	6 75
Cranberries, bbl.	12 00	13 50
Do., gal.	0 75	
Holly, doz. bunches, doz.	2 00	
Grapes, Tokay (box), 30 lbs.	3 50	
Grapes, Emperor, kegs	8 00	10 00
Grapefruit, Jamaican, 64, 80, 96.	4 25	
Evergreen, bundle	3 00	
Do., Florida, 54, 64, 80, 96.	4 25	
Lemons, Messina	6 00	
Pears, Cal.	6 50	
Pomegranates (boxes of about 80), box	3 00	
Keiffer Pears (box)	2 75	
Pears, Cal.	5 00	
Oranges, Cal., Valencia	6 25	
Cal. Navels	7 00	
Florida, case	4 00	

*Little Change But
Vegetables High*

Montreal.

VEGETABLES.—Demand from the

consuming trade for vegetables has been good right along, and prices are, for the most part, on a new high basis. Potatoes are in fairly good supply, particularly of the Quebec variety, and while some of the holdings are said to have been frosted, the immediate stocks in the hands of some dealers are reported quite heavy. Best grade turnips are up 50 cents per bag to \$2.

Artichokes, bag	2 00
Beans, new string (imported) hamper	7 00
Beets, new, bag (Montreal)	1 50
Cucumbers (hothouse), doz.	4 00
Chicory, doz.	0 75
Cauliflower, American, doz.	5 00
Cabbage (Montreal), barrels	2 75
Carrots, bag	1 00
Celery, Canadian, doz.	1 00
Do., California, 5-7 doz. crate..	11 00
Garlic, lb.	0 28
Horseradish, lb.	0 25
Do. (Boston), head, crate	3 75
Leeks	2 00
Mint	0 60
Mushrooms, lb.	1 50
Do., basket (about 3 lbs.)	4 00
Onions, Yellow, 75-lb. sack	5 00
Do., red, 75 lbs.	5 00
Do., crate	2 75
Do., Spanish, case	7 00
Oyster plant, doz.	0 50
Parsley (Canadian)	0 30
Peppers, green, doz.	0 50
Parsnips, bag	1 50
Potatoes, Montreal (90-lb. bag) ..	2 35
Do., sweet, hamper	3 50
Do., New Brunswick	2 50
Do., sweet, hamper	3 00
Radishes, doz.	0 25
Spinach, box	1 00
Squash, Huber, doz.	2 00
Turnips, Quebec, bag	1 50
Do., Montreal	1 25
Tomatoes, hothouse, lb.	0 35

*Oats Are Up 4c;
Farmers Hold Hay*

Montreal.

HAY AND GRAIN.—Farmers seem bound to maintain prices for hay, and, in fact even at present prices are not anxious, apparently, to deliver. Road conditions are very poor and this would affect delivery in any event. The feature of grain markets this week is that of a four cent advance for oats, and the market is strong. Barley still is not obtainable, and no quotations are therefore given.

Hay—

Good, No. 1, per 2,000-lb. ton ..	25 00
Do., No. 2	24 00
Do., No. 3	20 00
Straw	12 00
Oats—	
No. 2 C.W. (34 lbs.)	1 05
No. 3 C.W.	1 03
Extra feed	1 03
No. 1 feed	1 02
No. 2 feed	1 00
Barley—	
No. 3 C.W.	
No. 3	
No. 4 C.W.	

ONTARIO MARKETS

TORONTO, Dec. 26.—The wholesale trade experienced a very heavy demand for all kinds of foodstuffs prior to Christmas, dealers stating that business was on a larger scale than ever before. The markets this week are for the most part steady and unchanged.

*Sugar Quotations
Are Unchanged*

Toronto.

SUGAR.—The market for sugar con-

tinues very strong, with no changes in quotations this week. Supplies are about the same. There is no actual shortage as far as this market is concerned, but supplies are by no means abundant.

Quotations on raws, are at very high levels, and everything points to a continuance of strong prices for some time to come. Many are predicting 15 cent sugar in the coming year.

St. Lawrence, extra granulated, cwt.	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c. Yellows same as above.

Molasses Likely To Be Higher

Toronto.
MOLASSES, CORN SYRUPS.—There are no changes in the market for molasses and corn syrups. Prices are holding very firm. There is an active demand for both molasses and corn syrups. Higher prices on the former are looked for in the New Year.

Corn Syrups—		
Barrels, about 700 lbs., yellow	0 08 1/4	
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbl		
Cases, 2-lb. tins, white, 2 doz. in case	5 95	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 40
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case		
West Indies, 1 1/2s, 48s	4 60	6 95
of 1/2 doz.	3 60	6 00

Rolled Oats Show Strong Tendencies

Toronto.
CEREALS.—The market for cereals is very strong, and prices of rolled oats in bulk show tendencies to advance. It is likely that quotations will undergo changes in the New Year. Barley is also very strong, and cornmeal is holding firm at unchanged figures.

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

Oat Flour	.....	.....
Corn Flour, 98s	.....	5 50
Rye Flour, 98s	.....	5 00
Rolled oats, 98s	.....	4 75
Rolled Wheat, 100-lb. bbl.	.....	6 50
Cracked wheat, bag	.....	6 50
Breakfast Food, No. 1	.....	6 25
Do., No. 2	.....	6 25
Rice flour, 100 lbs.	.....	10 00
Linseed meal, 98s	.....	6 75
Peas, split, 98s	.....	0 08
Blue peas, lb.	.....	0 09
Marrowfat green peas	.....	0 11 1/2

Canned Goods Holding Steady

Toronto.
CANNED GOODS.—The canned goods market is a little quiet at the present time. Wholesalers state that there is not a heavy movement in canned stuff, and prices are holding steady. There is only a very moderate demand for both canned vegetables and fruits.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, 1/2s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	2 50	
Cohoos, 1/2 lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Lobsters, 1/2 lb., doz.	6 00	
Do., 3/4-lb. tins	3 25	
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	1 45	
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, standard, doz.	2 00	2 50
Do., Early June, doz.	2 40	
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.	2 50	
Canadian corn	1 75	
Pumpkins, 2 1/2s, doz.	1 25	
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 62 1/2
Do., standard 10s doz.	5 00	
Apples, gal., doz.	6 25	
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	0 90	
Black Currants, 16 oz., doz.	4 60	
Do., 4s, each	1 15	
Gooseberry, 4s, each	0 98	
Do., 16 oz., doz.	4 10	
Peach, 4s, each	0 97	
Do., 16 oz., doz.	4 00	
Red Currants, 16 oz. doz.	4 15	
Raspberries, 16 oz., doz.	4 50	
Do., 4s, each	1 15	
Strawberries, 16 oz., doz.	4 70	
Do., 4s, each	1 20	

Raisins Are Still in Scant Supply

Toronto.
DRIED FRUITS.—Dried fruits are generally very strong, and there is no improvement in the raisin situation. One wholesaler received a consignment of raisins shipped at the beginning of November, on Friday last. This indicates the difficulties of transportation at the present time. These raisins are Silver Crown bleached, Thompson's seedless, and quoted to the trade at 25 cents per pound. Both lemon and orange peel are very strong, and some wholesalers are asking as high as 48 cents per pound for

it. There is scarcely any citron peel available, and any there is, cannot be bought under 75 cents.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s.		4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron		0 75
Currants—		
Gréçian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 50	
Dromedary, 3 doz. in case	7 00	
Fard, lb.	0 28 1/2	0 29 1/2
New Hallowee dates, per lb.	0 19 1/2	
Figs—		
Taps, lb.	0 17	
Malagas, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, 25s		Per lb. 0 31
40-50s, 25s		0 28
50-60s, 25s		0 24
60-70s, 25s		0 22
70-80s, 25s		0 21 1/2
80-90s, 25s		0 17 1/2
90-100s, 25s		0 16 1/2
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		
Do., a fancy, sulphur bich., 25s		
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets		0 20 1/2
Seedless, Thompson's, bulk e.	0 23	0 24
Crown Muscatels, No. 1s, 25s.		0 23
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

No Changes in Spot Tea Prices

Toronto.
TEAS.—The market in teas continues very firm with no changes in quotations on spot. All indications point to a continuance of a very strong market.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Good Coffees on Spot Tea Prices

Toronto.
COFFEE.—Primary markets in coffee are inactive on account of the holiday season. The tendency, however, is towards higher levels, and the scarcity of good coffees on this market is very pronounced. Many houses have very little good coffee to offer for sale.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 52
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.		0 54
Chicory, lb.		0 25
Cocoas—		
Pure, lb.		0 31
Sweet, lb.		0 31

**Nuts Are Active
at Strong Prices**

Toronto.

NUTS.—Both nuts in the shell and shelled are in active demand, and have been selling very freely for the Christmas trade, even at comparatively high figures. California walnuts are quoted at 40 cents per pound in sack lots.

Wine 1/2 gal. tins, 12 to case, case.....	20 00
Almonds, Tarragonas, lb.....	0 31 0 33
Butternuts, Canadian, lb.....	0 08
Walnuts, Cal., bags, 100 lbs.....	0 40 0 45
Walnuts, Grenobles, lb.....	0 35
Walnuts, Bordeaux, lb.....	0 28 0 30
Filberts, lb.....	0 25
Pecans, lb.....	0 30 0 32
Cocoanuts, Jamaica, sack.....	10 00
Cocoanut, unsweetened, lb.....	0 45
Do., sweetened, lb.....	0 45
Peanuts, Jumbo, roasted.....	0 18 0 19
Brazil nuts, large, lb.....	0 32 0 33
Mixed Nuts, bags 50 lbs.....	0 32
Shelled—	
Almonds, lb.....	0 62 0 65
Filberts, lb.....	0 50 0 55
Walnuts, Bordeaux lb.....	0 88 0 90
Peanuts, Spanish, lb.....	0 25
Do., Chinese, 30-32 to oz.....	0 18 0 19
Brazil nuts, lb.....	0 88
Pecans, lb.....	1 30

**Heavy Demand For
California Fruits**

Toronto.

