

CHRISTMAS NUMBER

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, DECEMBER 24, 1920

No. 52

New Year
Greetings



from the

House of Scott-Bathgate Co., Ltd.

TO our many friends and patrons we extend Greetings for the New Year, and trust you have shared with us the prosperity of 1920.

We have experienced the most successful year of our history. This success has been due to the combined efforts put forth by all members of our staff in giving our principals a SERVICE unequalled elsewhere.

Let us all work for a better and bigger year in 1921.

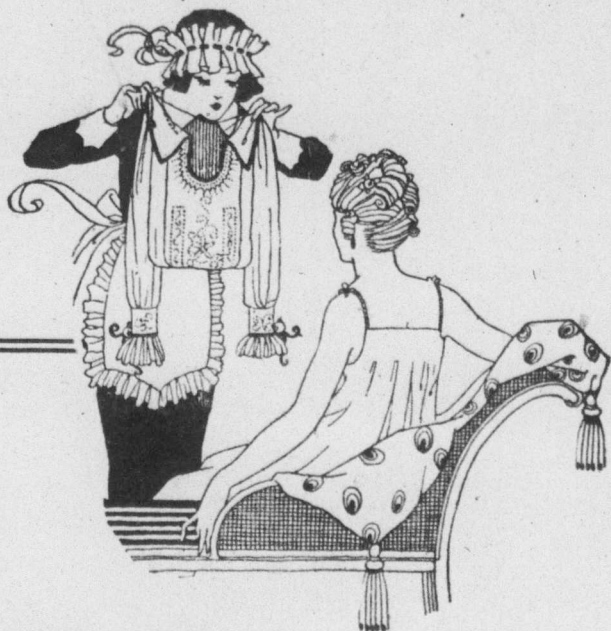
Scott-Bathgate Co., Ltd.

Importers and Commission Merchants

149 Notre Dame Avenue E.

Winnipeg

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



Getting Them to Come Back

If each person who purchases at your store only bought once—never came back—you could not continue in business.

The success of any store depends upon the number of people who buy and come back again and again.

Is there a formula for getting people to come back? Certainly! Here it is: one part Good Merchandise, one part Service, and one part Courtesy.

The enormous sale that Aladdin Dye Soap has attained in a comparatively short time, clearly demonstrates its quality as an outstanding article of **Good Merchandise**.

Did you know that a handsome revolving display stand is given free with a one-gross order of Aladdin Soap? And that it has proven to be a wonderful silent salesman?

Order a gross of Aladdin to-day, and let it do its part towards getting customers to come back.



CHANNELL CHEMICAL COMPANY
LIMITED

Distributors

TORONTO



A Merry Christmas
And
A Happy New Year!



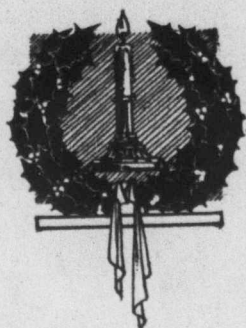
O the multitude of BORDEN dealers throughout Canada and to the whole Canadian Grocery Trade in general, BORDEN'S send their heartiest Christmas Greeting and best wishes for a Happy and Prosperous New Year.

As 1920 rolls by and we look ahead on the New Year it is with a feeling of confidence that we view its approach—of faith in Canada, her resources, her men—a feeling born of an intuition that has in the past and will in the future bring

Anglo-Saxons out on top. Farewell 1920—we greet you, promising 1921.

The Borden Co., Limited
Montreal



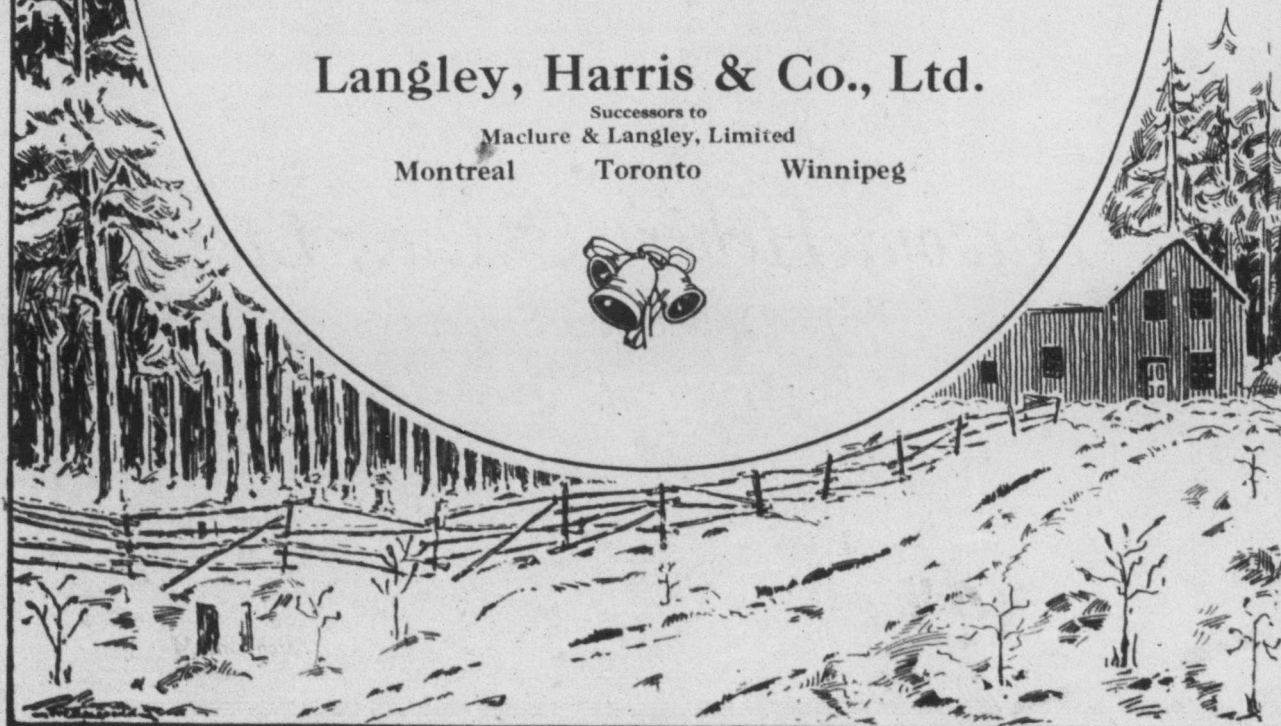


**A Merry Christmas
and
A Happy New Year**

to you and yours, is our sincere greeting to every grocer and clerk throughout Canada. To those merchants who have favored us with their esteemed patronage we feel especially grateful, and we take this means to thank you for past favors and to assure you that we will be ever ready to look after your needs with high quality lines and prompt service in 1921.

Langley, Harris & Co., Ltd.

Successors to
Maclure & Langley, Limited
Montreal Toronto Winnipeg



We wish all our friends a

*Merry
Christmas*

and a

*Happy New
Year*

Hudon, Hebert & Cie., Ltee.

18 DeBresoles Street

Montreal, Que.



Sincerely wishing you a
Merry Christmas
and a Bright and
Prosperous New Year

Dominion Canners
Limited





A Merry Christmas and A Happy and Prosperous New Year.

To our customers and friends we extend these sincere greetings, in appreciation of valued patronage, kind co-operation and friendly business relations. It is our earnest hope that **Marsh's "Popular" Grape Juice and Unfermented Wines** will again handsomely add to your profits throughout a New Year chuck-full of happiness, health and prosperity for you and yours.

The Marsh Grape Juice Company
 NIAGARA FALLS, ONTARIO

Agents: *MacLaren Imperial Cheese Co., Ltd., Toronto and Montreal*
 DISTRIBUTORS FOR QUEBEC, MARITIME PROVINCES AND ONTARIO

Our Selling Talks

OXO CUBES



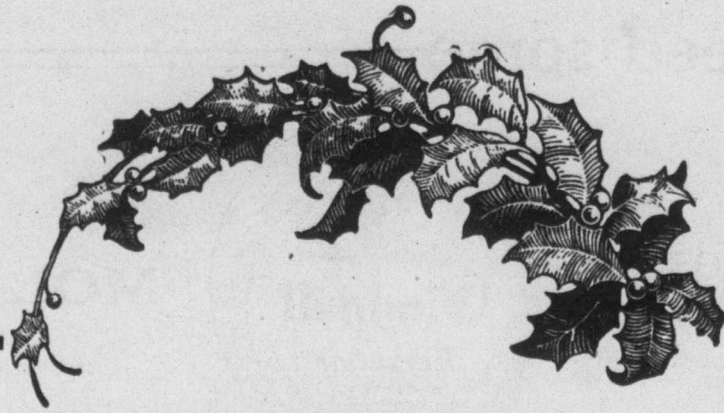
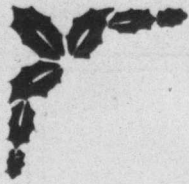
Before going out in cold, wet weather — have a cup of hot OXO. It gives warmth and energy and lessens the risk of a chill.
Tins of 4 and 10 cubes

in the leading papers throughout Canada daily reach thousands of users of OXO CUBES, and those who will use OXO CUBES in their homes.

This is regular OXO CUBES weather, and now is the time to feature them in your window displays and in your own advertising.

OXO CUBES are steady sellers right through the winter. Let your customers know that you carry these popular food products.

OXO LIMITED—Montreal, Toronto, Winnipeg



IN APPRECIATION



We are deeply grateful to our many patrons and friends who have made possible for us another successful year, and we sincerely thank you for your pleasant co-operation in all our past business relations.

May your Christmas be bright and merry and may the New Year usher in for you and yours a goodly share of Health, Prosperity and Happiness.

W. G. Patrick & Co., Limited

Importers

Toronto
Montreal

Winnipeg

New York
Halifax



You will need some

**BARBADOS
SUPER-FANCY**



MOLASSES

very soon.

Insist on it when ordering from your wholesaler or write us for a supply.

It costs no more than the blended molasses sold under various subterfuges. Buy the Molasses with the guarantee.

We guarantee Windmill to be absolutely pure and highest grade Barbados molasses and your business increases as soon as you stock it.

PURE CANE MOLASSES CO. OF CANADA, LTD.
ST. JOHN, N.B. MONTREAL, QUE.



Order from your Wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

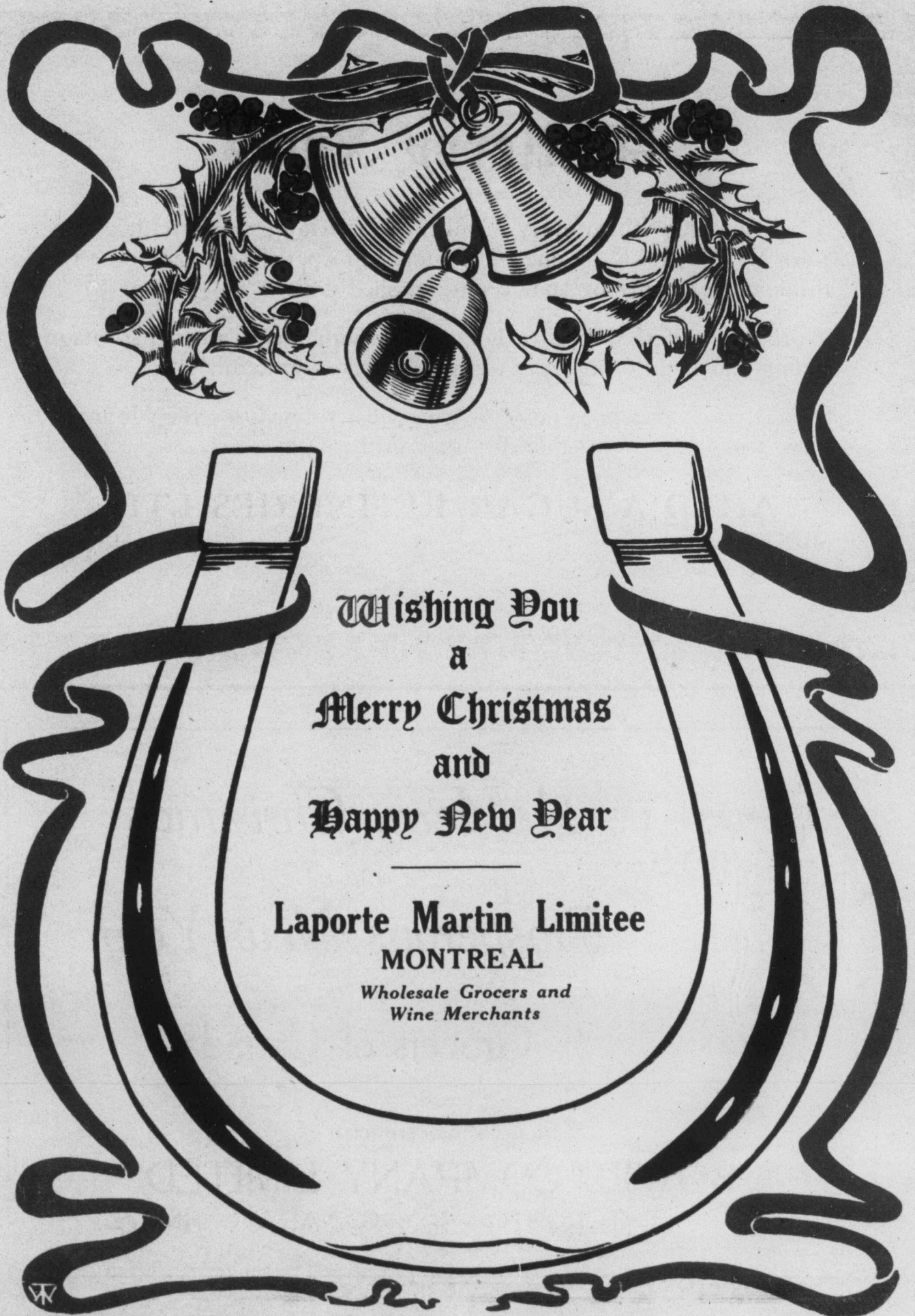
Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



Wishing You
a
Merry Christmas
and
Happy New Year

Laporte Martin Limitee
MONTREAL
Wholesale Grocers and
Wine Merchants

A Merry Xmas

is our sincere wish to every member of the retail grocery trade. May your NEW YEAR be one of abundant prosperity and may it see the fulfilment of many of your long-cherished desires.

To those retailers who have honored us with their valued patronage throughout the closing year we are especially grateful.

Should you continue to favor us we are determined to serve you in the New Year even more efficiently than in the past.

ACADIA SUGAR REFINERIES LTD.

MONTREAL

HALIFAX



A Merry Christmas
and a
Prosperous New Year
to the
Grocers of Canada

This is the sincere wish of

BOWES COMPANY LIMITED

TORONTO - CANADA



1920

APROL
 THE SWEET OIL OF PERSICA

1921

Merry Xmas
and
Happy New Year

APROL

Prominently displayed will mean a great help in your efforts to make profitable sales, because it is just good enough for its particular purposes to be desired by the most discriminating housewives.

After a trial your customers will, we feel sure, have continued confidence in the efficiency of AprOl.

A pure and wholesome vegetable product of delightful flavor and aroma, pressed from the ripe kernels of apricots and peaches. It is highly digestible—makes delicious salads and fries beautifully, producing fritters, croquettes and doughnuts of the most tempting golden brown.