FRUITS.—The demand for fruits has been tremendous this week. In the three days before Christmas, there was a heavy inquiry for oranges particularly. Grapefruit and lemons have also been big sellers, and Spanish Malaga grapes have sold well. Prices on the whole show few changes as compared with a week ago.

Bananas, Port Limons.....	0 08
Valencia Oranges—	
100s, 126s, 150s, 176s, 200s ..	5 50 6 75
216s, 250s, 288s, 324s.....	5 50 6 75
Cal. Navels—	
100s, 126s, 150s, 176s, 200s ..	6 00 7 50
216s, 250s, 288s, 324s.....	6 00 7 00

**Dried Fruits Are
In Scant Supply**

Winnipeg.

DRIED FRUITS.—The congestion in California is causing a general scarcity of dried fruits. High premiums are being asked by speculators and holders of any large stocks. Seeded raisins in particular are very scarce. There has been a larger quantity of seedless come in but they have been picked up quickly. Due to the scarcity of all lines of dried fruits and the higher prices on jams and canned fruits, the price on dried apples is much stiffer. Some jobbers report they cannot purchase for immediate delivery for less than one half cent advance over their former purchases.

OLIVES.—Spanish olives have ad-

Lemons, Cal., 300s, 360s.....	5 00 5 50
Lemons, Messinas, 300s.....	5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50 5 00
Apples—	
Nova Scotia Kings, bbl.....	6 00 7 00
Ontario Spies, bbl.....	6 00 6 50
Blenheims, bbl.....	5 50 6 50
McIntosh Reds, box.....	3 75
Jonathans, box.....	3 35 3 50
Kings, box.....	3 25
Spys, Ont., box.....	2 75
Rome Beauty, sizes 88s, 96s, 104s, 118s, 125s, 138s, 150s..	3 75 4 00
Cal. Pears	
196s, 216s, 224s.....	3 50 4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s.....	3 50 4 50
Grape, Cal., Emperor.....	7 75 8 00
Drums	
Do., Spanish Malagas, keg.....	13 00 15 00
Cranberry, Cape Cod, bbl.....	14 00
Do., half bbl.....	7 50
Do., boxes.....	4 50
Pomegranates, boxes.....	4 00
Can. Chestnut, lb.....	0 25

Ont. Potatoes

Now \$2.75 Bag

Toronto.

VEGETABLES. — Prices of Ontario and Quebec potatoes are advancing, the price quoted this week being \$2.75 per bag. California cauliflower is selling at \$6.25 per case, and Iceberg head lettuce is quoted at \$6.50.

Cabbage, bbl.....	2 75
Carrots, per bag.....	1 25
Parsnips, bag.....	1 75
Lettuce, Cal., head, crate 8 doz...	8 00
Hothouse Tomatoes, lb.....	0 30 0 40
Onions, Yellow Danvers, 100-lb. sacks.....	7 00
Do., 75 lbs.....	4 50
Spanish Onions, large cases.....	7 50
Do., small crates.....	2 60
Do., Cal. Australian Browns, 100 lbs.....	7 50
Onions, white, large sacks.....	6 60
Green Onions, doz. bunches.....	1 00
Spanish, hamper.....	3 00
Celery, 8 doz.....	7 00
Cauliflower, Cal., case.....	6 25
Potatoes—	
Ontario, 90-lb. bags.....	2 75
Quebec, 90-lb. bags.....	2 75
Jersey Sweet Potatoes, hamper.....	2 75
Do., bbl., double headers.....	7 50
Turnips, bag.....	1 00
Mushrooms, 4-lb. basket.....	3 50
Holly Wreaths, doz.....	2 00

WINNIPEG MARKETS

WINNIPEG, Dec. 23—The sugar situation is not improving to any great extent and according to reports the shortage is expected to be acute in January. Icings and jelly powders are also in light supply, because of the sugar scarcity. Dried fruits are also light stocks and prices very strong. The holiday business has been very active in the face of strong values.

vanced from 10 to 20 per cent. A great scarcity is reported. New crop will not be in before the latter part of February. Spot stocks with packers are very short.

**Sugar Situation
Is Not Improving**

Winnipeg.

SUGAR.—The sugar situation is not improving; a shortage is looked for during January at least. The Cuban estimate has just come to hand for 1920. It is estimated to be 4,450,000 pounds over last year's crop, but in the face of the world shortage and the continued increase in consumption, it is not looked upon to be very hopeful as far as relief is concerned. For December deliveries New York has been bidding very high.

Offerings have been made as high as 13 cents for raws.

**Nuts Are Pretty
Well Cleaned Up**

Winnipeg.

NUTS.—Spot supplies of nuts are practically all cleaned up. Some jobbers are away short on their orders in hand. Retailers report a very heavy demand. Prices generally are firm. There have been no advances.

**Jam Quotations
Are Advancing**

Winnipeg.

JAMS.—As pointed out some time ago jams were due for an advance. A number of packers have already advanced their lines and a general advance is looked for on both mixed and pure fruit jams.

**Rolled Oats At
Strong Prices**

Winnipeg.

CEREALS.—The rolled oats market is very strong. Advances are looked for. Many buyers are putting in heavy stocks both in package goods and bulk. The bean market is decidedly firmer, an advance of 30c per bushel has been noted both for imported and B. C. beans. Sales are reported heavier the past week.

**Peppers Are Up
a Cent Per Pound**

Winnipeg.

SPICES.—The spice market on almost all lines is very firm, advances of one cent per pound are noted on all grades of pepper, both black and white. Oriental spices are higher. Cassia, Japan chills and ginger have advanced from two to three cents per pound. Spices for some time have been sold cheaper on the New York market than it would have cost to import. Quotations on tin containers have just been withdrawn, which would indicate an advance in price as there is a heavy shortage in all tin lines. Cloves also have shown an advance of two cents per pound.

**Icings and Jelly
Powders Scarce**

Winnipeg.

MISCELLANEOUS.—Owing to the sugar situation it is very difficult to get sufficient supplies to manufacture icings and jelly powders. There is a heavy demand at this particular season for both these lines and manufacturers are only filling part orders. Owing to the higher cost of practically all materials used in the manufacture of baking powder and the necessity of importing these materials from the United States, exchange also being an added factor, it is felt by the baking powder manufacturers that the prices must advance. The tin container shortage is also another factor. Starch of all varieties is very firm. An advance of a quarter cent per pound

has been reported in the past few days. Starch at present is certainly good buying.

All Grades of Coffees Very Firm

Winnipeg.

COFFEES.—All grades of coffee are very firm, the primary market in some lines showing an advance of at least two cents per pound, particularly on Santos and Bourbons. The good grades of Santos and finer coffees are very hard

to get. Considerable coffee in transit the past two weeks has been affected by frost.

Tapioca Advancing; Rices Very Firm

Winnipeg.

RICES.—Tapioca for arrival has advanced about one cent per pound. There is a general firmness reported on tapioca along the street. Sago is normal but there is a tendency to a firmer market. All grades of rice are reported as being

very strong with Oriental shippers asking slightly higher prices.

Potatoes Show No Change

Winnipeg.

Potatoes, per bush.	2 00	2 25
Turnips, per cwt.	.....	2 50
Carrots, per cwt.	.....	4 00
B.ets, per cwt.	.....	3 00
Cabbage, per cwt.	.....	4 00
Man. Onions, per cwt.	.....	5 00
B.C. Onions, per cwt.	.....	6 00
B.C. Apples, box	3 25	3 50
Ont. Apples, per bbl.	7 00	12 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 22.—Rolled oats are now quoted here at \$4.60 for 80s. Advances on many lines of tobaccos have also taken place. Honduras rice is quoted at \$12.25 per cwt. Some very nice samples of Carolina rice is offered at \$16.90 per cwt., and Louisiana rice is \$18 per cwt. Hallowee dates in bulk have arrived and are quoted at 23 cents per pound. Sago is quoted at from \$13.50 to \$15.50 per cwt. Filiatras currants are now on the market at 26 cents per pound. Spanish Malaga raisins arrived to-day, long overdue. Five and a half pound trays are quoted at 23 cents, and the crowns, 21 pounds, are offered at \$8.50. Some brands of coffee in tins are higher. Holiday business has been brisk, and the weather has been very mild. Poultry prices are steady.

Flour, 96s, per bbl.	10 70
Beans, B.C.	7 50
Rolled oats, 80s	4 45
Rice, Siam	13 50
Japan, No. 1	17 00
Tapioca, lb.	0 14
Sago, lb.	0 13½
Sugar, pure cane, granulated, cwt	0 33
Cheese, No. 1, Ontario, large	0 31
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 55
Lard, pure, 3s, lb.	0 32
Eggs, new-laid, local	0 80
Do., No. 1 storage	0 65
Tomatoes, 2½s, standard, case	4 00
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 24
Do., 25s, lb.	0 26¾
Peaches, evaporated, lb.	0 25¾
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 31
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 21
Do., package, 11 os.	0 16½
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00

Potatoes, Alta., per ton	60 00
Oranges	6 85
Lemons	7 75
Grapefruit	7 00
Pears, evaporated, lb.	0 88½
Pineapples, 2s	6 20
Do., 2½s	7 90
Spanish Malaga Raisins, 5½-lb.	0 23
Do., Crowns, 21 lbs.	8 50

Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	.....	3 75
Onions, Can., 100-lb. bag	.....	6 00
Lemons, Cal.	6 00	8 00
Oranges, Cal., case	6 50	7 00
Grapefruit, Cal., case	.....	6 25
Apples, Western, box	4 00	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 22.—Few changes in the market locally are reported. The general trend of prices is firm. Dairy products are higher. Christmas poultry is plentiful but stiff prices are asked for turkeys at from 70 to 90 cents. Fresh eggs are 80 cents. Creamery butter is 70 cents, and dairy 65 cents. Tub butter is 60 cents. Pure lard is from 32 to 32½ cents. Potatoes are becoming firmer and are quoted at \$4.50; onions at \$6.50. Lemons are from \$6.50 to \$7, and oranges from \$6 to \$8.

Flour, No. 1 patents, bbls., Man.	12 60
Cornmeal, gran., bags	6 00
Cornmeal, ordinary	3 85
Rolled oats	11 25
Rice, Siam, per 100 lbs.	13 00
Tapioca, 100 lbs.	13 50
Molasses	1 20
Sugar—	
Standard, granulated	12 10
No. 1, yellow	11 60
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 33
Eggs, fresh, doz.	0 90
Eggs, case	0 65
Breakfast bacon	0 38
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 58
Lard, pure, lb.	0 31
Lard, compound	0 30
American clear pork	58 00
Beef, corned, 1s	4 55
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	19 50
Salmon, Red Spring, flats, cases	11 50
Pinks	11 00
Cohoos	15 00
Chums	9 90
Evaporated Apples, per lb.	0 23

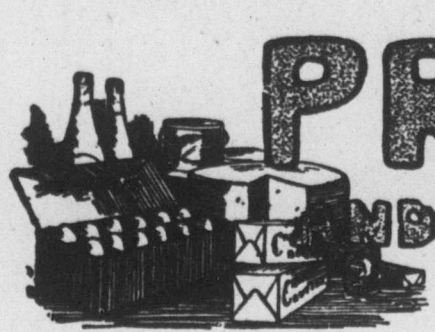
CATALOGUES and BOOKLETS

NEW TRANSFER CARD

The St. Williams Fruit Preservers, Limited, have recently issued an attractive window transfer display card for grocers. It is about 16 in. by 7½ in. in dimension, and is printed in colors showing the natural colors of the labels on their preserve jar and marmalade tin. Directions on the back show how the transfer card is put on the window so that it will show up from both inside the store and from the street. Maclure and Langley, selling agents, Toronto, are distributing these cards among the

NO STOPPING PLACE FOR ADVERTISING

Probably the greatest single item in effective advertising is persistence. One chewing gum manufacturer, who expends \$3,000,000 annually in all kinds of advertising, is thoroughly convinced that persistence is essential. "Nevertheless," he says, "I feel there can be no stopping place. What has been accomplished could be dissipated in a couple of years, were we to stop advertising or any other sales efforts—it would go almost over night, if we did not stay 'right on the job.'"



PRODUCE AND PROVISIONS

U. S. Packers' Operations Restricted

Agree to Sell Grocery Interests—Stockyards, Etc., Will Retire From Retail Meat Trade—Cold Storage Activities and Fish and Fruit Canning

THE United States anti trust suit begun against the five large American packing plants known as the Big Five, has been compromised under an agreement whereby the packers will in future largely restrict their operation and will confine themselves in the future to the meat and provision business.

An injunction decree, to which the packers have acceded, will be entered into the Federal Courts to make the agreement binding. Under its terms the five premier packing houses in the United States—Swift, Armour, Morris, Wilson and Cudahy—have agreed:

To sell under supervision of the United States District Court, preferably to the live stock producers and the public, all their holdings in public stock yards.

To sell, under the same supervision, and in like manner, all their interests in stock yard, railroads and terminals.

To sell, under the same supervision, and in like manner, all their interests in market newspapers.

To dispose of all their interest in public cold-storage warehouses, except as necessary for their own meat products.

To dissociate themselves forever, with all "unrelated lines," including wholesale groceries; fresh, canned, dried or salt fish; fresh, dried or canned vegetables; fresh, crushed, dried, evaporated or canned fruits; confectioneries, syrups, soda water fountain supplies, etc., molasses, honey, jams and preserves; ices, sauces, relishes, etc., coffee, tea, chocolate, cocoa, nuts, flour, sugar, rice and cereals (with an exception to be noted); bread wafers, crackers, biscuits, spaghetti, vermicelli, macaroni, cigars, china, furniture, etc.

To abandon forever the use of the branch houses, route cars and automobile trucks, comprising their distribution system, for any other than their own meat and dairy products.

Way Open For Further Restrictions

To submit perpetually to the jurisdiction of the United States District Courts,

under an injunction forbidding all the defendants from directly or indirectly maintaining any combination or conspiracy with each other, or any other person or persons, or monopolizing or attempting to monopolize, any food products in the United States, or indulging in any unfair and unlawful practise.

The decree further provides the jurisdiction is perpetually retained by the courts for the purpose of taking such other action, or adding at the foot of the decree such other relief, if any, that may become necessary or appropriate for the carrying out and enforcement of the decree or for the purpose of entertaining at any time hereafter in the application which the parties may make with respect to this decree.

Two years are given to comply with the decree, which affects 87 corporations and 49 individuals.

This compromise cannot well be considered a victory for either party, though perhaps the Government has achieved the most. It is certain too that the Packers have in certain instances lost items of business that showed them little profit, though in other instances they have been compelled to surrender a good deal. It is to be remembered too that although all but one of these firms are represented by strong organizations in Canada that this ruling has no bearing on these. This is true not alone because of the lack of jurisdiction of the American courts on this side of the line, but to the fact that practically none of the restrictions imposed would have any bearing on the operations of the Canadian branches. Though there have been some noisy charges that the packers controlled the Stockyards, no vestige of proof has ever been introduced to establish the contention, whereas there have been very definite denials on the part of all the packers. The plants in Canada do not operate their own cars. They have no connection with market newspapers nor do they own any interest in cold storages other than those definitely associated with the plants. They have not entered into competition with the

wholesale grocer, and have indeed devoted themselves practically exclusively to the development of a strictly packing house business, plus the selling of butter, eggs and cheese. In one or two instances there is some slight business in canned meats and vegetables, but this is the only place where the American plants in Canada or the strictly Canadian plants have overstepped the rule laid down by the wording of the compromise. The feeling against the packing house as it existed in the United States is in no way justified in this country, at least on the same basis, for the companies here have adopted a policy of attending strictly to their own business.

INVENTORY A SERIOUS ANNUAL DUTY

(Continued from page 32)

ness—a most salutary thing to know—and not only can you plan intelligently for the future, but believe me, you will.

All These Experiences I Have Had

I know all about it, for I have been there. I inventoried my business after I had come into its control and run it for a year, with the determination that I would get on the inside of every value. Result was that I showed net earnings of \$180—\$15 per month. On a total capital of \$8,000, half of which I owed; this showed me 2¼ per cent. On sales of some \$30,000, this indicated net profits of 3-5 of 1 per cent. It was just plumb discouraging. Yet I went on. I had to go on. I stuck to my plan of figuring values during the entire 21 years I had the store. And the plan won. For I never fooled myself—if I do say it—as I shouldn't.

As the years passed, I found in my inventory each season more than my books indicated I had. Was not that a better idea than to work it so I found less than I thought? It sure was.

Nothing you have ever done will return you as liberal and certain dividends.

Happy New Year!

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 22—Produce markets have been ruling with a fairly steady undertone this week and with fewer changes than usual. New-laid eggs have been very scarce and are selling from \$1 to \$1.10 per dozen. Poultry prices are higher, turkeys being 53c per pound and they will probably be higher before the week-end.

Pork is Firmer; Steer Cuts Higher

Montreal.
FRESH MEATS.—Prices are firmer on fresh pork, the meagre supplies being picked up at around \$17 for select live-weight hogs.

The price basis for steers is a firmer one, and, in fact, advances have been made for hind and front quarters, and loins, of one to two cents per pound.

FRESH MEATS—			
Hogs, live (selects)	16 50	17 00	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	25 00		
Country dressed	23 50	24 00	
Fresh Pork—			
Leg of Pork (foot on)	0 31½		
Loins (trimmed)	0 35		
Loins (untrimmed)	0 32		
Bone trimmings	0 18	0 21	
Trimmed shoulders	0 25		
Untrimmed	0 23		
Pork sausage (pure)	0 23		
Farmer sausages	0 18		
Fresh Beef—			
(Cows)		(Steers)	
\$0 19 \$0 22	Hind quarters	\$0 26	\$0 28
0 12 0 14	Front quarters	0 15	0 17
0 27	Loins	0 38	
0 22	Ribs	0 25	
0 12	Chucks	0 14	
0 18	Hips	0 19	
Calves (as to grade)	0 22	0 28	
Lamb, 50-80 lbs. (whole carcass), lb.		0 28	
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18	

Plenty of Bacon Sold on Held Basis

Montreal.
CURED MEATS.—The movement of bacon has been an active one, and while the undertone is little different than it was a week ago, the price basis is not any stronger.

Hams—			
Medium, smoked, per lb.—			
(Weights) 8-10 lbs.	0 35		
12-14 lbs.	0 36		
14-20 lbs.	0 35		
20-25 lbs.	0 30		
25-35 lbs.	0 28½		
Over 35 lbs.	0 28½		
Boneless (for slicing), 4c advance over above prices.			
Bacon—			
Breakfast	0 39	0 50	
Cottage Rolls		0 32½	
Picnic Hams		0 27	
Barrel Pork—			
Canadian short cut (bbl.), 25-35 pieces		56 50	
Clear fat backs (bbl.), 40-50 pieces		64 00	
Heavy mess pork (bbl.)		52 00	
Plate Beef		30 00	
Mess Beef		23 00	
Bean Pork		53 00	

Cooked Ham Leader In Prepared List

Montreal.
COOKED MEATS.—In the prepared meat list, cooked ham is the active seller, and prices are unchanged.

Butter a Seller at Maintained Basis

Montreal.
BUTTER.—Demand for butter continues brisk. There is no price change this week, and there is little butter coming to hand.