There's nothing like "APROL"

BOVRIL LTD., MONTREAL

Sales Agents for the Dominion

Best Wishes for
A Merry Christmas
 and
A Happy New Year

May 1921 usher in a year of prosperity, new business and good health for you, Mr. Grocer. We thank you for your esteemed patronage and hope for its continuance in the New Year.

Robert Henry & Son
 Windsor, Ontario

Eastern Agents for:

BRITISH COLUMBIA PACKERS ASSOCIATION
 VANCOUVER, B.C.

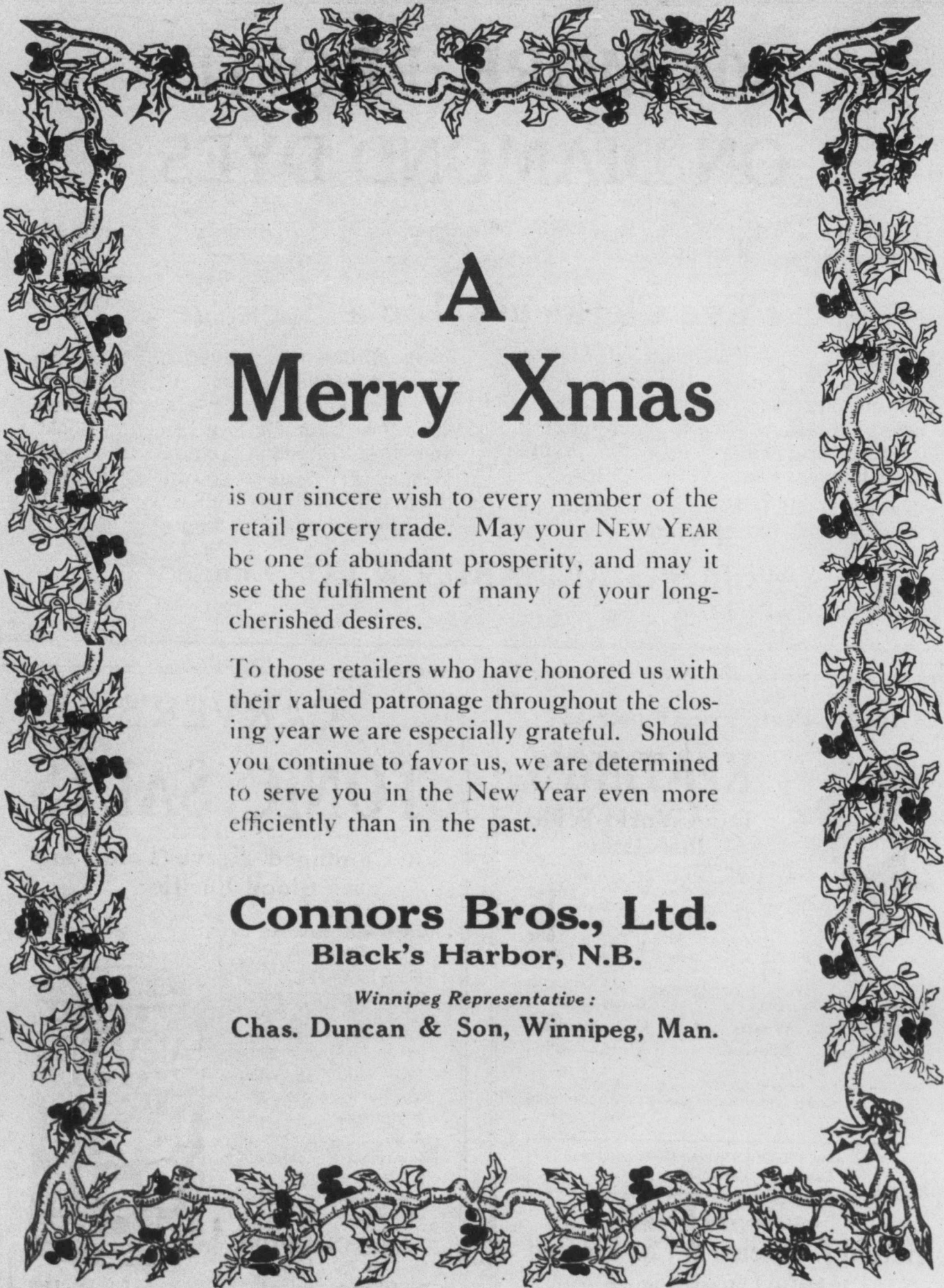


Merry Christmas
 and a
Happy and Prosperous
New Year

to all our Friends and Customers



BRODIE & HARVIE, LIMITED
 MONTREAL



A Merry Xmas

is our sincere wish to every member of the retail grocery trade. May your NEW YEAR be one of abundant prosperity, and may it see the fulfilment of many of your long-cherished desires.

To those retailers who have honored us with their valued patronage throughout the closing year we are especially grateful. Should you continue to favor us, we are determined to serve you in the New Year even more efficiently than in the past.

Connors Bros., Ltd.
Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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MONTREAL. P.Q.

Insect Pests are Universal



KEATING'S is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy — no insect can live, once it comes into proper contact with Keating's, and

as even the most careful home cannot escape insect pests, such as

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitos	Beetles	Moths

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London,
England. Established 1788.

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto

CARVER'S TONIC SALTS

A Combined Nerve Tonic and Blood Purifier

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

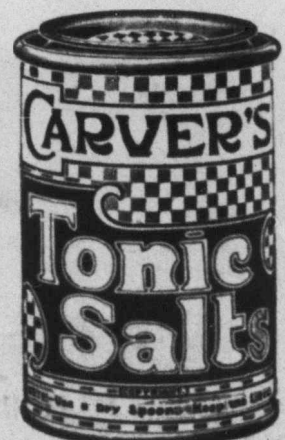
They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.

Address enquiries to your usual wholesaler or direct to

**JOHN CRAMPTON
& CO., LTD.**

Manchester, England



Est. 1849

EDDY'S



Silent Five Matches

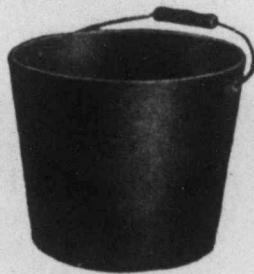
Canada's best liked household match. Made from choice, soft, smooth-fibred pine that will not break in striking. Sesqui tipped, silent striking and non-poisonous. Silent Fives are chemically self-extinguishing—they go out *completely* when blown out. No after-glow.

Indurated Fibreware

Every housewife appreciates the manifold advantage of Indurated Fibreware Utensils over the old-fashioned wood or metal ware:

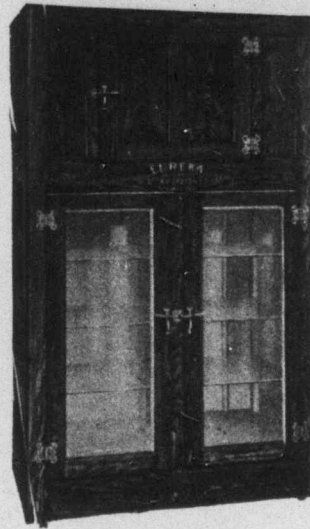
Utensils made of Eddy's Indurated Fibreware will never shrink or fall apart. Leak proof, too, because made seamless in one piece.

Keep your stocks displayed.



The
E. B. Eddy Co., Limited
Hull, Canada

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

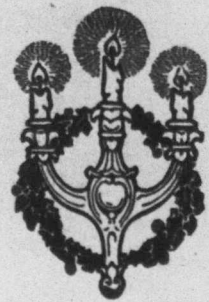
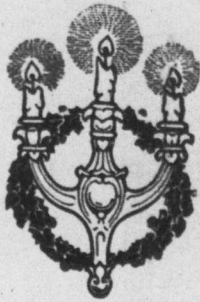
It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

Christmas Greetings



In all sincerity and in genuine appreciation of your valued patronage and pleasant business relationship during this fading year, we extend our heartiest Christmas and New Year's Greeting to our esteemed patrons. May the New Year bring **you** success in plenty and **us** the continuance of your trust.

W. H. Escott Co., Ltd.

*Manufacturers' Agents and
Wholesale Grocery Brokers*

Winnipeg

Fort William, Regina, Saskatoon, Calgary, Edmonton

In Striped Packages Only



There is no mistaking the Biscuit in the Striped Package. It "stands out" in your store.

The top quality and appetizing flavor of this Som-Mor Biscuit is even more distinctive than its Striped Package. Your sales will prove the worth of this fact to you.

Varieties:

Som-Mor (plain
or salted).
Ginger Snaps
Royal Arrowroot
Fairy Soda
Graham Wafers
Social Tea

All Western Canada sees the Striped Package advertising in the newspapers and farm papers.

North-West Biscuit Company, Ltd.

Edmonton, Alberta

Regina

Saskatoon

Calgary

Vancouver

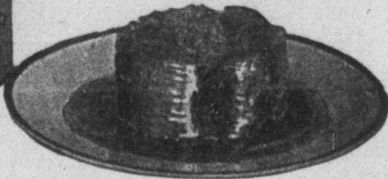


EVERY MORSEL EDIBLE
AND DELICIOUS

To Protect our enviable reputation, and our customers
against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labelled, nor under any other brand than
ALBATROSS.



Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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

WESTERN CANADA

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.

Brokers and Manufacturers' Agents

Established thirty years, maintaining offices in
principal cities of Pacific northwest.

Our organization offers manufacturers every
facility necessary to successful marketing of their
product.

Calling upon Grocers, Confectioners, Hardware,
Stationers and Ship Chandlery.

850 Hastings St. West, VANCOUVER, B. C.

JOHN PRITTY, Ltd. Merchandise Broker and
Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.

SALES CONNECTIONS AT: Vancouver and
Nelson, B.C.; Calgary and Edmonton, Alta.;
Regina and Saskatoon, Sask.; Winnipeg and
Brandon, Man.; Toronto, Ont., and Montreal,
Que.; Chicago and New York, U.S.A.

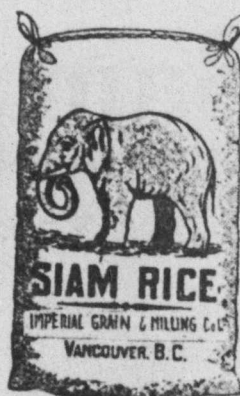
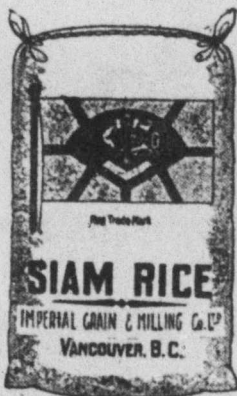
LET PRITTY PLACE YOUR GOODS ON THE
MARKET. RESULTS 100% GUARANTEED

Vancouver Office of
Canadian Grocer

314 Carter-Cotton Building

Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling
Co., Limited
VANCOUVER, B. C.



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

The Most Important
Point About
Any Canned Food

IS

WHO
PACKED
IT



Kiltie Brand
Pinks are
vouched for by

WALLACE FISHERIES
LIMITED

When Writing Advertisers Please Mention
This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Salesmen covering Manitoba, Saskatchewan,
Alberta and British Columbia.

533-537 Henry Ave., Winnipeg

C. DUNCAN & SON

Manufra. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?

MOWAT & McGEACHY

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates

Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton

Calgary Saskatoon

We work The Retail Trade

Your Wants are many here
below. Use the Want Ad.
page and get rid of a few
of them.

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Sincerely Wish You

A Merry Christmas

and A

Happy and Prosperous New Year

Head Office : WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT SARACEN'S HEAD, SNOW HILL, LONDON, E.C. 1., ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA
SASKATCHEWAN

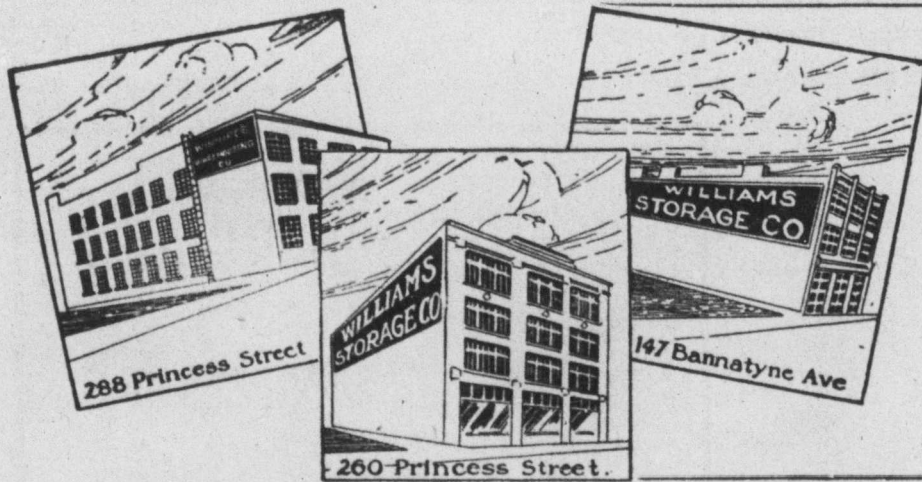
HEAD

WINNIPEG

OFFICE

ALBERTA
WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Advertising in Canadian Grocer is economical, because the advertiser reaches only a class of business men directly interested in his product.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

Service

Reliability

Integrity

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

SCOTT-BATHGATE CO., LIMITED

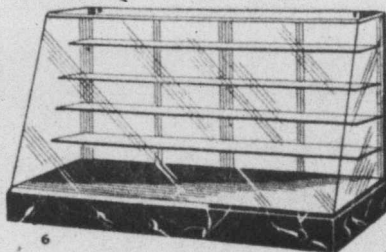
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. E., Winnipeg



**Arnett
Silent Salesmen**

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.



Wishing You a
Merry Christmas
and a
Happy New Year

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON & CO., Western Distributors, Winnipeg

**Advertising to Buyers is one
way to surely make
Advertising Pay**

**Advertise Your Product in
Canadian Grocer**

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request

**When Writing to Advertisers Kindly Mention
this Paper**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUHLAN
Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers'
Specialties and Confections."

NEWTON A. HILL
Grocery Broker and
Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

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

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial
Grain and Milling Co., Limited, Vancouver;
Harry Hall & Co., Vancouver, and others. Cor-
respondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your
products in Kingston and dis-
trict, correspond with
T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snow-
flake" Brand Goods.
Calanopoulos & Macris, Patras,
Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high
class lines.
Booth Bldg. Ottawa, Canada.

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Polis et Feves Produits Alimentaires
Importers & Exporters
Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces
we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

PEAS WANTED
Good boiling peas, either carloads or less.
Send samples advising quantity you have
and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jes. Dufresne, Biscuits, Chocolates and Confectionery,
Joliette, P.Q.
Over 20 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Agencies Wanted
Manufacturers desiring representa-
tion in the Maritime Provinces in all
lines of Food Products are invited to
write us. With headquarters at
Amherst, which is the Hub of the
Maritime Provinces, distribution can
be handled to best advantage.
References furnished.
Traders of Canada, Limited
Maritime Block, Amherst, N.S.