Good Cheese Stocks And Prices Unchanged

Montreal.
CHEESE.—The market is seasonably active, from a domestic sale standpoint, and the supplies are fully ample to meet all needs.

Firmer Lard Basis With Tierces at 30c

Montreal.
LARD.—Movement of lard has been heavy, and under the increased demands of the trade prices have ruled higher, some asking 30c per lb., on the tierce basis.

Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	0 30	0 30½
Pails, 20 lbs., per lb.	0 29¼	0 30¾
Bricks, 1 lb., per lb.	0 31	0 32½

While Demand is Fair Shortening No Higher

SHORTENING.—The sale is fair for shortening, but demands are not excessive. Prices have continued to rule without change.

No Margarine Change; Demand Might Improve

Montreal.
MARGARINE.—Movement of this is still lighter than the trade would like to see, and despite the high price asked for butter, consumers do not appear to be utilizing the substitute as extensively as they were expected to.

MARGARINE—

Prints according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 31	0 34

Lighter Receipts of New-laid Eggs

Montreal.
EGGS.—Prices of new-laid eggs have been firming during the week, and while it is stated that all kinds of prices are being paid for strictly select stock, the trade range of prices is from \$1 to \$1.10 per dozen. The demands are much larger than the available supply.

EGGS—			
No. 2	0 55		
No. 1	0 58		
Selects	0 65	0 66	
New laids	1 00	1 10	

Turkey Prices Higher; Very Active Selling

Montreal.
POULTRY.—Prices are very firm on all grades of poultry, and, in view of the depletion of best grades, quotations are changing almost daily. The basis for select turkeys is higher, 53 to 55c per lb. being asked for these, and with probability of prices going higher.

POULTRY (dressed)—			
(Selling Prices)			
Chickens, roasting (3-5 lbs.)	0 37	0 40	
Chickens, roasting (milk)	0 42	0 44	
Ducks—			
Brome Lake (milk fed green)	0 47		
Young Domestic	0 38		
Turkeys (old toms), lb.	0 48		
Do. (young)	0 53	0 55	
Geese	0 32		
Old fowls (large)	0 34		
Do. (small)	0 30		
(Buying Prices)		Live	Dressed
Chickens, light weights	0 19	0 24	
Do., heavy weights	0 22	0 27	
Ducks, young	0 33	0 34	
Geese—			
Young	0 23	0 26-0 28	
Old	0 17	0 20-0 21	
Fowls	0 18	0 21	
Turkeys	0 32-0 33	0 37-0 40	

Oyster Supply Less; Frozen Fish Active

Montreal.
FISH.—The severe storms of the past few weeks have interfered with the supplies of oysters coming to hand here, and one importer stated to CANADIAN GROCER that, whereas he received about 100 gallons per day, ordinarily, he had received but one-fifth of this quantity during the past few days. The very cold weather conditions on the coast are responsible.

ONTARIO MARKETS

TORONTO, Dec. 26.—Fresh meats were offered at slightly higher figures this week, the demand for the Christmas trade being the reason. Other lines of produce were unchanged and strong; butter, cheese and eggs, all holding at high figures.

Fresh Meats Are Slightly Higher

Toronto.
FRESH MEATS.—Some very high-

priced beef was shown for the Christmas trade. It was mostly prize stuff from the Fat Stock Show. The heavy demand for meats for the Christmas trade boosted values somewhat. Loins of pork

sold up to 37½ cents. Hind quarters of beef were from 22 to 30 cents per pound. Calves are 29 cents per pound, and spring lamb is unchanged at from 22 to 27 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.		16 50
Live, fed and watered, per cwt.	16 25	16 50
Live f.o.b., per cwt.		15 25
Fresh Pork—		
Legs of pork, up to 18 lb.		0 28
Loins of pork, lb.	0 35	0 37½
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 22	0 24
New York shoulders, lb.		0 24
Boston butts, lb.		0 30
Montreal shoulders, lb.		0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 30
Front quarters, lb.	0 12	0 20
Ribs, lb.	0 18	0 32
Chucks, lb.	0 12	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 20	0 29
Spring lamb, lb.	0 22	0 27
Sheep, whole, lb.	0 12	0 16
Above prices subject to daily fluctuations of the market.		

Provisions

Steady and Firm

Toronto. PROVISIONS.—No changes are reported in provisions this week.

Lams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Bacon—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 38	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 27
Do., av., 80-90 lbs.		0 25
Clear bellies, 15-30 lb.		0 28
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 16-20 lbs.		0 30
Out of pickle prices range about 2c per pound		
ing, per lb.		0 44
below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.		42 00
Short cut backs, bbl. 200 lbs.		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy		50 00
Lightweight		60 00
Above prices subject to daily fluctuations of the market.		

Moderate Inquiry For

Cooked Meats

Toronto. COOKED MEATS.—There is only a moderate demand for cooked meats, and quotations are unchanged.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s. lb.	0 12	0 14
Choice jellied ox tongue, lb.		0 55
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Creamery Butter

is Very Strong

Toronto. BUTTER.—The market continues very strong for creamery butter, at from 67 to 70 cents per pound to the trade.

BUTTER—		
Creamery prints (fresh made)	0 67	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.		0 56

Egg Quotations

Are Unchanged

Toronto. EGGS.—The egg market is very strong, with little likelihood of easier prices for some time to come. Selects are 63 to 65 cents per dozen.

EGGS—		
No. 1 storage, doz.		0 61
Selects	0 63	0 65
Special new laids, in cartons	0 30	0 95
Prices shown are subject to daily fluctuations of the market.		

Lard Has an

Active Demand

Toronto. LARD.—The market for lard is steady, with a very heavy demand for the product.

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

Fresh Whitefish

at 25 Cents Per lb.

Toronto. FISH.—There was some fresh fish offered this week on the Toronto market, the milder weather permitting the catch. It is selling at 25 cents per pound, and fresh herring is quoted at 12 cents. Trout is also quoted at 25 cents. Other lines are steady and unchanged.

FRESH SEA FISH.		
Cod Steak, lb.		0 14
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 12
Halibut, chicken		
Do., medium		
Fresh Whitefish		0 25
Fresh herring		0 12
Flounders, lb.		
Oysters, No. 1 can		3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can		16 00
Blue Point oysters, 800s		15 75
Do., 1000s		14 00

WINNIPEG MARKETS

Hogs Are Quoted

50 Cents Higher

Winnipeg. HOGS.—The hog market shows an advance of 50c per hundred lbs.

Pork—		
Selects		16 00
Lights	14 00	14 50
Heavies		14 00
Sows		12 00
Sheep and Lambs—		
Good lambs		13 75
Medium lambs		10 50
Good sheep	9 00	10 00
Steers—		
Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows—		
Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25

Cheese Market

Is Very Firm

Winnipeg. CHEESE.—The cheese market is very firm. There is only a slight advance noted of one-half cent per pound in Ontario cheese.

FROZEN FISH		
Salmon, Red Spring		0 25
Do., Cohoe	0 20	0 22
Do., Qualla	0 14	0 15
Halibut, chicken		0 20
Do., medium		0 22
Do., jumbo	0 19	0 20
Whitefish, lb.	0 10½	0 12½
Herring	0 05	0 09
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18

FRESH LAKE FISH		
Lake herring, round lb.		
Do., dressed, lb.		
Trout, lb.		
Whitefish, lb.	0 14	0 16
Do., dressed		0 18
Pickrel, dressed		
Mullets, lb.		
Fresh pickrel		
Ciscoes		
Pike		
Fresh mackerel		

SMOKED FISH		
Haddies, lb.	0 12	0 14
Filletts, lb.		0 17
Kippers, box		2 50
Bloaters, box		2 60
Ciscoes, lb.		0 18

Turkeys Sell Up

to 60 Cents Per lb.

Toronto. POULTRY.—Christmas turkeys sold to the trade as high as 60 cents per pound. They were in heavy demand. Geese sold up to 38 cents per pound, and spring chickens were from 28 to 35 cents.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Turkeys, old, lb.	\$0 35	\$0 35	\$0 55
Do., young, lb.	0 35	0 45	0 45
Roosters, lb.	0 14	0 19	0 19
Fowl, over 5 lbs.	0 25	0 30	0 30
Fowl, under 3½ lbs.	0 22	0 28	0 28
Ducklings, 3½ lbs. up	0 25	0 30	0 30
Geese	0 18	0 35	0 35
Guinea hens, pair	1 25	1 50	1 50
Spring chickens, live	0 20-0 22	0 26-	0 30
Prices quoted to retail trade:—			
		Dressed	
Hens, heavy		0 32	0 32
Do., light	0 20	0 28	0 28
Chickens, spring	0 28	0 35	0 35
Ducklings	0 28	0 34	0 34
Geese	0 27	0 30	0 30
Turkeys		0 60	0 60

CHEESE—		
Ontario, large		0 33½
Do., twins		0 34
Do., triplets		0 34½
Manitoba, large		0 31
Do., twins		0 32
Ontario Stilton		0 35½

Margarine is One

Cent Higher

Winnipeg. BUTTER.—An advance of one cent per pound is shown on oleomargarine.

Finest creamery butter, per lb.	0 70
Do., solids	0 65
Choice prints	0 61
Choice solids	0 68
Dairy, finest, prints	0 68
Choice prints	0 64
Margarine, 1-lb. prints	0 38½
Do., solids	0 37

Lard Advances

One Cent Per Lb.

Winnipeg. LARD.—Lard shows an advance of one cent. per lb. in one pound cartons only.

LARD—		
1-lb. cartons		0 55½
3-lb. tins, 20 to case		20 10
5-lb. tins, 12 to case		20 02
20-lb. tins, 4 to case		26 30
20-lb. wood pails, each		7 00.
Tierces		0 32½

Eggs Are in Heavy Demand

Winnipeg.
EGGS.—Eggs are very scarce, with a heavy demand. Prices are unchanged, but very firm.