Greek Black Olives
BIG SHIPMENT JUST ARRIVED
Also RAISINS, "SMYRNA
SULTANAS and ELEME
Prices very reasonable. Send
in your orders at once
Levant American Mercantile Co.
Limited
408 Power Bldg., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
General Produce & Lumbermen's
Supplies
Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

*To every member of the Canadian Grocery Trade we send
our heartiest Christmas Greeting and best wishes for a New
Year that will enable you to realize your highest ambitions.*



Anchor Cap & Closure Corporation
OF CANADA, LIMITED

275 Wallace Ave., Toronto



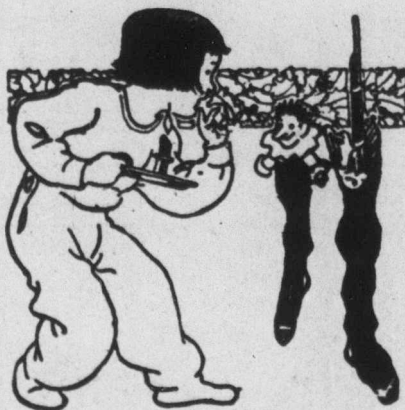
Wishing You
a
Merry Christmas
and
Happy New Year

Malcolm Condensing Co.,
Limited

ST. GEORGE, ONTARIO



235 Wallace Ave. Toronto



**A Merry Xmas
and
Most Prosperous
New Year**

To Our Numerous Customers and Friends.

*A continuance of our good relations
more than ever.*

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Wholesale Grocers, Importers and Manufacturers

MONTREAL

ESTABLISHED IN 1842

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV.

TORONTO, DECEMBER 24, 1920

No. 52

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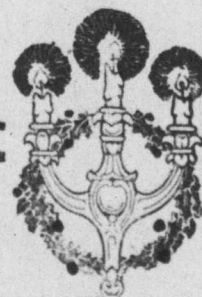
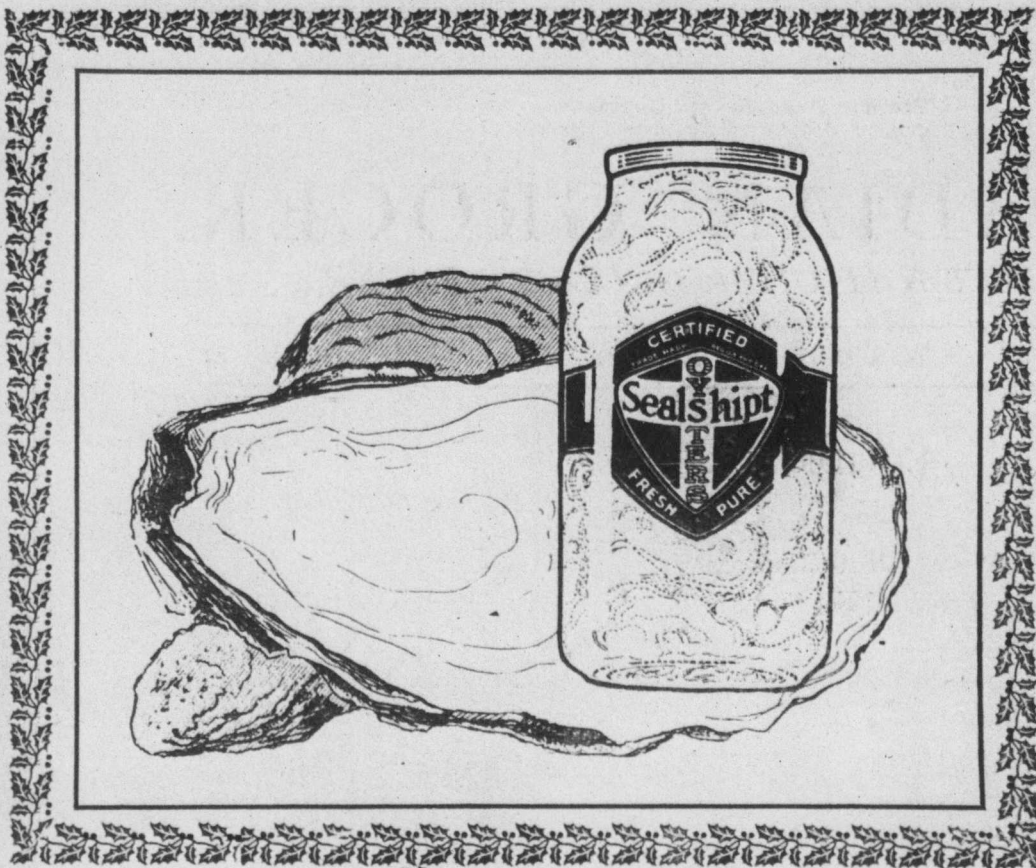
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We Wish You
A Joyous Yuletide

May you enjoy a
Merry Christmas
and may the New
Year bring to you
and yours a wealth
of Health and
Prosperity



Connecticut Oyster Co., Ltd.

Canada's Exclusive Oyster House

50 Jarvis St.

Toronto

The T. H. Estabrooks Co., Limited, desire to extend to the retail grocery trade of Canada every good, old-fashioned wish for a Merry Christmas and a Prosperous New Year.



T. H. ESTABROOKS CO., LIMITED

ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON

Merry Christmas, Happy New Year

to all our customers and friends. We extend the season's greetings, hoping that 1921 will bring you all Health, Wealth and Prosperity.

Martin M. Sichel and Co.

Brokers

212 McGill St.

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**HAVE YOU ORDERED
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DROMEDARY BRAND

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When You Sell
COLMAN'S MUSTARD
 and
KEEN'S MUSTARD

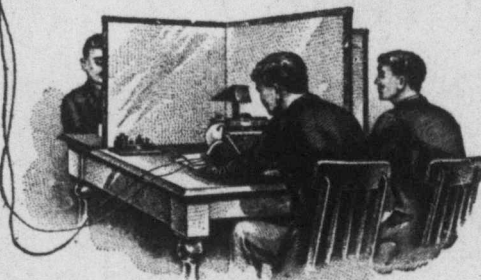
your efforts will have counted for something—because you have satisfied your customer and she wants the best.

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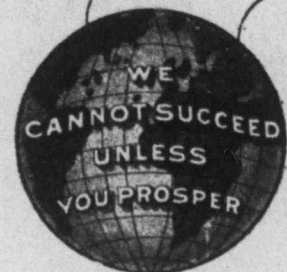


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"IN TOUCH WITH THE WORLD'S MARKETS"
 ALL QUOTATIONS SUBJECT TO CONFIRMATION
 TELEPHONE MAIN 6601

The value of the cereal crop in Western Canada for this year is estimated at a

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.

Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

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Wholesale Grocery and Fruit Brokers
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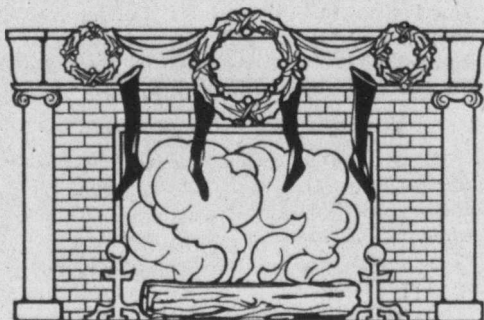
CANADIAN GROCER

VOL. XXXIV

TORONTO, DECEMBER 24, 1920

No. 52

CANADIAN
GROCER
WISHES
ALL ITS



READERS
A VERY
HAPPY
CHRISTMAS

Look With Confidence on Future

REVIEWING the past, we in Canada can look with thankfulness on a long period of prosperity, and while at present we are passing through a period of readjustment, we can with confidence look to the future. There is every indication that the weeks of unsettled business conditions, inevitable because of inflated prices, and the insistence of the public that more normal levels be reached, will be passed without any undue disturbance of trade, or the creation of anything approaching a panic in the business world. The process of returning to lower prices, and a state of normality, is being accomplished slowly and steadily, and while buying has been somewhat restricted, for the time being, there is much to substantiate the assertion that has been made, that buying cannot long be withheld.

Aggressive grocers have put forth a big effort to stimulate trade in the holiday season, and there is every reason to believe that their efforts have not been in vain. There should be nothing of serious moment to interfere with the pleasure of Christmas. With confidence in the future, and thankfulness for past prosperity, merchants generally, and grocers in particular, can enter fully into the spirit of the Yuletide season. Canadian Grocer again extends the old, old wish, and may the coming year be an era of unbounded prosperity for each and every one of its readers. In the words of Tiny Tim, of Dickens fame, "God Bless us every one."



Higher Prices are Predicted for Sugar

Figures Show That Raw Sugar is Cheaper Than in 1916. Cuba Is Suffering as a Result of the Financial Strain—Present Decline, It is Believed, Has Been Too Drastic

By Staff Correspondent of Canadian Grocer

MONTREAL, Dec. 22.—Sugar has declined another half cent per pound this week. The quotations now made are generally \$10.50 per hundred. In discussing the sugar market with E. W. Wallace, assistant sales manager of the Acadia Sugar Refineries in Montreal, a Canadian Grocer representative was informed that the general impression of the present sugar market as viewed by the officials of this company is that within the next three months the sugar market will start on an incline to higher prices. In substantiation of this viewpoint Mr. Wallace said: "In the first place, we have a higher rate of exchange between Canada and the United States than we have had for some time. This cannot help but affect the price of sugar in Canada, but on the other hand in order that the change in the sugar market, whatever it will be, might be more stable than would be the case if it only depended upon the rate of exchange, we have to analyze the primary market for Cuban sugar, which supplies most of the raws for Canada. Cuba, at the present time, is in dire need of funds. The growers of sugar cane are forced to accept almost any price offered them for their stocks. As a result sugar is being bought now as low as 3½c per pound for the raws. The New York buyers are refusing to buy shipments until the same are within a day's journey of New York and in that case the shippers have to accept almost whatever is offered to them.

Some Interesting Facts

"A comparison of high and low prices on both raw and refined sugar for the past five years (which is given below), shows some very interesting facts about the past of the sugar market and may indicate something for the future. It will be noticed that the low price for raws for this year is lower than the highest point of 1915. In that year the biggest price that the Cuban growers got for their sugar was 4.19 cents and to-day they are only getting approximately 3.75 cents per pound, whereas one year ago they were getting as a minimum figure 5.88 cents and as high as 12.50 cents. At the same time this price is actually lower than the lowest price paid in 1916, although a little difference appears in the figures given. This is accounted for by the fact that although these figures quote 3.75 cents as the new price, this year's sugar has been bought as low as 3.58 cents. The cost of production, labor, implements, living, etc., as we all recognize, has ad-

vanced considerably since 1916 and it is not to be expected that even the Cubans can produce this year at the cost of the production for 1916. It is easily recognized that the present market is not normal and that if Cuba is to be able to finance herself she will have to get more for her raw sugar.

Present Decline Too Drastic

"It is granted that sugar will be permanently lower than it was, but the present decline is too drastic to be permanent. It has not been accompanied by a corresponding decline in the cost of production or marketing and the value of raws will, in my estimation, have to come up again if Cuba is to be able to carry on her production at all. The permanent decline in values to a figure which is normal will only come gradually as the whole cost of living, labor and marketing comes down. At the present time refiners are only on the eve of refining the raw sugar and none of the cheaper sugar is yet on the market. I firmly believe that before two or three months are over we will see the sugar

market once more on the incline. There is considerable of the old crop left in Cuba and if the Royal Commission of Britain decide to buy it will be a stimulant to the market. At the present time individual buyers are able to purchase and sell sugar cheaper in Europe than the Commission is doing at the present time."

This review of the sugar market and the figures supplied seem to indicate that just as sugar was abnormally high a few months ago, so it is now abnormally low and that a reaction may be expected in view of the facts here disclosed.

	Raw	Refined
1915—High	\$4.19	\$6.75
Low	2.65	6.00
Net	3.62	6.16
1916—High	5.62	8.15
Low	3.50	6.60
Net	4.76	7.28
1917—High	6.50	9.00
Low	3.81	7.25
Net	5.20	7.99
1918—High	5.88	10.05
Low	4.98	8.40
Net	5.10	8.65
1919—High	12.50	12.00
Low	5.88	9.95
Net	6.35	9.90
1920—Present	3.75	10.50

Luxury Tax is Abolished—

A Few Lines Still Affected

Government States That the Serious Unemployment is the Principal Reason for the Abandonment of the Tax—Confectionery and Certain Proprietary Preparations are Still Subject to a Tax.

The grocery trade is practically unaffected by the announcement from Ottawa this week of the removal of the Luxury Tax, but proprietors of general stores will be interested in the list of articles that are now exempt from this taxation. Candy is still subject to the tax, but as this tax has been absorbed by the manufacturer, the grocer has not been troubled with the business of collecting it. Patent and proprietary preparations containing alcohol, lime and fruit juices, fortified spirits and strong waters, perfumery and toilet preparations, are also listed among the lines not exempt.

patent and proprietary preparations, containing alcohol, lime and fruit juices, fortified spirits and strong waters, perfumery and toilet preparations, playing cards and confectionery.

On and after December 20 no luxury taxes are to be collected on goods other than those mentioned.

The order in Council arranging for this extraordinary volte face in taxation was passed on Saturday last under authority of section 92 of the Consolidated Revenue and Audit Act, which empowers the Governor in Council to remit any duty or toll.

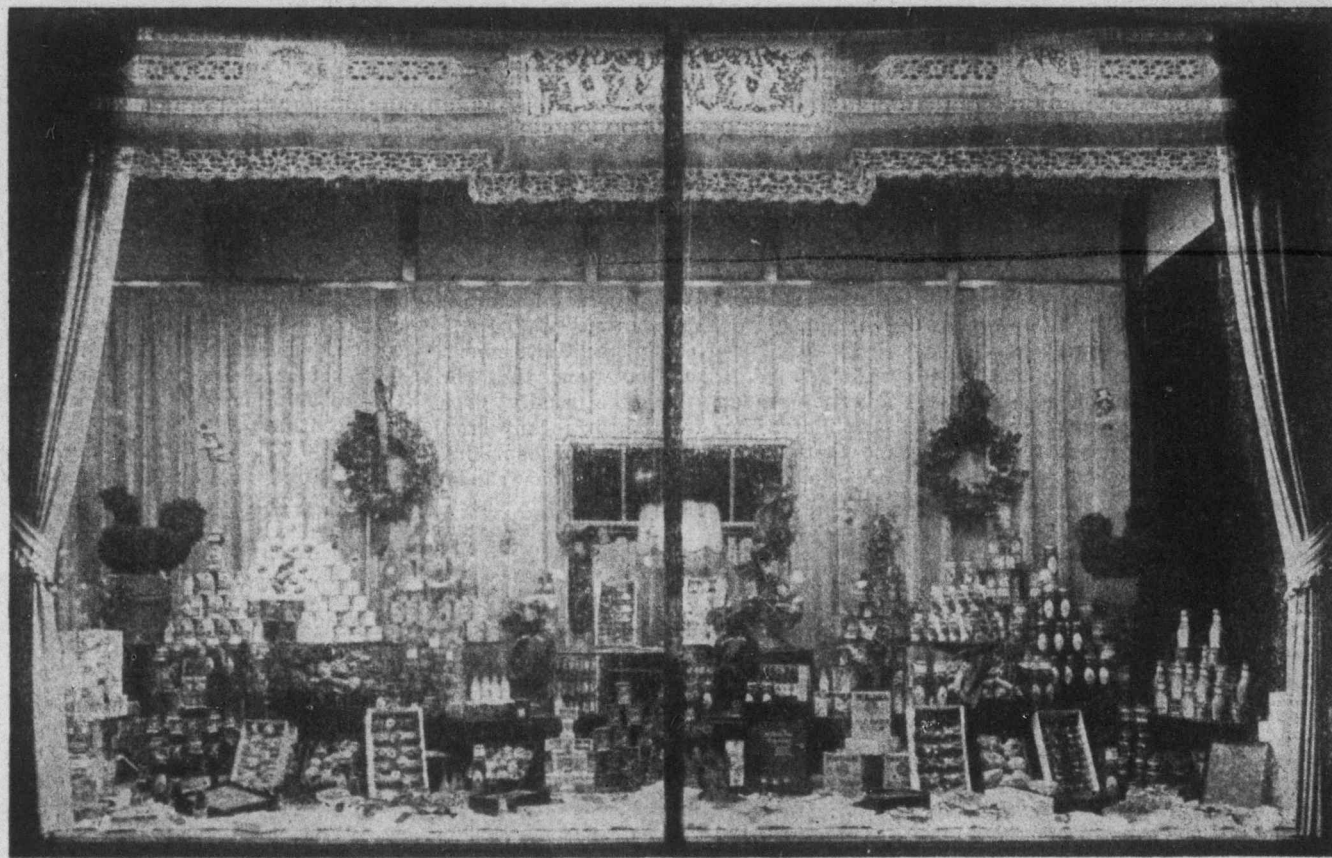
The sales tax, collected from manufacturers, wholesalers and importers, will, however, remain in full force.

Solving Unemployment

OTTAWA, Dec. 20.—All "luxury taxes" imposed at the last session of Parliament have been abolished with the exception of those on spirituous and alcoholic liquors, medicated wines,

The serious unemployment situation is the principal reason given by the Government for taking this step. Representations from all parts of the country have been made to the effect that indus-

*A Christmas Window That Attracted Thousands
and Much Favorable Comment From Passing Crowds*



Illustrating how the Robt. Simpson Co., Ltd., Toronto, displayed their Christmas groceries and specialties during the fortnight preceding the holiday.

tries engaged in making the articles on which luxury taxes were charged have almost come to a standstill, and that the removal of these taxes would mean a great deal more employment.

Before the Tariff Commission manufacturers of expensive boots and shoes, pianos, gramophones, sporting goods to some extent, costly furniture, carpets and draperies, as well as clothing, always referred to these taxes as the chief reason for low production.

A keen eye will be kept on the situation to see whether more employment results from the abolition of the taxes.

May Add Other Lines Again

It is generally understood that these taxes are being abandoned forever, so far as the present Government is concerned, but if it proves that no more employment results from the abolition of any of these taxes than there is now, the exigencies of the debt situation and the large revenue needed to keep the country's Federal affairs running may lead to a few more articles being added to the new "luxury" items still left under taxation.

Other Sources of Revenue

It is almost certain, however, that the Finance Minister will in future confine himself to three important kinds of taxation—customs and excise duties, sales

taxes and income taxes. The sales tax may yet be extended to the retail trade, where it would make as much revenue as the luxury taxes.

With the dropping prices of goods the Finance Minister found that its revenue from the "luxury tax" source was decreasing greatly. A large number of articles dropped in price below the exemption level and the public stopped buying, so far as it could, articles on which there was no exemption, confident that these taxes would not last and that prices would come down still further.

Nothing can be done until the next session of Parliament to arrange for new sources of revenue to replace that now abandoned. As shown above, the Government will try to get it by means of extending the tariff and excise, the income tax and the sales tax, especially the latter.

Crop of Peanuts is Valued at Eighty Millions

It is officially reported that during recent years few crops have experienced such rapid growth in acreage and production as in the peanut industry.

Before 1856 the peanut was unknown commercially; by 1899 the yield in the

United States was 1,861,000 bushels from 568,654 acres; and in 1918 the product of 1,661,000 acres reached 45,856,000 bushels.

There was a falling off last year, but the increase in price kept up the value. The total farm value of last year's crop was estimated at about eighty million dollars.

It is reported that the rapid growth of the peanut industry has caused a brisk increase in the development of the peanut by-products. Among the most important of these are peanut oil, peanut meal, peanut hulls, and peanut flour.

At present the producers are obliged to ship the nuts at once after harvest, at a time when the transportation is cramped by the movement of live stock, grain and fruit. It is believed that if storage facilities were provided, the peanut crop could be moved in such a way as to make the demand more uniform throughout the year, stabilizing the market.

Atlanta, Georgia, is the centre of the peanut industry. The commercial crop is grown entirely in the South; but the peanut may be raised advantageously in many regions where hitherto it has been quite ignored. The Government is giving attention to the peanut, and a farmers' bulletin is issued, telling how to grow them.

Candy Manufacturers Strongly Protest Against New Ruling

Much Indignation is Expressed at Action of Government in Not Lifting Luxury Tax on Candy—"It Is Not Only Unfair, But It Is a Fiendish Thing," Says C. J. Bodley

"IT IS not only unfair, but it is a fiendish thing," remarked C. J. Bodley, secretary of the confectionery, biscuit and chocolate industries of Canada, to a representative of Canadian Grocer in commenting on the removal of the luxury tax on almost everything but candy and a few other things. "Protest from all over Canada is going forward to Sir Henry Drayton," Mr. Bodley continued. "We are trying to arrange an interview with him, but as this is a bad week it will have to be deferred until next week. The only reason I can see for the Government leaving the tax on candy and chocolates is that it has been the easiest one to collect. The manufacturer collected the luxury tax in this instance, and the Government had very little trouble with it."

A Storm of Resentment

The executive committee of the association met in Toronto this week as a result of a storm of letters of indignation from all over the Dominion that candy should be included in the same category as liquors and playing cards.

"So long as this form of taxation was considered necessary in national interest," stated Mr. Bodley, "the confectionery manufacturers were perfectly willing to take their medicine and do their share. Of course, like people in other lines, their business suffered through decreased sales, and this in turn necessitated staff reductions and lessened output, but if, as explained from Ottawa, one of the primary reasons for repealing the tax with respect to other commodities was the expectation that it would stimulate buying and thus lead to increased factory employment, why was discrimination practised in the case of those who have been accustomed to earn their livelihood by making candy and dipping chocolates?"

Employment Below Normal

"Employment in Toronto confectionery factories is away below normal," continued Mr. Bodley. "I have one large establishment particularly in mind where they are employing only 52 per cent. of the people they employed a year ago. The production in that same factory is only half what it was in May last, when the tax came into effect, and whether or not the tax was wholly responsible for that result, it is certainly largely responsible. The condition here reported is typical of conditions in confectionery factories all over Canada. Normally our industry would employ

20,000 hands, and so long as it is operating to only 50 per cent. capacity in consequence of this luxury tax, it means that the retention of the tax is unnecessarily adding 10,000 to the number of unemployed in this country."

In the case of candy, the Government, it is stated, takes the stand that the cheaper grades, which are usually given to children, are free of tax in any case, so there is no suggestion of depriving the kiddies of their Christmas candy, and the more expensive grades of chocolates, etc., which are really in the luxury class, are still taxed and likely to remain so.

Foreign Enquiries for Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Ave., Toronto, and giving number of enquiry.

2476. **Flour.**—A London firm wish to obtain quotations f.o.b. St. John for Canadian flour for shipment to the Eastern Mediterranean.

2477. **Cereals.**—A Nottingham firm wish to get in touch with exporters of cereals.

2478. **Produce.**—A Nottingham provision importer asks to be put into communication with Canadian shippers of bacon, cheese, eggs, lard, butter, canned meats, salmon and lobster.

2479-2480. **Produce.**—Two Nottingham firms are prepared to receive quotations on all kinds of produce suitable for the wholesale provision trade.

2481. **Cheese.**—A Nottingham firm are prepared to consider offers of cheese.

2482. **Oats, oatmeal.**—A Nottingham firm would like to receive quotations from exporters of oatmeal and rolled oats.

2483. **Hops.**—A Nottingham firm would be prepared to consider offers of hops.

2484. **Alimentary products.**—A French importer is desirous of representing Canadian firms in condensed milk, butter, lobster, salmon, lard, canned beef and pork. The inquirer is general agent for manufacturers of canned goods from Portugal and claims to do a large business.

2485. **Foodstuffs.**—A manufacturers'

trading corporation in Trinidad, who at present represent large American interests, desire to secure Canadian connections in foodstuffs, including flour, porkstuffs, fish, canned meats, lard and condensed milk. Territory includes Trinidad and neighboring islands.

2486. **Feedstuffs.**—A large trading corporation in Trinidad desire to represent Canadian interests for feedstuffs, including oats, hay, and pollard. Good business guaranteed.

2487-2490. **Canned Salmon.**—Four firms in Constantinople—one a large British house with extensive connections, and another handling American canned goods lines—are desirous of receiving particulars from Canadian suppliers of canned salmon with a view to the resumption of normal trade with that centre.

2491 - 2493. **Jams and marmalade.**—Three firms in Constantinople—one a large British concern with extensive connections and another representing an American line of canned goods—are desirous of receiving particulars from Canadian suppliers of jams and marmalade of all kinds with a view to the resumption of normal trade with that centre.

2494. **Ship chandlery supplies.**—A British firm in Constantinople, with extensive connections, desire to receive particulars from Canadian suppliers of ship chandlery supplies with a view to future developments of this trade.

2495. **Provisions and oils.**—A British firm in Constantinople desire to get into touch with Canadian exporters of vegetable oils, linseed and provision lines.

2532. **Matches.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of matches.

Curtailing the Number of Grocery Stores in 'Frisco

Over in 'Frisco there is a movement on foot to curtail the number of grocery stores.

In San Francisco there are 1,200 groceries, or one to every eight families. There is an enormous duplication. One good store can serve 600 families, we have found. Some actually are serving well 1,000 families. San Francisco, for efficient service, should have no more than 200 groceries instead of 1,200. In one part of the city, in two blocks, there are seventeen groceries. Not one of them can adopt a real merchandising policy; there is too much duplication. The consumers in those two blocks are paying the overhead of every one of those seventeen stores; they should be paying for only one store, two at most.

Canadian Grocer would be glad to know what Canadian retailers think of this.

Statesmanship in Business is Now Required

PPOINTING out that there can be statesmanship in business and that this is a quality which is much to be desired under present conditions, an article in Forbes, says: "That man is a business statesman who displays unusual breadth of vision; who exercises great foresight; who possesses keen, mature judgment; who knows how to handle both men and affairs; who has backbone, yet knows when to compromise; who can distinguish between stick-to-it-iveness and stubbornness; who is fortified by innate self-confidence, but not weakened by vain conceit; who inspires loyalty by outstanding qualities of leadership.

The business statesman is big and broad, ripe in knowledge, rich in experience.

The work he does to-day is designed to fit into the plans he is maturing for to-morrow.

He will, if need arise, sacrifice a present profit for a future advantage.

He is not swayed by superficialities, but analyzes fundamentals.

He does not lose his head; he makes a point of always maintaining his poise.

He courts the views of others, but forms his own conclusions—and sticks to them until events prove him wrong, but no longer. The late James Stillman, up-builder of the largest bank in America, once remarked to me: "Sabin will go far. He is not only able, but when he makes a mistake he is not, like most of the others, too pigheaded to admit it. He is willing to acknowledge it and to rectify it." The trust company of which Mr. Sabin is president is the largest in the world.

The Business Statesman Rarely is a Recluse

He learns much by mingling with other men of ability and encouraging them to open their minds.

He studies human nature as closely as he studies the markets of the materials in which he is interested.

Though often conscious of masterliness within, he is careful not display it—except on extreme occasions when it becomes necessary for him to assert himself and his decisions.

He rules by moral suasion rather than by brute force.

E. H. Harriman is quoted by Otto H. Kahn as having declared, on the occasion of his election to the New York Central directorate, whose members were unfriendly to him: "All the opportunity I ask is to be one among fifteen men around a table."

There is no patent medicine that can transform a mediocre business man into a business statesman.

Many men masquerade as supermen who are in reality little, lightweight fellows.

Strutting doesn't beget statesmanship.

Posing is not a substitute for profundity.

"Dignity" cannot take the place of superior ability.

Pride nearly always betokens puniness.

Statesmanship is not an outward, but an inward, quality, or, rather, a mixture of qualities.

The qualities that flower into statesmanship are commonly the product of much and long painstaking effort, diligently directed.

Statesmanship is not quackery. A politician may be a quack; a statesman, never.

Business Statesmen are Made, not Born

Almost any man who applies himself early enough and earnestly enough can, under proper guidance, acquire at least some measure of business statesmanship.

Theodore N. Vail became a brilliant business statesman because he saturated himself with knowledge of the telephone business, acquired and exercised wonderful vision of its potentialities, grasped the importance of placating and getting on with rivals as well as the public, and exhibited such judgment that others willingly accepted him as a leader.

H. P. Davidson is a conspicuous example of the financial statesman — thoroughly grounded in both the theory and practice of banking, broad-gauge, diplomatic, enterprising, ambitious, forward-looking, an organizer alike of business projects and of men, as witness his Red Cross achievements during the war and his subsequent organization of the world-wide League of Red Cross Societies.

James J. Hill was a railway statesman. His thoughts were cast in large molds and his activities were correspondingly large-scale.

These and many other men of conspicuous achievement rose to the level of statesmanship not by one lucky stroke, not by one brilliant inspiration, but by well directed, persistent, ceaseless effort, their eyes constantly on their goal and all their waking moments devoted to carrying them towards it.

To attain the calibre of a business statesman practise sustained thought, master basic principles, study all of the past that has any bearing upon the present or the future of your business, analyze conditions, learn the workings of the human mind, reflect much, look ahead, plan for the future, but always without forgetting that the fruits of the future depend on what you sow to-day.

Won War By Smoking Pipe

Marshal Foch, when asked how he won the war, said: "When a man of ordinary capacity concentrates all of his faculties and all of his abilities upon one end, and works without diverging, he ought to be successful. He ought not to get lost in passing impressions. Facts alone count, and he ought to devote himself to facts. . . . How did I win the war? I did it by smoking my pipe. I mean to say in not getting excited, in reducing everything to its essential, in avoiding useless emotions, in concentrating all my strength on my job."

Early dig into all details; then, as soon as possible, delegate them to others.

Organize your work.

Do nothing understudies can do efficiently for you.

Don't lose either your patience or your temper.

Be tolerant.

Demand much of yourself but don't expect so much from others.

Don't be a weather-vane.

Have ballast.

Continued on page 38

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PROSPECTS SUCCEED PROSPERITY

BECAUSE of the fact that it is unprecedented it is hard to tell just what will be the outcome of the "period of depression" which has been looked for since the signing of the armistice and which, in a sense, is now at hand. Experts, however, are not pulling a the-worst-is-yet-to-come face. Sound prosperity is believed to lie before. The day of extravagance has gone the way it was believed it eventually would go but the wise heads in business never mixed extravagance up with good business. A speaker in Toronto recently gave it as his opinion that the country now has prospects but not prosperity. This position, he felt, was better than the one in which the country found itself last year when it had prosperity but not prospects. That brighter times are coming is the opinion freely expressed by men who are closely in touch with business conditions. Richard Wyckoff, editor of the Magazine of Wall Street, says that "we should prepare for a long period of prosperity," while Forbes' Magazine believes that "better business is coming" and that "at the opening of 1921 we should be heading toward sound prosperity." There is no doubt but that the readjustment period is here. Demand in all lines has slackened. But this is not because there has been any great increase in supply. It is just a case of most conservative buying. The laws of supply and demand will in time regulate matters but in the meantime better salesmanship will be needed. The grocer, like every other merchant, is not going to snap up everything that is placed before him. He is going to be canny in his buying. In other words, he will "have to be shown." The manufacturer and wholesaler will have to give the grocer all the attention to which a "man from Missouri" is entitled. His good will and patronage will have to be cultivated and the grocer, in turn, will also have to be on his mettle and at all times prepared to use the drag-hooks that will gain for him the good will of the general public.