EGGS—		
Fresh, cartons	0 68	0 70
Candled	0 60	0 62
Bulk	0 57	0 59

Indications Point to High Potato Prices

Rot and Frost Have Worked Havoc in Some Centres—Rural Quebec Said to Have Good Crop—Carlot Prices Already Doubled Since Opening of Season—Seed Will Bring Record Prices

THAT potatoes will rule high, and that they may, perhaps, attain record levels, is the opinion of Thos. Ward, of Joseph Ward and Co., wholesale grocers, and importers of potatoes, Montreal. "Already," said Mr. Ward to CANADIAN GROCER, "the price, per bag, delivered to the car, is almost double what it was at the beginning of the season; actual prices are now around \$2.25 per bag, whereas they were \$1.10 to \$1.25 in the earlier part of the season. I would not be surprised to see potatoes go to any price, even as high as \$4 by spring."

Mr. Ward bases his contentions upon facts that have come to his attention recently. In the first place, he states, there has been much rot in potatoes grown in Montreal district; Ontario has had a rather poor crop, and Manitoba, and parts of the West, had much of their production overtaken by early and severe frosts, making the supply short in most sections of Canada. Rural Quebec—and particularly east of Quebec City, has had a good crop, but this is in active demand, and much of it, Mr. Ward asserts, is going to the United States. He figures, therefore, that there will be a shortage, and which apparently cannot be made up. As a consequence, the farmers will hold their supplies for high figures, and Mr. Ward believes that seed potatoes, especially, will sell at record prices next May.

A. Lalonde, another large dealer, stated to CANADIAN GROCER that the outlook suggested high prices. Mr. Lalonde made the observation that some of the supplies were non-keepers, and that there would be loss from this source. Then, again, the farmers would not sell, with a promise to deliver, at this time. While \$1.25 was a good price to the farmer awhile ago, he did not now so consider it, and was keeping his supplies.

Asked as to the possibilities of getting New Brunswick stock through in large quantities, Mr. Lalonde did not think that these, when received, could be sold excepting for high prices. Transportation, also, is not always available for moving stock.

Mr. Lalonde thought, from the best advices he has received, that there had

WESTERN ONTARIO DAIRYMEN CONVENE

The fifty-third annual convention of the Dairymen's Association of Western Ontario will be held in London, Ont., Wednesday and Thursday, January 14 and 15. The convention will be held in the Masonic Hall.

been an average good crop in Quebec province—bigger than last year in some districts.

NEW DEHYDRATING PROCESS PRESERVES FOOD INDEFINITELY

A new method of dehydrating food, by which eggs, meat, vegetables and fruit can be preserved in their original condition, retaining all nutritive values and appearance of freshness, was demonstrated by Dr. K. George Falk, of the Harriman Research Laboratory, before the American Chemical Society recently.

Dr. Falk had samples of beef, potatoes, cabbage, fish, eggs and other foods that had been dried by the new process four years ago. When these products are soaked in water and cooked, he said, it is impossible to tell them from fresh food.

Dr. Falk's process is based on vacuum drying. Experiments have been made for several years at the industrial chemistry laboratory of Columbia University.

Care Needed

"In the dehydration of meats," says Dr. Falk, "the temperature must be kept below the point at which the proteins coagulate, for if there is too low a temperature, the process of dehydration will be unnecessarily prolonged, with the result that often spoilage will occur and the overhead cost will be greatly increased. It is possible to solve this problem of dehydration by the use of a suitable vacuum drier, in which the meat or other food product is introduced after having been cut in pieces of suitable size, and kept in the vacuum at a temperature which is below that of cooking, or which makes any appreciable change."

THE GROCER'S SIDE OF THE CASE

"To-day, I am selling butter at 64 cents per pound, and making the same on a pound as I did when it was 32. Eggs are 70 cents; I made as much on a dozen when they were 22 cents, and if an egg or two were broken in delivery it did not amount to much. Last week, out of a dozen eggs sent out by accident, seven were broken, which I had to

replace; and I had them in a carrier also, that was worth forty or fifty cents."

QUEBEC PROVINCE NEWS

Gideon Miller, of the Gideon Miller Company, Toronto, visited Montreal last week.

R. W. Gould has succeeded W. P. Hughes as secretary of the Montreal Board of Trade.

C. Ritz, manager Robin Hood Mills Ltd., Montreal, spent the holidays at his home in Mitchell, Ont.

R. Whiteway, of the Annapolis Valley Cider Co., Annapolis, N.S., called on the Montreal trade last week.

J. W. Meyers, of the Peterborough Cereal Company, Peterborough, Ont., was a Montreal visitor last week.

D. O. E. Denault, of the Denault Grain and Provision Co., Sherbrooke, Que., was in Montreal last week.

Mr. Austin, general manager of the Interprovincial Flour Mills, Strome, Alberta, was in Montreal last week.

S. G. Bendon Utility Company, Montreal, have removed from 30 St. Francis Xavier Street, to 211 St. Nicholas Building.

S. G. Bendon Utility Co., Montreal, have been appointed selling agents for Canada and Newfoundland for Louisiana and Texas Rice Distributing Co.; Suffolk Peanut Co., and Delidieux and Mayo Co., Inc., New Orleans.

W. P. Hughes, secretary of the Canadian Manufacturers' Association, Montreal, has resigned. CANADIAN GROCER understands that Mr. Hughes will enter business on his own account, probably wholesale exporting of produce.

While en route to Montreal for the purpose of giving advice concerning the plans of his company, the L. R. Steel Company, Incorporated, of Buffalo, relative to the erection of stores to be operated as a chain proposition, Jacob N. Steel, 45 years of age, died on the train as he was nearing Montreal. The late Mr. Steel was an architect, and the cause of his death is assigned to pneumonia.

LARGEST WHOLESALE MEN DOUBLE UP

Austin, Nichols & Company, of Brooklyn, N. Y., reputed to be the world's largest wholesale grocers, announced today the purchase of the William M. Hoyt Company, of Chicago, one of its largest competitors.

ROOSEVELT'S SONS TO RUN COFFEE HOUSE

The sons of Theodore Roosevelt are going into the retail coffee trade. They will form a corporation to take over and manage an existing establishment of this nature in New York.

In the application for charter the directors are given as Theodore, Archibald and Kermit Roosevelt, Dr. Richard Derby and Philip J. Roosevelt.

"We have a chance to make some money," said one of the directors, "and that's the whole explanation."



Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

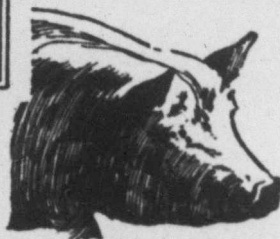
Davies' Quality Hams

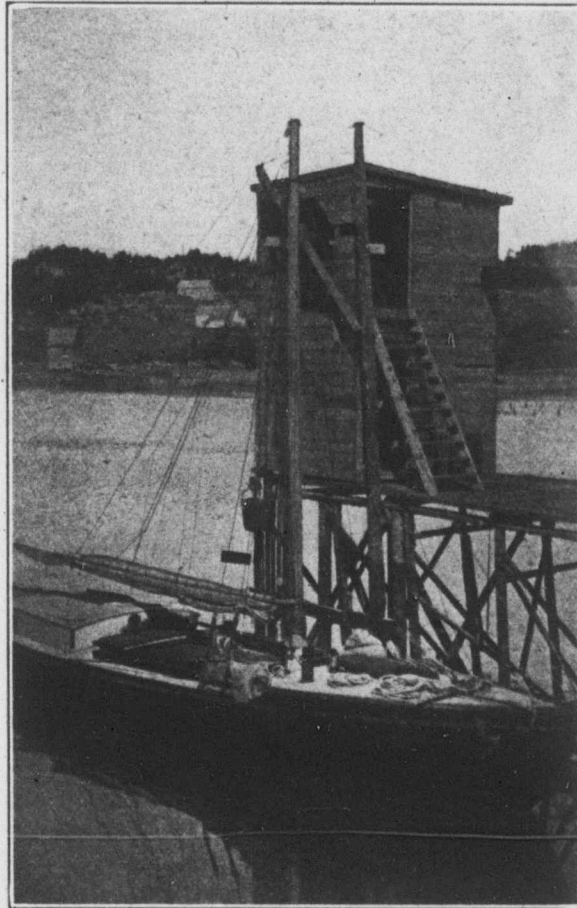
We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO -- MONTREAL





The Day's Big Catch

Here is one of Connors Bros.' fishing smacks, loaded with the day's big catch awaiting to unload.

Tons of fine fish are brought in each day to be carefully selected and processed in a most up-to-date factory where absolute cleanliness in preparation has made "Brunswick Brand" celebrated for purity.

This is the second of a series of nine advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing **Brunswick Brand** celebrated fish foods. Watch for them each week.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Oleomargarine Sales are Increasing Daily

Because the merits of this wholesome and economical product are becoming so universally known. But Our Consistent Publicity Makes EXTRA SPECIAL Demand for

Swift's Premium Oleomargarine

Our advertising not only points out the purpose and advantages of Oleomargarine, but is driving home the *Name*, "Swift's Premium." Thousands of housewives have already been convinced why it pays to use only "Swift's Premium," and many more are daily insisting on this famous brand in preference to all others.

This Means Steady Repeat Business

for every dealer who links up with our advertising by featuring Swift's Premium Oleomargarine in counter and window displays.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Toronto

Winnipeg

Edmonton

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Announcement

Temporary Delay in Shipments

DUE to the recent storm considerable damage was done to our plant, causing delay in shipments to our customers.

We very much regret the inconvenience you may have suffered, but we assure you that every effort is being made to make the necessary repairs as speedily as possible.

It is confidently anticipated that the plant will be running again at full capacity shortly.

The Canadian Salt Co., Limited
WINDSOR, ONT.