DON'T NEGLECT YOUR ADVERTISING

WHAT do you suggest as a wise advertising policy to adopt at this time?" This query reached Canadian Grocer recently and incidentally brought up one of the most important matters that the merchant has to deal with. Present conditions have led many business men to believe that advertising is by way of being an unnecessary expense. This idea is the very last that should be entertained by the man who wants to survive the present period of business depression. Store advertising can play a very important role in the scheme of readjustment and the wise merchant will keep his name before the buying public and see that it is regarded as a signature to truth in advertising. He will use his advertising as a means of sales promotion, and he will appreciate that sales promotion is most needed when people are hesitating in spending money. As one merchant aptly expresses it: "When I want my flivver to climb a hill I give her gas." The trade is climbing a very steep hill at present and needs an additional amount of power behind it in order to make the grade. Advertising of the right sort will supply a big percentage of this power.

EDITORIAL BRIEF

THE CHEERFUL voice behind the counter always brings results. Customers like to feel that business is not altogether devoid of friendship.

* * *

PSYCHOLOGY is not to utilize space with things the consumer knows he wants and needs without having the suggestion forcibly before him, but to use that space for displaying articles intended to give the consumer a suggestion and thereby create the impulse to purchase.

* * *

NOW THAT the luxury tax is abolished, merchants advertising goods upon which the tax has been included in the price at a reduced rate, should watch this very carefully. For instance, some stores are advertising their goods at a reduction of 10 per cent. This reduction off the selling price figures out to more than the 10 per cent. which was added to the selling price to take care of the 10 per cent. luxury tax. For example, an article originally sold for \$15 plus 10 per cent. luxury tax is \$16.50, but if a reduction of 10 per cent. is made because the luxury tax is abolished, the price would then be \$14.85. Thus it is seen that the merchant can very easily lose a lot of money if this point is not carefully watched.

Fighting the Chain Store Effectively

One Way in Which to Do It, is to Specialize in the Lines That the Chain Stores Cannot Handle—Chain Stores Avoid “Perishables”—Dealing only in “Dry” Groceries.

By HENRY JOHNSON, Jr.

THERE is no use trying to “fight” the chain store, nor the mail order fellows by any process of complaining about “unfair competition.” The way to do is study and learn from them. The individual grocer benefits from his close association with those men; for they are up and doing, awake, progressive. Best of all, they are willing to tell what they know—and that is the best kind of help.

It is the same elsewhere. Recently I sat in a meeting of grocers wherein trade problems of immediate importance were discussed. After listening for a time, one man got up and analyzed many factors in present-day groceries with a skill, a mastery of detail and frankness that was refreshing, enlightening and instructive to anybody who could reason things out for himself. Who was he? He was the moving spirit in a chain of seventy stores.

He showed that chain stores cannot handle perishables because perishables are variable and cannot be checked out accurately. All merchandise is charged to each store at retail. It must check out. The needful allowance for shrinkage in perishables makes exact checking impossible. This opens the way for pilferage which cannot be located and that leads to demoralization and is therefore something to be sidestepped at any cost.

Quality and Value Enter All Business

But there is yet a more serious objection to perishables from the chain-store standpoint. It is this: Unless perishables are kept up to the top notch of condition and attractiveness, they are a detriment instead of an advantage to any store. Running units of chains on the most economical basis possible, it is not practicable that the needful attention should be given to perishables by the average chain store manager, hence perishable displays get ragged and therefore are killers of trade.

Chains must depend on two things: quality for price and attractive stocks. Inasmuch as deliveries are not made and customers do not trade by 'phone, the customers come to the store, see its arrangement and condition, and thus it must be attractive. So it is better for it to forego expected earnings from perishables than to have them in untidy and repellent condition, and they are being dropped.

Dealing only in “dry” groceries, therefore, in canned goods particularly, the chain must have splendid values to offer and maintain at a uniform level to attract and hold trade, for it has no per-

sonality. It offers simply impersonal merchandise for a definite consideration.

All this was told in open meeting frankly and fully by the chain store man. Is there a thing in what he said that does not strike home to all of us? Is there not in what he said an indictment of vast numbers of us? As he spoke, I had in mind an old-time grocer of that same town. He has a service store and enjoys the patronage of the “best people,” those who ask and are ready to pay for service. I had visited that man's store the same day and its condition was a caution!

Laziness, Slovenliness Everywhere!

It was dirty. It was disorderly. From the desk of the fat female cashier, who leaned indolently against the litter chewing gum, to the shelves, scales and baskets, it was such as to discredit the grocer. Surely, I thought, only the fact that his customers seldom see the inside of this store is to be credited with his retaining any trade at all.

The keeper of that store was not at the meeting. He had been invited. Probably, he was “too tired,” or he “forgot all about it”, or he went to a movie, or he felt that “he'd get nothin' out of it.” But the owner and originator of seventy stores, a chain that grows with each passing year, was there. He was not too busy, nor too tired, nor did he think he knew too much!

Is not your opportunity heralded by this story? If perishables are goods which need individual attention and which pay well under such attention, is not this department one to which you should devote your preferred attention? It is a line well known to be attractive and profitable if conscientiously handled. The chain store cannot handle it at all! What more do you want? To fight the chain effectively, bear down heavily on the lines it cannot handle. Here you can do something it cannot do. Why not get busy instead of “grousing” about it? Here is the tale of one who does that very thing—and who never has time to complain about ANY competition. The story is based on conditions which prevailed on December 6th. They may be altered when you read this, but you can make your own deductions and draw your own conclusions if you will think a bit.

When Short Margin is Good Business

In a large mid-western city this grocer had been paying \$11 per box for oranges because it was the end of the Valencia season and navels had not

yet come in. In a day, the market dropped to \$7 for navels. He bought them and priced them thusly:

252s	40c per dozen
216s	50c per dozen
176s	60c per dozen
150s	75c per dozen
100s	\$1.20 per dozen

If you figure that out you will find that his margins were as follows:

On 252s, 16 2-3 per cent.
On 216s, 22.22 per cent.
On 176s, 20 per cent.
On 150s, 25.36 per cent.
On 100s, 30 per cent.

“Too little on the small sizes,” you probably will say, though probably, also, you will not think the largest size is priced at too wide a margin. But this man knows exactly where he is going, and he states his reasons thus:

“My object in dropping to 40 cents on the small size was to show my people at once that 40 cents again would buy a dozen oranges. The margin was too narrow, but I'll get the trade coming and when prices get lower—as, of course, they will—I'll get my profits all right out of sales greatly accelerated by the very fact that I have now taken a small margin. I shall be known at once as headquarters for oranges at right prices.

“But incidentally also I shall force others to meet those figures and that will save the entire trade from being held up as gougers and profiteers—something that always happens on a rapidly declining market because the average grocer is so slow to grasp changes either up or down. On an advancing market he fails to get what he should get. On a declining market he gets so much as to slow his sales and bring discredit on the entire trade. So I am forcing him to do himself good while I am building up my own turnover.

“I am doing more. Meats are down. Pork chops which formerly sold for 60c I am now selling for 35c. But the public does not note the fact that this price is over forty per cent. less than what has recently prevailed. The average consumer forgets just what she paid. What sticks in her mind—and in the mind of her husband, too—is the old 17 to 20 cents of long ago. If the present concession, due to readjustment values, is not brought graphically to their attention they still think they are being gouged.

“So I am having the facts set forth in the newspapers. I find that the

(Continued on Page 47)

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

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 window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A	CLASS B
Towns and Cities Under 10,000 Population	Centres Over 10,000 Population
1st Prize \$10.00	1st Prize \$10.00
2nd Prize 5.00	2nd Prize 5.00
5 Prizes of \$1.00 each.	5 Prizes of \$1.00 each.

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

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

A Simple Method of Marking Goods Bought by Dozen

R. H. Coleman, a St. John, N.B., grocer, has a simple little method of marking up goods bought by the dozen, on which he wants to make a 20 per cent. gross profit. Taking the price per dozen, he moves the decimal point one figure to the left, which gives him the selling price of one article. Thus goods costing \$2.40 a dozen, are marked 24c. An article costing \$6.00 a dozen would be marked to sell at 60c. In moving the decimal point one figure to the left, he simply divides the cost price per dozen by ten, and the simplest explanation of the accuracy of the rule is that dividing by ten gives the same result that would be obtained by dividing by twelve and adding to the quotient one-fifth, or twen-

ty per cent. of itself. The latter process would be the roundabout way of arriving at the selling price of each article. The rule only works, of course, when the gross profit is to be 20 per cent. Where the cost price ends in odd cents per dozen, and the price per article would be a fraction of a cent, Mr. Coleman lops off the fraction and adds another cent. Thus in buying something that cost \$2.95 per dozen the selling price would work out at 29.5c each, and the article would be marked at an even 30c.

WHAT LOOKED LIKE A BARGAIN DID NOT PROVE SO

Rockland—Here's a "1-cent sale" that wasn't a success. A salesman entered the Thomas Monahan retail store and when the proprietor said that business was poor the salesman offered to buy him out. The storekeeper replied he would sell stock to the salesman at a cent for each article.

Noticing an organ, a kitchen cabinet and an expensive mahogany china closet standing in one corner of the store the salesman said that he would take up the offer.

The storekeeper then pulled a barrel of tacks from beneath a counter and started counting the tacks. He said he had three more barrels of tacks in the back room.

The deal was off.

WILL REDEEM LUXURY STAMPS

Ottawa, Dec.—Luxury tax stamps which are in the possession of merchants will be redeemed by the Department of Customs and Inland Revenue, Hon. R. W. Wigmore, Minister at the head of that department, announced. The license fee of two dollars which was charged all merchants when the luxury stamps regulation became effective will not be rebated.

CURRENT NEWS OF THE WEEK

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

QUEBEC

J. G. Reid, sales manager of the Acadia Sugar Refineries, Montreal, has gone to Toronto on business, where he will be for the next week or ten days.

A. J. Holling, who has just come from Sheffield, England, has bought the Coolbrook Market at Snowden Junction, just outside of Montreal. This grocery business formerly belonged to W. J. Falle, who is retiring from the grocery business.

C. Fairall Fisher, vice-president and managing director of J. W. Windsor, Ltd., Montreal, leaves New York on the Olympic next week for the Continent on a combined business and pleasure trip and will be away until April. He is accompanied by Mrs. Fisher.

Louis Ruelland, Quebec City, was elected president of the Commercial Travellers' Association of Quebec, at a recent meeting of the association in Quebec City. Other officers elected were: 1st vice-president, Joseph Tardif; 2nd vice-president, Ludger Lamonde; cor.-sec., J. C. Lafleur; arch. sec., J. A. C. Monency; asst. sec., Raoul Perreault; treasurer, Eug Bedard.

Directors, 1921-22—Jas. Valentine, Eugene Lemieux, Ed Bois, Victor Cote.

1921—Jos. Tardif, J. Emile Boivin, Henri Laroche, Johnny Comtois, Emile Boulet.

ONTARIO

Arthur Sainsbury, of Sainsbury Bros., Toronto, with his wife, has gone to California on an extended trip.

Otto Rindelhart has leased premises on Richmond St., at London, Ont., and is remodelling them for a modern grocery store and meat market.

McDonald and Riggs have succeeded the firm of J. H. McDonald at Listowel, Ont., and in addition to confectionery have just added a complete line of groceries.

Following a brief illness with blood poisoning the death occurred at Saginaw, Michigan, of Enos C. Kinsman, for several years in the grocery business at St. Marys, Ont.

Scandrett Bros., of London, Ont., have an unusually Christmassy and attractive window display this week, consisting of layer figs, seasonable fruits and Xmas crackers.

John H. Luxford, for twenty-four years a grocer in Walkerville, Ont., died from pneumonia at his home last week. He

was born at Paris, Ont., 69 years ago, and conducted a grocery business until 1915 when he disposed of it.

George Larcy has opened a grocery store at 664 Annette St., Toronto.

Regan and Blackburn have opened a grocery business at 986 St. Clair Ave., Toronto.

Dominion Stores have opened a cash and carry store at 280 Avenue Road, Toronto. R. E. Creighton is manager.

Elliott & Marr, wholesale grocers at London, Ont., who recently purchased the large warehouse of John Tanton & Son, flour and feed merchants, are calling for tenders for remodelling the building and will fit up modern offices on the ground floor. John Tanton is retiring from business.

Plants of the Canadian Milk Products, Limited, have resumed operations after having been closed for a period of a few weeks. Improvement in the market for powdered milk has enabled the company to again operate as before.

The merchants at Strathroy, Ont., believing that it is good business to draw all the farmers and their wives possible to town, have a plan well under way for the establishment of a nicely equipped rest room. It is expected it will be opened early in the new year.

The Canadian Vitex Feed and Milling Co., of Toronto, will commence work shortly on a branch plant at London, Ont., to cost \$25,000. W. A. Green has been appointed manager and it is planned to have the factory in operation by April.

Robt. E. Wright has joined W. A. Chadwick in the wholesale grocery brokerage business in Toronto. Mr. Wright has been in the canning industry for more than twenty years, latterly having been connected with Dominion Cannery, Ltd., as manager of the factories at Picton, Ont. The firm is known as Chadwick & Wright.

Edward Bergeron, late of Quig Bros.' office staff, Cornwall, Ont., and Albert Lalonde, formerly on the staff of Brault & Macdonald, of the same place, have formed a partnership under the firm name of Bergeron & Lalonde, and have opened a grocery store in the premises formerly occupied by the late Melvin Derochie, on the Montreal Road, about a block east of Brennan's corner, Cornwall, Ont.

Joseph Hobbs, the oldest citizen of Port Burwell, Ont., passed away the other day at the age of 94 years. He

was for many years a general merchant, and also occupied the position of postmaster at Lake View, near here.

W. T. O'Neil, of Goderich, was the successful tenderer for groceries for the County House of Refuge.

A burglary was committed at the general store and post office conducted by Fred P. Haines, Cheltenham, Ont., a few nights ago, an entrance being effected by breaking the glass in the door. A loss in goods amounting to \$100 is reported.

At a meeting of the directors of the Naylor Osborne Milling Co. at Essex, Ont., C. E. Naylor was re-elected as president, but turns over the active management to his brother, James L. Naylor, who recently came east from Winnipeg.

Thomas W. McFarland, manager of the D. S. Perrin Co., of London, and a member of the Public Utilities Commission for several years, was waited on on Saturday by a delegation which presented a largely signed petition from citizens urging him not to retire as he had planned. As a result Mr. McFarland will again be a candidate at the coming elections.

DEATH OF WIFE OF THE PRESIDENT OF WHITE SWAN CO.

Grocers throughout the Dominion and the trade generally will sympathize with Charles M. Wrenshall, president and general manager of the White Swan Spice and Cereal Co., Toronto, in the loss he has sustained by the death of his wife, which occurred at the family residence, 318 Eglinton avenue, Toronto, on Friday last. The late Mrs. Wrenshall had been ill for some weeks.

SALADA TEA EMPLOYEES ARE HAPPILY ENTERTAINED

The employees of the Salada Tea Company, Toronto, were guests of the firm at the headquarters of the company, King Street West, recently. The beautiful quarters of the Salada Company were thrown open to the wives, sweethearts, and brothers and sisters of the employees, and a splendid orchestra provided music for dancing. On the wall of the great club room was a large colored sheet in blue, red and gold, with Christmas greetings to Messrs. P. C. and G. R. Larkin from the employees of the company. Supper was served in the company's large dining room.

Cowan Co. Salesmen Meet In Annual Convention

Representative Salesmen From One End of the Dominion to the Other Attend Yearly Gathering—Many Subjects of Timely Interest Are Discussed

TORONTO, Dec.—Salesmen representing the Cowan Company, Ltd., from one end of Canada to the other, gathered in convention at the Cowan factory, Sterling Road, on Wednesday, Thursday and Friday of last week. Thirty-two salesmen were in attendance, one coming from as far east as Newfoundland. Following the address of the president, H. N. Cowan, the story of the cocoa bean was read to the convention by L. J. Washer. This interesting paper was illustrated by two thousand feet of film, showing the culture and growth of the cocoa bean from its very incipiency right down through the process of manufacture into the cocoa that goes to the people. W. W. Cherry was also present and answered any questions that were asked in regard to the manufacture of cocoa and chocolate. The men were afterwards taken through the plant, and watched the various processes of manufacture of cocoa and chocolate.

At noon on the first day a cocoa luncheon was served at the factory. Very artistic menu cards were given out, the covers being in four different designs. This luncheon was ample evidence of the many dainties that can be made from cocoa, and the new recipe book that is

shortly to be issued by the Cowan Company will contain a most comprehensive list of recipes covering a wide variety of ways in which cocoa can be prepared.

In the afternoon of the first day timely addresses on salesmanship included talks by H. P. Cowan, J. G. Gordon, E. R. Almas, and H. C. Christie. A general discussion followed on the selling of cocoa. During this session, too, an address was given by A. J. Felton, of the Alexander Hamilton Institute.

The Thursday session was taken up with talks on the co-operation of advertising in selling, and a splendid address was given on "credits" by a representative of Dun's, Mr. Shiels. Mr. Shiels, in his remarks, was optimistic as to the future, and while he believed that there would be some failures, possibly in the new year, he did not believe there was any need for great alarm. Things had been very much worse in the States than they were in Canada. An address was also given by E. G. Fischer, of the United Drug Co.

Among the pleasure features of the convention were a very enjoyable banquet at the Hotel Mossop on Thursday night, and a dance at the Old Mill tea gardens on Friday night.

United States Committee Agree On Protective Tariff Rates

Ways and Means Committee in U. S. Congress Decide on New Schedule for Agricultural Products—Wheat is 30 Cents per Bushel and Potatoes 25 Cents

WASHINGTON, Dec.—Agreement on the protective tariff rates to be imposed on agricultural products was reached at a recent meeting of the Ways and Means Committee. The rates in some instances are declared to be higher than those in the Payne-Aldrich Tariff Act of 1909.

The tariff rates decided upon are:

Wheat, 30 cents per bushel, or 20 per cent. ad valorem.

Corn, 15 cents per bushel.

Beans, two cents per pound.

Peanuts, two cents per pound.

Cotton seed oil, soy bean oil, coconut oil and peanut oil, each 20 cents per gallon.

Potatoes, 25 cents per bushel.

Onions, 40 cents per bushel.

Long staple cotton, 7 cents per pound.

Cleaned rice, 20 cents per pound.

Uncleaned rice, 1½ cents per pound.

Cattle, 30 per cent. ad valorem.

Sheep, over one year old, \$2 per head.

Sheep, under one year old, \$1 per head.

Mutton (including lamb), 2½ cents per pound.

Wool, in the grease, 15 cents per pound.

"Skirled," or partly-cleaned wool, 20 cents per pound.

It is understood that there will be another classification for "scoured" or finer wool, which may equal 35 to 40 cents per pound.

Committee members said that no other articles than those mentioned would be included in the bill, and that attempts to inject other staples would be resisted.

Exporters in Canada Alarmed at Proposed U. S. Tariff Rates

Ottawa, Dec.—The possibility of the United States Congress yielding to the demands being made across the border for the placing of an embargo on the importation of foodstuffs is not viewed with approval in Canada as indicated by the Government and the heads of the Government departments.

In the Maritime Provinces the people are particularly alarmed over the prospect of potatoes being shut out of the United States, as it is realized that the loss of the chief market for the leading product of Maritime Province farms would mean stagnation for the agricultural industry of the Provinces down by the sea. The situation would be no less alarming for the grain and cattle industry of the Western Provinces and Ontario were an embargo to become effective.

In official circles, however, there is a disposition to doubt the possibility of the United States Congress yielding to the pressure for the prohibition of importation of the products of the farm. Canada is one of the best customers the United States has and it is not generally believed that Congress will sanction legislation which would have the effect of seriously disturbing trade intercourse between the two countries.

STATESMANSHIP IN BUSINESS

(Continued from page 33)

Let your work measure up to your faith.

At a time like this when the business seas are swirling and thick with the spray of white-capped breakers, statesmanship is peculiarly necessary to ultimate success.

On the surface, everything is going wrong.

Yet the truth is that almost every fundamental current is moving in the right direction.

Those who are easily thrown off their balance will fall.

Those who keep their heads, those who have exercised foresight and made their plans in consonance with what all clear-headed students of conditions saw was bound to come, those who have acted conservatively while others have been swept off their feet by a prosperity that was three parts artificial—such men, business statesmen, will come through the present ordeal without disaster and will contrive to turn the misfortunes of the imprudent to the advantage of their own affairs.

We are in the midst of a testing-time.

The man who has attained the calibre of business statesman will come through it stronger than ever, for he will look, plan and act ahead of the rank and file.

Statesmen have courage.

Now is the moment to act courageously, not cowardly.

NEWS FROM WESTERN CANADA

WESTERN

Four grocers in Winnipeg were accused of selling adulterated vinegar by J. B. Cosgrove, Dominion food inspector, recently.

W. Murray, western manager of the W. G. Patrick Company, of Winnipeg, is attending the firm's convention being held at Toronto, and Ed. Thomas, of Alberta, is also in attendance.

The storekeepers mentioned are: J. Duboff, 756 Ellice avenue; A. Cameron, 754 Arlington street; I. Posneor, 309 Berry street, and J. Mazlin, 256 Ferry road. They will appear at court early next week for trial.

The Edmonton branch of the Commercial Travellers' Association held an ice carnival in Edmonton on Thursday and Friday of last week. The affair was a great success and the proceeds were in aid of charity.

The many friends of George Reid will regret to hear of his death which occurred recently. The late Mr. Reid was one of the most widely known commercial travellers in Winnipeg, having during the past two years covered the district between Winnipeg and east of Fort William for the W. L. McKenzie Co., Ltd., of Winnipeg. He was only 37 years of age and many friends and associates were in attendance at his funeral.

The death of Charles R. Macken at 115 Kitson St., Norwood, Manitoba, occurred on Tuesday morning, December 14. He is survived by a widow, and two children, aged eleven months and nine years. Mr. Macken, as a commercial traveler, was known to most of the trade in Manitoba. He was born in Dublin, Ireland, and came to Canada in 1906. He joined the selling staff of Kenneth McKenzie & Co., wholesale grocers, Winnipeg, afterwards associating himself with J. D. Brack & Co. in the commission business, until such time as he joined the selling staff of Richards and Brown, Limited, where he had been employed for the past nine years. He was the immediate past president of the Caterers' Association, and was one of the hardest workers, and in fact one of the pillars of this organization. His funeral was largely attended. Interment took place at Elmwood Cemetery with full Masonic honors.

WESTERN MAN PROMOTED

T. Gibson Hall, Saskatoon, Sask., has been promoted to the position of sales manager for McCaskey Systems, Limited, Galt, Ont., manufacturers of credit register systems and counter check books. Mr. Hall has been acting as traveller in Saskatchewan for the past two years and takes his new position January 1, at the head office, Galt, Ont.

Now a Member of British Columbia Legislature

Vancouver, B.C. (Special).—Jas. Ramsay, of Vancouver, was recently elected to the British Columbia Legislature. Mr. Ramsay, as president of Ramsay Bros. & Co., Ltd., has been seventeen years in public life in Vancouver and has filled the various positions of school trustee, alderman, president of the Board of Trade,



JAMES RAMSAY

vice-president of the B.C. Branch C.M.A., and a number of other offices in civic and philanthropic organizations. Mr. Ramsay is on the aldermanic board in Vancouver this year, holding the chairmanship of the finance committee. Many matters dealing with grocery interests have come up and Mr. Ramsay has shown a sympathy and knowledge of retailing problems that so often are lacking in public officials.

With his recent election to the B.C. House, Mr. Ramsay has maintained his unique record of never being defeated. He is Liberal in politics, Conservative in policies, Presbyterian in religion.

F. W. Welsh is Now President of The Vancouver Trad. Co.

F. W. Welsh, Vancouver, B.C., is well known to Canadian Grocer readers. Some time ago it was announced in these columns that he had sold his "London Grocery" business. Now Mr. Welsh has

bought a controlling interest in the Vancouver Trading Co., one of the oldest wholesale produce firms on the Coast. The firm has now been incorporated and F. W. Welsh is the first president.

"Sam" Turner, the founder, is still connected with the business. Mr. Welsh owned a lot in the centre of the "wholesale row" and has built a steel and concrete one-story fruit warehouse on it, and the company will be moved into their new home, 134 Water Street, before Christmas.

WESTERN CANADA FLOUR MILLS CO. MOVE TO NEW OFFICES

The Western Canada Flour Mills Co. have completed a three-story office building at 285 Macpherson Ave., Toronto, and will move from their present location on King St. E. during the next week.

WILL GROW PERFECT

PRUNE IN AMERICA

Wilmington, Del., Dec.—The "perfect prune" is soon to be grown in the United States, Prof. L. R. Detjen, of Delaware College, announced in an address before the 34th annual convention of the Peninsula Horticultural Society.

Describing his super-prune, which is to be evolved from a domestic plum, Prof. Detjen said it would be the first time an American variety has been adopted to prune purposes, the output hitherto having been grown from European varieties.

Prof. Detjen explained that his plum, while of a commercial value now, will be carefully bred until it becomes the ancestor of a United States prune aristocracy which, he said, will be the "breeding stock for a new and hardier race of prunes for Eastern America."

OTTAWA COMMERCIAL TRAVELLERS ELECT OFFICERS

The annual meeting of the Commercial Travellers' Association of Ottawa was held recently, when the election of officers constituted the chief business of the gathering. The new officers elected were: President, Bert C. Gamble; vice-president, T. A. Crown; secretary, R. S. Mitchell; executive committee, R. M. Cochrane, Charles Devlin, M. Larose, H. Levigne, N. Boileau and H. Nesbitt.

The association will petition the city council of Ottawa to be allowed to vote in the municipal elections three days before election day. Officially it is stated that there are some 600 travellers resident in Ottawa, and unless this concession is made many of them must lose their votes.

B. C. Confectionery Manufacturers Are Dissatisfied With Luxury Tax

Larger Companies Claim That the Unorganized, in Many Cases Foreigners, Escape Paying the Taxes by Their Failure to Keep Proper Records—A Retailer Who Kept a Saucer Beside the Till

VANCOUVER, Dec. 21.—(Special)—The coast confectionery manufacturers are dissatisfied with the practical working of the luxury tax. They claim that the larger companies who keep their records correctly are penalized for so doing, the unorganized, in many cases foreign manufacturers, escape their just taxes by their failure to keep proper records.

Knows of the Fraud

The Vancouver officials have been approached by the B. C. manufacturers. The official in charge makes no secret of the fact that he knows the government is being defrauded, but lacks the necessary machinery to bring the guilty ones to justice, or check the figures of those who apparently are making false returns. A Greek or Italian merchant, making candy in his basement or at the back of his establishment brings in the tax return sheet, and pays ten dollars saying that is his luxury tax, and the official in charge of collecting these taxes has nothing to do but accept his figures.

A Saucer Beside the Till

One manufacturer advised Canadian Grocer that his traveller found one retailer with a saucer beside the till. Some of the money taken in over the counter was registered in the till, and sales tax was collected on that, but the large share that went into the saucer was tax free. The prices at which small unorganized manufacturers and retailers combined sell their candy, in many cases below manufacturers' sale price, are taken to indicate that the ten per cent. luxury tax does not enter into the deal at all.

In the case of the large manufacturers who also job their candy in the city, they find that the jobbers have the "edge" on them to the extent of one and a half per cent. Here's how it works out. For a "dollar" line of confectionery, the jobber pays a dollar, less 15 per cent, which amounts to 85 cents. The ten per cent. luxury tax, based on the jobbers' net cost amounts to 8½ cents. In selling to the retailer, the jobber charges one dollar and collects luxury tax of ten per cent., 10 cents. He has made a cent and a half on the luxury tax. The manufacturers maintain that the luxury tax legislation expressly states that no one is to make a profit on the luxury tax.

The manufacturers do not object to paying any tax that is applied equally all round, but under the present working of the tax collection system they claim that the fact of the legitimate organized manufacturer working under a ten per cent. handicap in favor of the unorganized foreigner, is gradually swinging the confectionery business into the hands of this non-bookkeeping, tax-dodging element.

It is stated a warning was issued that all those merchants subject to a tax return should take out a license by Nov. 15. On Nov. 30 approximately only 450 had taken out licenses, which, it is claimed, would seem to indicate that great numbers of those who should pay were not intending to contribute.

Editor's Note.—Since this article was written the Government has removed the luxury tax from a number of lines, but confectionery is not among the exemptions.

tainly not getting that. Furthermore, this merchant claims that by reason of this trade which he seems to be catering to, he is obliged to carry a sample of almost every brand of every article; that these customers "are very fussy about getting just what they fancy."

To the grocer who is catering to a family trade, where he gets the entire business, a most complete range would seem to be an advantage; but why should any small retailer finance a complete range of brands for a trade which he acknowledges only favors him with their patronage when they are "up against it" and "in a hurry"?

More Reasonable Advice

One large wholesaler recently advised his customers to "cut prices—and advertise." That it is better to mark down present stock to a figure that will tempt the buyer, and get rid of it—then make profitable turnovers on the basis of present prices—than to have business stagnant, waiting for present stocks to stage a price come-back which will never occur. This sounds more reasonable.

But for any merchant to quote cash and carry prices, give the old-time service, and cater to only a fraction of his customers' needs—that grocer is flirting with the sheriff.

HOW WALNUTS ARE SHELLED BY CHINESE

Canadian Grocer has recently seen a report made by James R. Shand, M.D.C., which appeared in a recent issue of the American Journal of Veterinary Medicine on how walnuts are shelled by some Chinese women and girls and shipped into the United States. This report is of such a nauseating character that we would not want to publish it word for word in Canadian Grocer.