Veribest
TRADE MARK



Easy to Sell

Armour's
"Veribest" Ham
"The Ham What Am"

The Famous Ham in the Stockinet Covering

All the delicate flavor developed by Armour's special cure is retained and intensified by the Stockinet Covering. The most economical of all meat foods because it has so little waste and lends itself to such a wide variety of tasty dishes. None but the choicest hams are used—every ham Canadian Government inspected.

It is easy to sell Armour's "Veribest" Ham. Highest excellence guaranteed by the Armour Oval Label. Tell your customers about "The Ham What Am."

For information regarding Armour Quality Products, write your nearest Branch House or direct to us.

ARMOUR & COMPANY

General Offices and Plant:
Hamilton, Ontario

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

Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

It's Profitable Because—



Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED
Write us or ask your jobber for trade prices.

NON-PAREIL

BRAND

Our prices are the lowest for guaranteed

ROLLED OATS
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.

THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Big Advertising Campaign In Progress!

Are you getting your
share of the trade?

OXO Cubes are being pushed by one of the strongest and most original advertising campaigns ever launched in Canada.

This advertising is selling OXO Cubes by the million, and every day that passes witnesses a big increase in the sales. Take advantage of this universal demand and let us help you to get your share of the trade.

The Cubes
that sell!

OXO CUBES

Oxo Limited

Montreal

Toronto

Winnipeg



KING GEORGE'S NAVY

CHEWING
TOBACCO

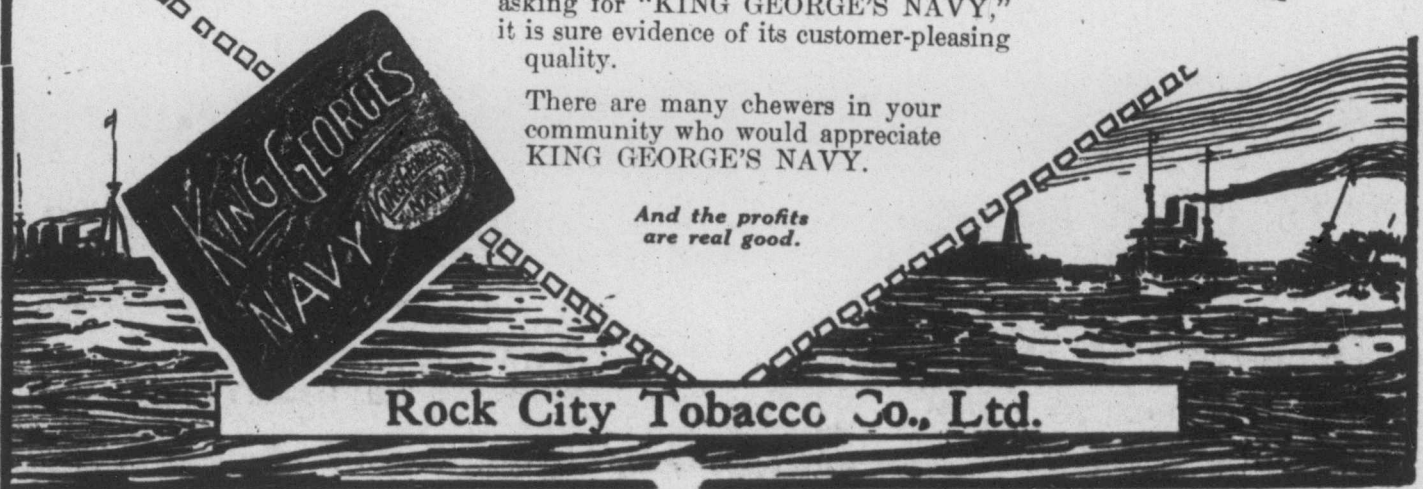
—the best liked "chew" in Canada

When you find veteran tobacco chewers asking for "KING GEORGE'S NAVY," it is sure evidence of its customer-pleasing quality.

There are many chewers in your community who would appreciate KING GEORGE'S NAVY.

*And the profits
are real good.*

Rock City Tobacco Co., Ltd.



THEY STOP THE LEAKS

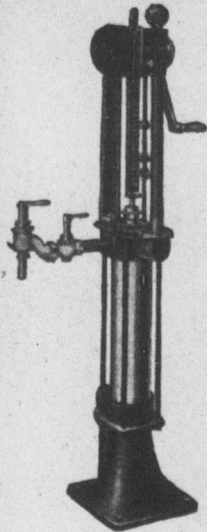
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

BOWSER Oil Storage Outfits

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. Write us.

S. F. BOWSER COMPANY, Ltd.
66-68 Fraser Ave., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP



There are a number of Chamberlain Remedies. Send for our price list. You'll find them quick sellers.

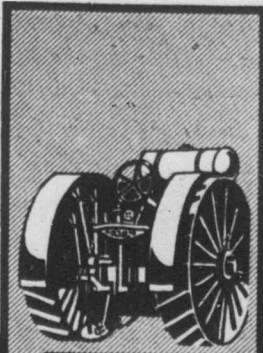
Chamberlain's Family Remedies

Dependability and good profits are two good reasons why you should sell Chamberlain's Family Remedies.

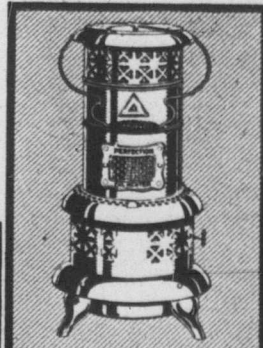
These popular medicines are known everywhere and appreciated for their purity and curative properties.

Free from harmful drugs, their action is most natural and effective. Try a sample order.

Chamberlain Medicine Co., Ltd.
TORONTO



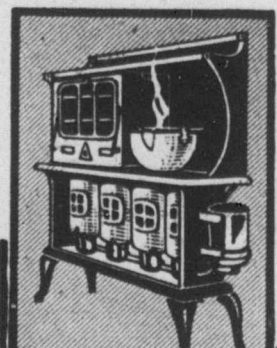
"for Engines"



"for Oil Heaters"



"for Lamps"



"for Oil Cookstoves"

BETTER THAN OTHER OILS -YET SELLS FOR LESS

THERE'S no better stronger selling combination in an oil than this! **Better quality — lowest retail price.** What more could the consumer want or ask for? Certainly every customer who buys coal oil for heat, light or power wants the best—and at least cost.

Imperial Royalite Coal Oil combines both features. It meets every test that can be applied to oil. It costs the consumer less per gallon. It is pure, high-grade coal oil, highly refined, exactly right for the oil heater, cookstove, lamp and for the farm tractor or stationary engine.

You pay less for Royalite than for other brands. Your profits are greater, because

you will sell more individual gallons of Royalite than the higher-priced oils.

When you consider that Royalite surpasses any coal oil marketed in Canada, and would be cheap if sold at the higher price, you get an idea of its great selling qualities.

Imperial Royalite Coal Oil is always available. You can get it any time on short notice. It is advertised throughout Canada. It is the product of Canada's largest, best-known oil company, whose name stands for everything that is best in producing, refining and marketing.

Royalite is worthy of your constant recommendation.

IMPERIAL ROYALITE COAL OIL



IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication
Branches in all Cities



Want More? You Bet He Does!

You will never fill him up
—but you can watch him
growing daily in health
and vigor when you give
him plenty of

Wantmore

PEANUT BUTTER

Economical for so many dainty eatables—make
its use regular on your table. It's good for
the whole family.

*Your dealer has it, and also
"Wantmore" Salted Peanuts*

R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA



Co-operation

In "Wantmore" Peanut Butter we
are offering the public a high-class
food product. In an extensive con-
sumer advertising campaign we
have made its quality known to the
public. We rely on your co-oper-
ation to close sales. We are sure
you will find that circumstances
have made "Wantmore" Peanut
Butter very easy to sell. Try a
small order for a start.

WANTMORE PEANUT BUTTER

The Best Spread for Bread

Send for this cut to use when you advertise "Wantmore"
Peanut Butter locally. It is gladly furnished free of
charge.

R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA

A New Year's Resolution



Among all your other good resolutions for 1920 let one be to
stock your shelves with goods that will mean bigger and better
business.

One of the best lines to assure real, steady profits is

Shirriff's

(True Seville)
Orange
Marmalade

Everyone likes the delicious product,
and it can be used in so many ways.
Made from best of Seville oranges and

pure cane sugar by experts in our
well-equipped factories. There is no
superior marmalade on the market.

Start the New Year right by placing your order to-day

IMPERIAL EXTRACT COMPANY, Toronto, Ontario

Selling Agents: **HAROLD F. RITCHIE & CO., LTD.** Toronto and Montreal



"EVERY GRAIN
PURE CANE"

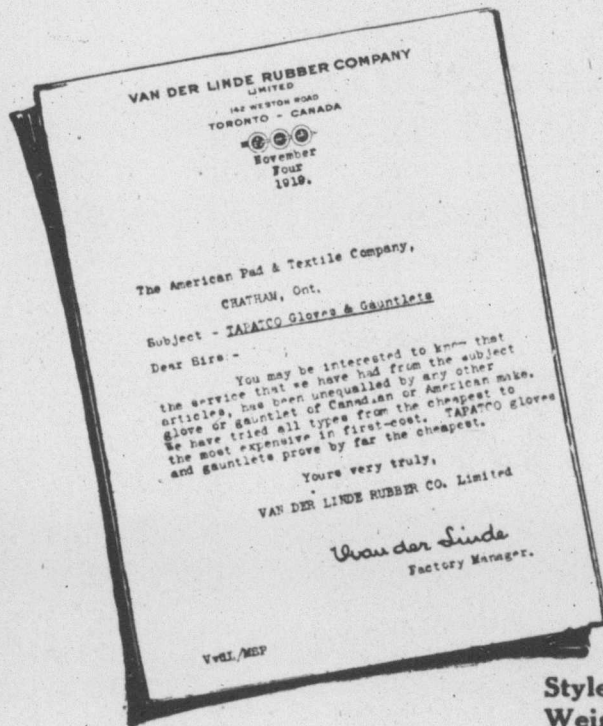
Every Grain Pure Cane

*Discerning Housewives
Prefer It*

Nothing more need be said to convince you that Royal Acadia Sugar deserves your recommendation. Customers will appreciate your suggesting it.