Dr. Shand, for instance, points out that the Chinese women and girls scarcely know the meaning of soap and water and never take a bath except when they are admitted to a foreign hospital where it is compulsory for them to do so. The walnuts are dumped on the floor of some old building where these women sit with their babies, crack the walnuts with a stick and pull out the kernels. If it becomes difficult to get the kernels out they use their teeth. The finished article is thrown into a pile and packed in zinc lined cases and labelled "Choice Shelled Walnuts."

It is scarcely necessary to say that this condition of affairs does not exist in countries where cleanliness is featured, but it does look as if the trade should know for a certainty the source of their shelled walnuts.

There are so many stamps that Berlin philatelists are said to be going crazy trying to keep up to date. Canadian equilibrium is not so easily upset, else there had been need by this time of a special ward in the asylums for those who have been trying to keep track of the luxury taxes.

This Grocer Is Flirting With the Sheriff

A Small Suburban Grocer in Vancouver Is Selling Goods at the Same Prices as the Largest Cash and Carry Store in British Columbia and Is Giving the Old-time Service — He Claims, However, That He Is Only Getting the Emergency Business of Certain Customers, too

VANCOUVER (Special).—Canadian Grocer was interviewing a small suburban grocer recently who boasted he was selling at the same prices as the largest cash and carry store in British Columbia, but that he was only getting his customer's emergency business. In other words, he sold an occasional bottle of catsup and can of cocoa to housewives who got the bulk of their

groceries from the down-town cut-rate markets, and he was getting the same price only.

Is Entitled to Fair Profit

It would certainly seem that the grocer who finds himself being used as this kind of a convenience would be justified in at least getting a fair profit on each article and at down-town cash and carry prices the small suburban grocer is cer-

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets is the reduction in the price of sugar which again places all refiners on an equal price basis. The higher exchange rate will probably have the effect of advancing such lines as fresh and dried fruits and other lines arriving from the United States.

MONTREAL—The Christmas trade as far as the grocer is concerned has been exceptionally good according to local reports. The hog market is a little stronger this week. This, however, has not affected the quotations on fresh and cooked meats. Smoked meats are unchanged in price with a very good demand locally. Lard and shortening are steady at the lower quotations, but compound lard and branded compounds are reduced. Eggs have reached the dollar mark with a scarcity of new laid eggs. There is a good demand for graded eggs of the better quality. The butter market is a little weaker in view of the export prices being reduced, and some lower quotations are made. Perhaps the biggest feature of the market this week is the decline of 50 cents per hundredweight on granulated sugar. Refiners predict higher prices for sugar in the new year. Molasses, too, is reduced 5 cents per gallon. The big demand for nuts for the Christmas trade has caused an advance of 2 cents per pound on filberts. The coffee market is still on the decline and another reduction is expected shortly. The higher rate of exchange is affecting the price of oranges and imported fruit. Vegetables from the Southern States will also be affected by the higher exchange. The prune market is in a very weak condition and lower prices are quoted on evaporated pears and peaches. Potatoes are a little easier in price this week on account of the big offerings for the Christmas trade. The American buyers of poultry are taking advantage of the high rate of exchange and buying up Canadian turkeys here, which is resulting in forcing up prices. There is a big reduction this week in the price of cotton twine.

TORONTO—The sugar refiners are all on an equal basis with the market somewhat stabilized. The Acadia refinery commenced operating on Monday of this week but other refineries are still closed. Although the market tone for raw sugar is much improved it must be taken into consideration that there is still left in Cuba 234,235 tons of the old crop and the fact that some of the new crop is available for shipment will make it necessary for careful handling if the market is to be kept at the present basis. It is estimated that the new crop of Cuba raws will be 4,000,000 tons as compared with 3,730,077 tons last year. There are now 7 centrals grinding as against 60 this time last year. Rolled oats and cornmeal show slight reductions. Stocks of shelled walnuts are fairly well cleaned up. Sweetened and shredded cocoanut are a shade lower. The recent firmness in the London tea market is maintained with slight advances registered on medium and higher grades. Sockeye salmon is becoming scarce, some wholesalers are cleaned up. Seeded raisins in packages are one cent higher. Dromedary dates are also quoted a shade higher. Potatoes continue easy under a light demand. Heavy shipments of oranges and other Southern fruits have been arriving and wholesalers report heavy buying by retailers. Flour is ruling firm and millfeeds are in heavy demand with a shortage noted on bran. Wrapping paper is reduced, also some brands of soap chips.

WINNIPEG—There are a few price changes in general grocery commodities and the Christmas trade is reported exceptionally good. Sugar is quoted lower. Cane syrup shows a slight decline but corn syrups remain steady. Canned vegetables and fruit have shown an improvement during the Christmas season and retailers are buying more frequently. However, due to the late arrivals of California canned fruit and vegetables, combined with the higher rate of exchange and the increased freight rates, higher prices may be expected on these lines. The demand for raisins and peaches for the Christmas trade is especially noticeable.

QUEBEC MARKETS

MONTREAL, Dec. 22.—There is a general stimulation of business this week in some lines of produce which are directly affected by the Christmas season and in other lines the effect is just the opposite. For this reason the fish trade is rather quiet and is expected to be so until the first week in the new year. There is a little more strength to the pork market with an advance of a quarter of a cent per pound on live hogs. This has given strength to the market for smoked meats, for which there is a good demand, but the quotations are unchanged. The lard sales are not large since the trade seems to be well supplied, but a little more strength is given to both lard and shortening by the stronger hog market. Easier prices are quoted on butter this week, which is attributed to the good supply and the lower prices offered by foreign buyers. Eggs are advanced in price, in some cases to one dollar a dozen for strictly fresh stock, and there is every indication of a shortage of new laid eggs. The cheese market is unchanged. With higher exchange between Canada and the United States American buyers are purchasing Canadian turkeys, and it is resulting in higher prices being asked locally. Geese are a little dearer, but the rest of the poultry market is unchanged with very good supplies arriving from country points.

Another Drop in Sugar

Montreal.
SUGAR.—The sugar market took a further drop this week of ½ cent a pound, bringing quotations down generally to \$10.50 per hundred. It is intimated by some of the refiners and in business circles here that there is quite a possibility that sugar will be dearer early in the new year. In fact it is stated by some that sugar will return to fancy prices within the next three months. Just how accurate these predictions are cannot be stated.

Decline in Molasses

Montreal.
MOLASSES.—There is a further drop in the price of molasses this week, amounting to 5 cents per gallon. Punchcoons in the city are now quoted at \$1.15 per gallon and outside of the city \$1.10 per gallon. Fancy molasses in tins are unchanged in price, but it is expected that an adjustment will be made as these quotations have been unchanged for some time. Corn syrup is unchanged in price.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼
Quarter barrels, about 175 lbs.	0 09¾
2 gal., 25-lb. pails, each.	2 85
3 gal., 38¼-lb. pails, each.	4 25
5 gal., 65-lb. pails, each.	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15
Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchcoons.	1 15
Barrels.	1 18
Half barrels.	1 20
Punchcoons, outside city.	1 10
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	7 75
3-lb. tins, 2 doz. in case, case	10 75
5-lb. tins, 1 doz. in case, case	8 95
10-lb. tins, ½ doz. in case, case	8 60

Coffee Market Still Easy

Montreal.
COFFEE.—The coffee market is still

on the decline and prices are being gradually changed to the lower levels. This gradual change has been very beneficial since the reactions of the primary market are not felt. There has been a reaction, but it has not affected the coffee market locally. A further slight decline is expected before the new year.

Lower Prices for Oil Cake

Montreal.
CEREALS.—There is no change in the quotations made this week on cereals. Buying has been rather quiet in a wholesale way on account of the very busy Christmas season. Ground oil cake has dropped \$1.40 per bag and is now quoted at \$3.00 per bag. This is almost a sensational drop in the quotations on oil cake. Flax seed for medicinal purposes has dropped 4½ cents per pound and is now quoted at 8 cents.

Oatmeal, gran., fine standard.	5 50
Rolled Oats, 90 lbs.	4 00
Pearl Hominy.	4 50
Cornmeal, Gold Dust Brand.	3 90
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour.	6 75
Pot Barley.	6 00
Pearl Barley.	7 25
Beans, Ont.	4 25
Do., Can.	4 00
Do., California.	3 75
Lima Beans.	0 12
Green Peas, dried.	0 17
Ground Oil Cake, per bag.	3 00

One Brand of Cocoa Lower

Montreal.
PACKAGE GOODS.—There is no change in the quotations on package goods this week apart from Epps cocoa, which is reduced in price. Pure cocoa is reduced 15 cents per dozen to \$1.15 and prepared 10 cents per dozen to \$1.25.

PACKAGE GOODS	
Breakfast food, case 18.	3 50
Cocoanut, 2 oz. pkgs., doz.	0 75¼
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s.	4 15
Oat Flakes, 20s.	5 40
Rolled oats, 20s.	5 80

Do., 18s.	2 12½
Oatmeal, fine cut, pkgs., case.	6 75
Puffed rice.	5 70
Puffed wheat.	4 25
Farina, case.	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case.	2 50
Scotch Pearl Barley, case.	2 60
Pancake Flour, case.	3 60
Do., self-rising, doz.	1 60
Wheat Food, 18-1½s.	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s., case.	6 40
Do., 20s., case.	6 50
Self-raising Flour (3-lb. pack.)	
doz.	3 00
Do. (6-lb. pack.), doz.	5 90
Corn Starch (prepared)	0 11½
Potato flour.	0 13
Starch (laundry)	0 09¼
Flour, Tapioca.	0 15
Shredded Krumbles, 36s.	4 35
Shredded Wheat.	4 95
Cooked bran, 12s.	2 25
Enamel Laundry Starch, 40 pkgs.	
case.	4 30
Celluloid Starch, 45 pkgs., case.	4 70
Package Cornmeal.	4 25
Malt Breakfast Food (36 pkgs.)	12 60

Filberts a Little Higher

Montreal.
NUTS.—There has been a big demand for nuts at this season and walnuts have held at rather low prices throughout the demand. As the Christmas business drew near and the demand for filberts increased it was found that the supplies were running rather low and the price was forced up 2 cents per lb. from the very low quotations that were made by some to 17 cents. The prices for filberts now run from 17 to 18 cents per lb. generally. Other nuts have been holding firm at the quotations given. In some cases walnuts have been selling as high as 65 cents per lb., but the wholesale quotations are much lower than this.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled.	0 50	0 60
Do., Jordan.	0 75	
Brazil nuts (new)	0 88	
Chestnuts (Italian)	0 18	
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona.	0 17	0 18
Peanuts, Jumbo.	0 15¼	0 16
Do., shelled, No. 1 Spanish.	0 18	0 20
Do., Java No. 1.	0 17	
Do., salted, red.	0 21	0 23
Do., shelled, No. 1 Virginia.	0 16¼	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	0 38	
Fancy splits, per lb.	0 35	
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished.	0 29	0 30
Do., Orleans, No. 2.	0 21	0 24
Do., Jumbo.	0 60	
Pecans, shelled.	1 00	1 50
Walnuts, Grenoble, in shell.	0 29	
Marbot Walnuts.	0 24	0 25
Do., new Naples.	0 26	
Do., shelled, Manchurian.	0 50	
Do., Bordeaux.	0 58	
Do., Chilean, bags, per lb.	0 83	
Do., Spanish, shelled.	0 57	
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Ground Cloves are Higher

Montreal.
SPICES.—The spice market has been rather inactive for the last two or three weeks and retailers have all the stock on hand they intend to carry for the present. The only change in quotations made this week is an advance of 5 cents per lb. on ground, making the quotation now 65 cents per lb.

Allspice.	0 20
Cassia (pure)	0 32
Cocoanut, pails, 20 lbs. unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 18
Cinnamon—	
Rolls.	0 35
Pure, ground.	0 35

Cloves (ground)	0 65	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	0 40	0 40
Ginger (Cochin)	0 31	0 31
Mace, pure, 1-lb. tins	0 90	0 90
Mixed spice	0 28	0 30
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole—		
Do., 64, lb.	0 40	0 40
Do., 80, lb.	0 38	0 38
Do., 100, lb.	0 35	0 35
Do., ground, 1-lb. tins	0 60	0 60
Pepper, black	0 30	0 30
Do., white	0 40	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	0 65	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamom seed, per lb., bulk, nominal	2 00	2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Honey Quotations Steady

Montreal.
HONEY.—There is no change in the quotations on honey this week. The demand and the supply are both good and prices are holding firm.

Buckwheat honey	0 18 1/2	0 16
White clover honey	0 20	0 23

Tea Market Unchanged

Montreal.
TEA.—There is no change in the tea market this week. It seems to continue in its rather weak condition, with no definite prospects for a stronger market in the near future except for Japan teas, which are claimed to be running rather short with no supplies to draw upon.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
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.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Canned Goods Unchanged

Montreal.
CANNED GOODS.—There is no change in quotations on canned goods this week. The prices listed are holding firm.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	6 35	6 35
Asparagus, imported (2 1/2s)	2 15	2 20
Beans, golden wax	2 15	2 20
Beans, Refugee	1 57 1/2	1 62 1/2
Corn, 2s	1 45	1 75
Carrots (sliced), 2s	7 00	7 50
Corn (on cob), gallons	2 85	2 90
Spinach, 3s	1 50	1 80
Sumash, 2 1/2-lb. doz.	1 45	1 50
Sucotash, 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 45	1 50
Sauerkraut, 2 1/2-lb. tins	1 45	1 50
Tomatoes, 1s	1 45	1 50
Do., 2s	1 75	1 80
Do., 2 1/2s	1 90	2 15
Do., 3s	6 50	7 00
Do., gallons	1 50	1 55
Pumpkins, 2 1/2s (doz.)		

Do., gallons (doz.)	4 00	4 00
Peas, standards	1 95	2 05
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, New Pack—		
Standard, 2-lb.	1 82 1/2	1 82 1/2
Choice, 2-lb.	1 87 1/2	1 87 1/2
Early June, choice	2 05	2 05
Do., standard	2 00	2 00
Fine French, 2-lb.	2 80	2 80
Asparagus Tips	4 10	4 10

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 10	6 10
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 67 1/2	1 77 1/2
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00	4 00
Do., 2 1/2-lb.	7 00	7 00
Do., 2-lb.	5 25	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
2-lb.	3 50	3 50
2 1/2-lb.		
1-lb.		
Pears, 1s		
Do., 2 1/2s	5 60	5 60
Do., 2-lb.	3 70	3 70
Greengage Plums, heavy syrup	2 90	2 90
Pineapples (grated and sliced).		
2 1/2-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	2 50	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	4 60	4 60
Choice grade	4 70	4 70
Fancy Preserved	5 50	5 50
New Pack Cherries, choice	4 00	4 00
Rhubarb, preserved	2 80	2 80
Canadian Pineapple (sliced)	4 80	4 80
New Blueberries, 2 lbs.	2 25	2 25
Do., 1 gal.	12 00	12 00

Rice Market Uncertain

Montreal.
RICE.—The rice market is still in its unsettled condition. Importers claim to be unable to make any statements as to the future of the rice market. It has now reached very low points, which is accounted for by a flooded rice market on account of certain legislation in countries in which rice is the main article of food. As a result of this, large supplies have been reverted to North America and the market is in an overstocked condition with very low prices. The rate of exchange may have some effect on these quotations, but the value of silver in Oriental countries has counterbalanced this difference. It is altogether likely that the rice market will continue at present quotations for some time until conditions become normal again.