Put up in 2 and 5 lb. cartons, 10, 20 and 100 lb. bags and ½ barrels and barrels.

The Acadia Sugar Refining Co.
Limited
HALIFAX CANADA



When Users Give Such Praise
Dealers
Cannot Hesitate to Stock

MERCHANTS find a ready sale for Tapatco line—netting them splendid profits. Are you doing the business you should do in work gloves? Many dealers report immediate increase in glove sales after introducing these goods to their customers.

TAPATCO
REGISTERED BRAND TRADE MARK

"Months of Wear in Every Pair"

Styles—Gauntlet, Knit Wrist and Band Top.
Weight—Heavy, Medium and Light.
Material—Leather Tip, Leather Faced, Jersey.

Gloves and Mitts in Tan, Slate or Oxfords.

The American Pad & Textile Co., Chatham, Ont.



YOU WILL BE PLEASED

with the high quality of your pastry and with the unsurpassing goodness of your cakes, pies, biscuits, if you use

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

REGAL FLOUR is a perfect flour; fine, smooth, always uniform in quality, rich and nutritious, because it is made with the choicest Canadian Wheat in the most modern mills in the world.

If you haven't yet tried REGAL FLOUR, try it today, we know that it will satisfy you in every way.

Sold by all grocers in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

THIS WEEK we publish in every newspaper in the Province of Quebec the above advertisement for our celebrated

REGAL FLOUR

White and Pure as the Lily

representing the highest quality of flour. Regal Flour is strongly recommended for the baking of delicious and wholesome cakes and pastry.

Keep it in stock and take advantage of the demand we create by our intensive advertising.

Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.

St. Lawrence Flour Mills Co., Limited, Montreal

SIFTO SALT IT FLOWS BEST FOR TABLE USE

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.

CENTURY SALT BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
 DOMINION SALT CO., Limited, SARNIA, Canada.
 Manufacturers and Shippers.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

JAMS		EVAPORATED MILK	
DOMINION CANNERS, LTD.			
Hamilton, Ont.			
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.			
Screw Vap. Top, Glass Jars, 16 oz. glass, 2 doz. case. Per doz.			
Strawberry	.....	\$4 60	
Currant, Black	.....	4 50	
Pear	.....	3 90	
Peach	.....	3 90	
Plum	.....	3 70	
Raspberry, Red	.....	4 30	
Apricot	.....	4 00	
Cherry	.....	4 30	
Gooseberry	.....	4 00	
"AYLMER" PURE ORANGE MARMALADE			
Per doz.			
Tumblers, Vacuum Top, 2 doz. in case	.....	\$2 30	
12 oz. Glass, Screw Top, 2 doz. in case	.....	2 55	
16 oz. Glass, Screw Top, 2 doz. in case	.....	3 25	
16 oz. Glass, Tall, Vacuum, 2 doz. in case	.....	3 25	
2's Tin, 2 doz. per case	.....	4 80	
4's Tins, 12 pails in crate, per pail	.....	0 78	
5's Tin, 8 pails in crate, per pail	.....	0 97	
St. Charles Brand, Hotel, each 24 cans	.....	\$7 15	
Jersey Brand, Hotel, each 24 cans	.....	7 15	
Peerless Brand, small, each 24 cans	.....	3 15	
St. Charles Brand, Tall, each 48 cans	.....	7 25	
Jersey Brand, Tall, each 48 cans	.....	7 25	
Peerless Brand, Tall, each 48 cans	.....	7 25	
St. Charles Brand, Family, 48 cans	.....	6 25	
Jersey Brand, Family, 48 cans	.....	6 25	
Peerless Brand, Family, 48 cans	.....	6 25	
St. Charles Brand, small, each 48 cans	.....	3 20	
Jersey Brand, small, each 48 cans	.....	3 80	
Peerless Brand, small, each 48 cans	.....	3 80	
CONDENSED COFFEE			
Reindeer Brand, large, each 24 cans	.....	\$6 50	
Reindeer Brand, small, each 48 cans	.....	6 50	
Cocos, Reindeer Brand, large, each 24 cans	.....	6 25	
Reindeer Brand, small, 48 cans	.....	6 50	

We are receiving now daily shipments of California Vegetables:

Celery
Cauliflower
Head Lettuce

Also Daily Shipments of
Hothouse Tomatoes

Wishing Everyone a Happy New Year

WHITE & CO.
 TORONTO

It's Popular With the Trade

Grocers in all parts of the country are enjoying good sales of our XXX Self-Raising Flour, it's here to stay.

BRODIE & HARVIE'S XXX Self-Raising Flour

Will make delicious pastry, cakes, muffins, croquettes, etc. It's sure to please your trade. Be sure to recommend

Brodie & Harvie's XXX Self-Raising Flour
 Order from your wholesaler.

Brodie & Harvie, Ltd., Montreal

Sixty Replies To One Condensed Advertisement

A. H. Mealing, who recently offered his grocery business in Orillia, Ont., for sale, decided on this most direct means of securing a buyer—he used the

Want Ad Page of Canadian Grocer

Result—60 replies to the one announcement and a most satisfactory sale.

To sell a business,

To purchase a business,

To sell a scale, slicer, cash or credit register or other
fixture,

To buy a fixture,

To secure a manager or head clerk,

or for any other WANT you may have, send along your copy for the Condensed Advertisement Page.

Rates: 2c per word, first insertion and one cent per word each subsequent insertion; 5 cents extra per insertion to cover postage if replies are to be sent to box number in our care.

CANADIAN GROCER

143-153 University Ave.

TORONTO

Registered



Trade Mark

The Retailer's Extra Profit

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

MACDONALD'S PLUG TOBACCO

Smoking--**BRIER
INDEX**

BRITISH CONSOLS

Chewing--**PRINCE OF WALES
CROWN**

**BLACK ROD (Twist)
NAPOLEON**

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Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

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British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL



The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

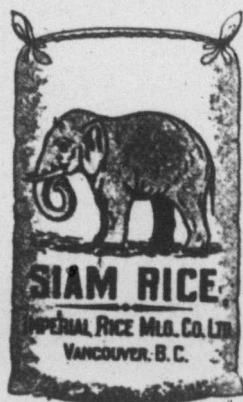
Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Belvin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

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CLOTHES
BASKETS

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Imperial Grain and Milling Co., Limited
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SALT



In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.



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 COURTRIGHT
 ONT



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The Golden Flavor

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M-490

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APPLES**

We Invite Correspondence for Fall and Winter Supplies.

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Owen Sound, Ont.

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(TRADE MARK REGISTERED)

The Closet Bowl Cleaner

Sani-Flush does only one thing, but it does this one thing so well that it has become a staple article in millions of private homes and public buildings.

Do not recommend *Sani-Flush* for anything except cleaning water-closets. No matter how badly stained and incrustated a closet bowl may be, *Sani-Flush* will easily make it as white and sanitary as new. That's all *Sani-Flush* is intended to do. And that's enough to run the sales into millions of cans each year.

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TORONTO, ONT.



Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. 0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 46
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb. 0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to case, 32 boxes to case, lb. 0 43
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box 2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box 2 50
Fruit and Nut Milk Chocolate Slabs, per lb. 0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 43
Plain Milk Chocolate Slabs, per lb. 0 42

MISCELLANEOUS
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. \$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 5 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 2 75
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box 0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
120-1c Milk Chocolate Sticks, 60 boxes in case. 0 80

5c LINES
Toronto Prices Per box
Filbert Nut Bars, 24 in box, 50 boxes in case \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case 0 95
Puffed Rice Bars, 24 in box, 50 boxes in case 0 95
Ginger Bars, 24 in box, 50 boxes in case 0 95
Fruit Bars, 24 in box, 50 boxes in case 0 95
Active Service Bars, 24 in box, 50 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case 0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case 0 95
Royal Milk Cakes, 24 in box, 50 boxes in case 0 95
Cream Bars, 24 in box, 50 boxes in case, per box 1 00
Maple Buds, 6c display boxes, 6c pyramidal packages, 6c glassine envelopes, 4 doz. in box 1 90
W. K. KELLOGG CEREAL CO.
Kellogg's Toasted Corn Flakes, Waxtite 4 15

Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 2 00
Kellogg's Shredded Krumbles, 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran. 1 85

BRODIE AND HARVIES
XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70
Do., 3 lb. 2 90
Superb Self-Raising Flour, 6 lb. 5 50
Do., 3 lb. 2 80
Crescent Self-Raising Flour, 6 lb. 5 60
Do., 3 lb. 2 85
Perfection rolled oats (50 oz.) 3 00
Brodie's Self-Raising Paucake Flour, 1 1/2 lb. pack., doz. 1 50

BLACKWOODS' BAKING POWDER
Per doz.
8-oz. tins, 4 doz. to case \$1 50
12-oz. tins, 4 doz. to case 2 25
16-oz. tins, 4 doz. to case 2 50
Qt. Sealers, 1 doz. to case 5 00
3-lb. tins, 1 doz. to case 6 50
5-lb. tins, 1 doz. to case 10 50

CORDIALS
Black Cherry St. Julien Claret
Mondego Port Grape Vino
Hot Todd Ginger Wine
Sloe Gin Creme de Menthe
Packed 1 doz. qts. to case.
Per case \$4 50
Bulk, per gallon 1 85

LIQUEURS
H. T. Special Ginger
Creme de Menthe Black Cherry
Hot Todd Port
Grape Claret
Sloe Gin Trench Rum
Packed 1 doz. qts. to case. Per ca. \$6 35
Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDERES
Orange Cherry
Peach Loganberry
Lemon Strawberry
Grape Raspberry
Blackberry Per doz.
Packed 24, 2 1/2-lb. tins to case \$7 20
Apple, pkd. 24, 2 1/2-lb. tins to ca. 7 40

EXTRACTS
Blackwoods' Government Standard.
All flavors. Per doz.—
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.
\$1 75 2 00 3 25 5 75 11 25
Heather Brand. Fifty per cent. over Government Standard. Per doz.—
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.
\$2 25 2 60 4 25 7 60 14 00

OYSTER COCKTAILS Per doz.
Packed 5-doz. 4-oz. bottles to ca. \$0 85
OLIVES Per doz.
Queens, packed 24, 8 oz. to ca. \$2 20
Queens, packed 24, 16 oz. to ca. 3 35
Pimento Stuffed, 24, 8 oz. to ca. 3 00
Pimento Stuffed, 24, 16 oz. to ca. 4 50

BLACKWOODS' DE LUXE PICKLES
Ozs. 10 16 18 20 Qts.
Sr. Mix. 2.10 2.80 3.15 3.50 4.75
Chow 2.15 2.85 3.25 3.60 4.90
Onions 2.25 3.00 3.50 3.75 5.00
Gherkins 2.65 3.50 3.60 4.30 5.75
Sw. Mix. 2.25 3.10 3.60 3.85 5.15
Sw. Onions. 2.50 3.30 3.60 4.10 5.25
Sw. Gherkin. 2.90 3.80 4.00 4.65 6.15

PICKLES IN TINS Per doz.
Sr. Mix, 2 1/2-lb. tins. \$3 25
Chow, 2 1/2-lb. tins. 3 40
Sw. Mix, 2 1/2-lb. tins. 3 50
Sr. Gherkin, 2 1/2-lb. tins. 4 25
Sw. Gherkin, 2 1/2-lb. tins. 4 50
Dills, 2 1/2-lb. tins. 2 50
Kraut, 2 1/2-lb. tins. 1 90

PICKLES IN BULK
Spring Top Gallon Jars
Sr. Mix \$1 15
Chow 1 25
Sw. Mix 1 40
Dills 1 00
Pails 1 gal. 3 gal. 5 gal.
Sr. Mix. \$1 40 \$3 00 \$4 60
Chow 1 45 3 25 4 90
Sw. Mix 1 70 4 35 6 60

RELISHES Per doz.
Horse Radish, 10-oz. bottle. \$2 40
English Picallili, 8-oz. 2 25
East India Pickle, 8-oz. 2 25



BUYERS' MARKET GUIDE

Latest Editorial Market News



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Buy Now—Butter Cocks
Jugs, Churns, Flower Pots
etc. Ask for latest cata-
logue.

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Limited
Dominion Bank Bldg.
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Shuman Pricing Outfits

for Groceries and Stores which price-mark
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GOOD COFFEES ARE IN SCANT SUPPLY

The scarcity of good qual-
ity coffees on the Toronto
market at the present
time and the strong posi-
tion of the primary mar-
kets indicates strong prices
ruling on coffees for some
time at least. Shipments,
too, have been greatly de-
layed and some houses
have very scant supplies
on hand. Prices on spot
have not shown any
change, but are very
strong at present levels.
There is a very active in-
quiry in the face of com-
paratively small stocks.



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ALL STEEL-FIREPROOF
"Turns Waste
into Profit"
12 SIZES

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CLIMAX BALER CO.
Hamilton, Ont.

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

C. A. MANN & CO.

LONDON, ONT.

Phone 1577



The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

- Ice Cream Cartons, Paraffined.
- Butter Cartons, Paraffined.
- Egg Cartons; Special Egg Fillers.
- Folding Candy Boxes; also handy
- Paraffine boxes for bulk Pickles,
- Mince-meat, etc.

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Handpicked or Screened

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- 30 DOZ. CASE FILLERS
- ONE DOZ. CARTON FILLERS
- 3/4-INCH CUSHION FILLERS
- CORRUGATED FLATS

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

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in gal., 1/2-gal., 1/4-gal. attractive tins—the first and only ship-
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scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, 1/2-gal., 1/4-gal., 1/8-gal. tins. Also in 5-gal. plain
tins, especially imported for trade desiring to bottle under own
private labels.

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Wanted

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

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

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

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

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EXPERIENCED LADY DESIRES POSITION in store. Village preferred. Apply Box 784, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—SITUATION AS CLERK IN GROCERY and general store. Six years' experience. Can commence at once, or would buy small business if right location. Box 782, Canadian Grocer, 143 University Ave., Toronto.

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

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FOR SALE—GENERAL STORE BUSINESS. Stock \$20,000, turnover, \$75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

FOR SALE — GROCERY STOCK AND FIXTURES, about \$4,000; annual turnover about \$40,000. Selling on account of ill health. Address Box 58, Ingersoll, Ont.

1,000 ADVERTISING HEADLINES AND show card suggestions—a book of 32 pages full of live, snappy sentences for advertising headlines or show cards. Secure yours early and use it for your Christmas advertisements and show cards. Price \$1.00. Ad. Specialty, Box 419, Antigonish, N.S.

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

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

ESTABLISHED 1849

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Offices Throughout the Civilized World
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TORONTO

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are offered
every week
on this page.

Are you
making use
of them?

It Will Pay You

A. H. Mealing, formerly in the grocery business in Orillia, Ont., used this page to dispose of his business. He received 60 replies to his announcement. The want ad. page is read by merchants in every Province of Canada. Send along your wants. It paid Mr. Mealing; it will pay you too. Canadian Grocer, 143-153 University Avenue, Toronto.



RID OF RATS

The only non-poisonous Rat and Mouse exterminator in the world

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, \$1.50 per doz., \$1.00 per lb. in bulk.

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100 Emerson Place, Brooklyn, N.Y.

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**SAUCE
DIABLE**

For Grilled Soles and
Fish dishes.

The ESCOFFIER

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PICKLES

Delightfully mild and
appetising.

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Mons. Escoffier's own
blending.

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**MEAT and
FISH
PASTES**

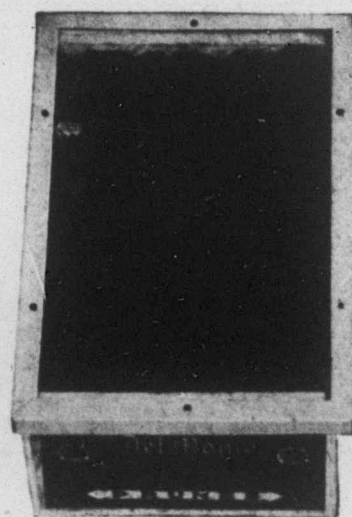
For prices of these and other Escoffier specialties, write:
ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal

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A.B.C. Code, 5th Edition.

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.



Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

Fiber Glass Dried Fruit Covers

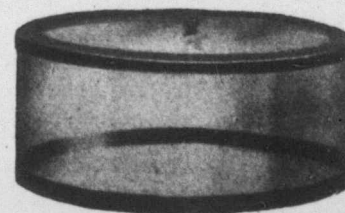
This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

Canadian Distributors:

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- Johnson & Barbour, London, Ont.
- Laporte-Martin, Ltd., Montreal, Que.
- Macpherson-Glassco & Co., Hamilton, Ont.

Fiber Glass Cheese Covers

ALL SIZES



Our 16x7 Round Cheese Cover, shown above, illustrates complete line made 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated Last for years.

FIBER GLASS FOOD COVER CO., Inc.

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A good, reliable, easy-writing Canadian-made pencil is one of the war's contributions to the Canadian market. Look at the attractive counter display in which these pencils come to you.

The display contains half a gross of pencils and costs you only \$2.40. Each pencil is priced to retail at 5c.

The display sells the pencils—you take in the profit. Write your wholesaler or direct to

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



Canada Beaver Brand Brooms

Made of the best material of Illinois corn.

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- Toy Brooms—3 different grades.
- Whisks—10 different grades.
- Warehouse Brooms—A specialty.

The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

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Western Sales Agency—Messrs. Nicholson-Rankin, 797-798
Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32
Front St. West, Toronto, Ont.

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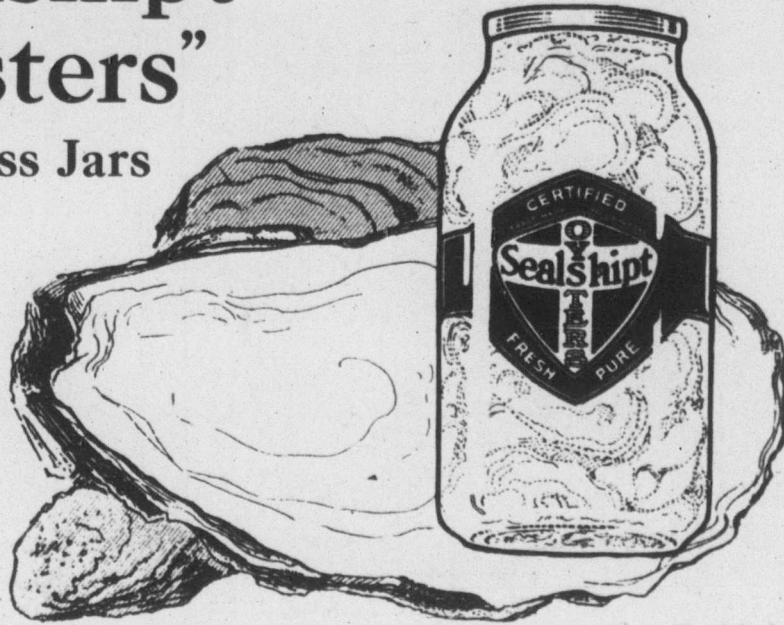
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