RICE—		
Carolina, extra fancy		
Do. (fancy)		
Rangoon "B"	12 50	12 50
Rangoon "CC"	12 25	12 25
Broken rice, fine	8 00	8 00
Bell rice, fine	16 00	16 00
Bell broken rice	10 00	10 00
Texas rice	10 50	10 50
Siam	7 00	7 00
Tapioca, per lb. (seed)	0 11 1/2	0 12
Do. (pearl)	0 11 1/2	0 12
Do. (flake)	0 11	0 12 1/2
Honduras	0 07	0 07
Siam	0 14 1/2	0 14 1/2

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

Evaporated Fruit Lower

Montreal.
DRIED FRUIT—Slightly easier prices are quoted on evaporated peaches and pears. Evaporated pears of the fancy variety are quoted at 31 cents per pound, which is a reduction of 3 cents. The choice are quoted at 24 cents, which is a reduction of 3 cents per pound. Evap-

orated peaches are also a little easier in price, there being a reduction of 2 cents and 3 cents per pound. There has been a very good demand for dates, figs, raisins and currants at this season and quotations are remaining firm and unchanged.

Apricots, fancy	0 38	0 38
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 16	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 24	0 24
Do., fancy	0 30	0 31
Pears—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 25	3 25
Raisins (seeded)—		
Valencias	0 23	0 23
Muscatsels, 2 Crown	0 27	0 27
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 28	0 28
Do., 4 Crown	0 28 1/2	0 28 1/2
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Chi. seedless cartons, 12 ounces		
Do., 16 ounces	0 27 1/2	0 27 1/2
Currants, loose	0 20	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	5 25	5 25
Hard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2 1/2s, lb.	0 40	0 40
Do., 2 1/2s, lb.	0 43	0 43
Do., 2 3/4s, lb.	0 45	0 45
Figs, white (70 2-oz. boxes)	5 40	5 40
Do., Spa'ish (cooking) 22-lb. boxes, each		
Do., Turkish, 3 crown, lb.	0 11	0 11
Do., 5 crown, lb.	0 22	0 22
Do., 7 crown, lb.	0 30	0 30
Do., 10-lb. box	2 75	2 75
Do., mats	3 00	3 00
Do., 2 1/2-lb. box	1 90	1 90
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 28	0 28
30-40s	0 25	0 25
40-50s	0 26	0 26
50-60s	0 20	0 20
60-70s	0 19	0 19
70-80s	0 18	0 18
80-90s	0 17	0 17
90-100s	0 16 1/2	0 16 1/2
100-120s	0 16	0 16

Wax Candles Lower

Montreal.
CANDLES.—There is a further reduction this week on wax candles, amounting to 1c per pound. 6's, loose, are selling at 19c per pound; 12's at 20c per pound; in boxes they are selling at 20c and 21c per pound.

Reduction in Cotton Twine

Montreal.
COTTON TWINE.—There is a sensational drop this week in the quotations on cotton twine. This drop amounts to 6 cents per pound, quoting 4-ply at 48 cents and 3-ply at 43 cents per pound. This is almost half the price for which cotton twine was once selling, when it was quoted as high as 85 cents per pound. The decline in the cotton market is responsible for this slump in the price.

Easier Prices on Potatoes

Montreal.
VEGETABLES.—The vegetable market is quieting down after a busy Christmas season, with lower prices on potatoes on account of the supply that was brought to the market to partake

of the season's demand. Dealers say that the future of the potato market is hard to predict. There is an indication that the supply in the country is larger than was anticipated and that if the roads keep open the prices will stay down for a while. On the other hand the supply may not be in a very good condition for the market. There is no definite report on the condition of New Brunswick potatoes. The higher rate of exchange is affecting the vegetable market and smaller supplies are arriving on this market as a result. The supply that is on order from the Southern States will have added to the exchange on the cost the additional exchange on the freight which will bring up the quotations made here.

Brussel Sprouts, per doz.	1 00
Beets, per bag	0 75
Cucumbers, Montreal, per doz.	0 20
Cabbage, Montreal, bbl.	1 50
Cauliflower, per doz.	2 50
Celery, per crate	5 00
Chicory, doz.	0 50
Carrots, bag	1 00
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Boston Lettuce, per doz.	1 50
Lettuce, curly	1 00
Mint	0 60
Mushrooms, lb.	1 00
Oyster plant, per doz.	1 50
Parsley (Canadian)	0 20
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bag)	2 00
Do., sweet, hamper	3 50
Pumpkins, per doz.	2 00
Spinach, box	0 75
Turnips, per bag	0 75

Montreal Tomatoes, per box	2 50
Spanish Onions, per case	5 00
Yellow Onions, per cwt., bag	1 50
Red Onions, per cwt.	2 50

Fruit Business Quiet

Montreal. FRUIT.—Fruit wholesalers in this city report business very quiet this week for the simple reason that they are practically sold out. The business has been very good this season and the demand all that supply would warrant. It had been expected that oranges would be lower after the Christmas season, but the very high rate of exchange has cancelled these calculations and it may be that they will be higher. At the present time they are selling at rather low prices and bananas are lower than they were in the summer time.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	7 50	
Do., No. 2, per bbl.	7 00	
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	8 00	
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch.	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	5 00	
Do., Florida, 54, 64, 80, 96.	6 00	
Do., California	8 00	
Lemons, Messina	2 50	4 75
Do., 100s and 150s	10 00	
Do., 176s and 200s	10 00	
Cal. Navel Oranges, 126-250s.	5 75	8 50
Do., Florida, 150-216s	6 50	
Porto Rico Oranges, 176, 200, 216	4 75	
Pears, Keiffers, per hamper	3 00	
Tokay Grapes, per box	5 00	
California Grapes, in drums	7 50	
Almerias Grapes, in kegs	9 50	
Cranberries, per bbl.	16 00	

Corn Syrups —		
Barrels, about 700 lbs., yellow	0 88	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	6 15	
Cases, 5-lb. tins, white, 1 doz. in case	6 85	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 55	
Cases 2-lb. tins, yellow, 2 doz. in case	5 55	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 25	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95	
Cane Syrups—		
Barrels and half barrels, lb.		
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over.	7 00	9 60
Cases, 2-lb. tins, 2 doz. in case		
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 55	
Choice Barbadoes, barrels	1 35	
New Orleans, bls., gal.	0 56	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	
Tins, 3-lb., table grade, case 2 doz. Barbadoes	10 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60	
Tins, No. 2, baking grade, case 2 doz.	4 20	
Tins, No. 3, baking grade, case of 2 doz.	5 50	
Tins, No. 5, baking grade, case of 1 doz.	4 60	
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25	
West Indies, 1 1/2s, 48s	4 60	6 95

Rolled Oats Lower

Toronto. CEREALS. — Rolled oats are quoted at \$3.70 per bag, a reduction of 10 cents. Cornmeal is also reduced 25 cents per bag, bringing the price to \$3.75. Other cereals are unchanged.

Single Bag Lots F.o.b. Toronto

Barley, pearl, 98s	7 00
Barley, pot. 98s	5 50
Barley Flour, 98s	6 25
Ruckwheat Flour, 98s	5 70
Cornmeal, Golden, 98s	3 75
Oatmeal, 98s	4 90
Corn Flour, 98s	5 75
Rye Flours, 98s	7 00
Rolled Oats, 90s	3 70
Rolled Wheat, 100-lb. bbl.	7 25
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	7 25
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	4 70
Whole wheat flour	4 80
Wheat kernels, 98s	7 00
Farina, 98s	6 20

Package Goods Unchanged

Toronto. PACKAGE GOODS.—Package cereals are ruling quiet and unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12 1/2
Corn Flakes, 36s, case	4 00	4 25
Porrridge Wheat, 36s, regular, case	6 00	
Do., 20s, family, case	6 80	
Cooker Package Peas, 36s, case	2 85	
Cornstarch, No. 1, lb. cartons	0 11 1/2	
Do., No. 2, lb. cartons	0 10	
Laundry Starch	0 09 1/2	
Do., in 1-lb. cartons	0 10 1/2	
Do., in 6-lb. wood boxes	0 13 1/2	
Do., in 6-lb. tin canisters	0 11	
Celluloid Starch, case	4 70	
Potato Flour, case 20 1-lb. pkgs.	2 60	
Do., case 24 12-oz. pkgs.	2 30	
Fine oatmeal, 20s	6 80	
Cornmeal, 24s	3 70	
Farina, 24s	3 50	
Barley, 24s	3 50	
Wheat flakes, 24s	6 00	
Wheat kernels, 24s	5 40	
Self-rising pancake flour, 24s.	3 70	
Buckwheat flour, 24s	3 70	
Two-minute Oat Food, 24s	2 75	
Puffed Wheat, case	4 40	

ONTARIO MARKETS

TORONTO, Dec. 22.—Granulated sugar is now on a basis of \$10.71 per hundredweight. The Acadia Sugar Refinery commenced operating on Monday of this week but other Eastern refineries remain closed. Rolled oats are reduced 10 cents per bag and cornmeal is down 25 cents per bag. Shredded and sweetened cocoanut shows a slight reduction. The tea market is showing indications for firmness. Stocks of sockeye salmon are getting low. Seeded raisins in packages are up one cent per pound. The potato market continues easy under a light demand. Flour is firm and bran is reported scarce under a heavy demand. Wrapping paper is lower, also some brands of soap chips.

Sugar Now \$10.71

Toronto. SUGAR.—The refiners have again issued a price list, which is the first since two months past. Granulated sugar is now quoted at \$10.50, Montreal basis, or \$10.71 Toronto. The Acadia refinery commenced operating Monday of this week, but other eastern refineries are still closed. The raw sugar market continues easy with sales made on a basis of 3 1/2 cents f. o. b. for Cubas. Although the market tone for raws is much improved, it must be taken into consideration that there is still left in Cuba 234,235 tons of the old crop and the fact that some of the new crop is available for shipment will make it necessary for careful handling if the market is to be kept at the present basis. It is estimated that the new crop

of Cubas will be 4,000,000 tons against 3,730,077 tons last year. There are now seven centrals grinding as against 60 this time last year.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

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

Corn Syrups Unchanged

Toronto. SYRUPS.—Both cane and corn syrups are steady and unchanged. Molasses is firm.

Puffed Rice, case	5 70
Health Bran, case	2 85
F.S. Hominy, gran., case	3 70
Do., pearl, case	3 70
Scotch Pearl Barley, case	2 70
Self-rising Pancake Flour, 30 to case	4 20
Do., Buckwheat Flour, 30 to case	4 20
Self-rising Pancake Flour, 36 to case	7 15
Do., Buckwheat Flour, 18 to case	3 65
Do., Pancake Flour, 18 to case	3 65

Cocoonut Easier

Toronto.
NUTS. — Stocks of shelled walnuts are fairly well cleared up, pending the arrival of new crop. Sweetened cocoonut is reduced to 38 cents per pound and shred to 28 cents.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 22	0 23
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 14	0 14
Pecans, lb.	0 28	0 30
Cocoonuts, Jamaica, sack	9 50	
Cocoonut, unsweetened, lb.	0 35	0 35
Do., sweetened	0 38	0 38
Do., shred	0 28	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brasil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 55	0 55
Peanuts, Spanish, lb.	0 15	0 15
Do., Chinese, 30-32 to oz.	0 12	0 12
Do., Java	0 14	0 14
Brasil nuts, lb.	1 20	1 20
Pecans, lb.	1 15	1 15

Tea Holds Firm

Toronto.
TEAS. — The recent firmness in the London tea market is fully maintained with slight advances again registered on medium and higher grades. Quotations on spot stocks are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	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.		

Sockeye Salmon Scarce

Toronto.
CANNED GOODS.—Stocks of sockeye salmon are becoming low, in fact some wholesalers are cleaned up. Canned vegetables are still being sold at a range of prices. One wholesaler is offering Clark's soups at \$1.00 per dozen this week.

Sockeye, 1s, doz.	5 80
Sockeye, 1/2s, doz.	3 20
Alaska reds, 1s, doz.	4 25
Do., 1/2s, doz.	2 60
Choe, 1s, doz.	3 60
Do., 1/2s, doz.	2 00
Pinks, 1s, doz.	2 10
Lobsters, 1/2-lb., doz.	5 90
Do., 1/4-lb. tins	3 25
Whale Steak, 1s, flat, doz.	1 75
Pichards, 1-lb. talls, doz.	1 75
Canned Vegetables—	
Tomatoes, 2 1/2s, doz.	1 72 1/2
Peas, Standard, doz.	1 75
Do., Early June, doz.	1 90
Do., Sweet Wrinkle, doz.	2 25
Beets, 2s, doz.	1 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 09
Asparagus tips, doz.	5 60
Do., butts, doz.	6 60
Canadian corn	1 45

Pumpkins, 2 1/2s, doz.	1 20	1 25
Spinach, 2s, doz.	1 90	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.	5 00	5 00
Apples, gal., do.	4 75	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	3 50	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	4 25	4 25
Blueberries, 2s	2 25	2 45
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 25	2 40

Jams—		
Apricots, 4s, each	1 27	1 27
Black Currants, 16 oz., doz.	5 15	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	4 50	4 50
Peach, 4s, each	1 13	1 13
Do., 16 oz., doz.	4 60	4 60
Red Currants, 16 oz., doz.	5 50	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Spices are Steady

Toronto.
SPICES. — Quotations on spices are unchanged. The demand has improved, but only in small quantities.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 65	0 65
Cayenne	0 35	0 37
Ginger, Cochin	0 35	0 35
Do., Jamaica	0 45	0 45
Mustard, pure	0 55	0 55
Herbs — sage, thyme, parsley,		
Pastry	0 35	0 38
Pickling spices	0 30	0 30
Mace	0 75	0 75
Peppers, black	0 30	0 30
Do., white	0 42	0 42
Paprika, lb.	0 80	0 85
Chillies, lb.	0 60	0 60
Nutmegs, selects, whole, 100s.	0 55	0 55
Do., 80s	0 60	0 60
Do., 64s	0 70	0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 25	0 25
Celery seed, whole	0 40	0 40
Coriander seed	0 20	0 20
Caraway seed, whole	0 30	0 30
Tumeric	0 23	0 23
Curry Powder	0 40	0 40
Cream of Tartar—		
French, pure	0 55	0 65
American high-test, bulk	0 55	0 65
2-oz. packages, doz.	1 50	1 50
4-oz. packages, doz.	3 50	3 50
8 oz. tins, doz.	5 00	5 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Raisins Up One Cent

Toronto.
DRIED FRUITS. — Raisins are holding firm with quotations on seeded in packages advanced one cent per pound. Turkish sultanas in packages are quoted at 27 cents. Dromedary dates have advanced 25 cents per case, now quoted \$7.50.

Evaporated apples	0 13 1/2	0 13 1/2
Candied Peels—		
Lemon	0 48	0 48
Orange	0 50	0 50
Citron	0 80	0 80
Currants—		
Greek, Filiatras, cases	0 17	0 17
Do., Amalias	0 18 1/2	0 19
Do., Patras	0 19	0 22
Do., Vostizza	0 23 1/2	0 23 1/2
Australians, 3 Crown, lb.	0 18	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	5 25	5 25
Dromedary, 9 doz. in case	7 50	7 50
Fard, per lb.	0 30	0 30
Hallowee dates, per lb.	0 16	0 16
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Pulled figs, 5-lb. box, each	1 50	1 50
Prunes—		
30-40s, 25s	0 23	0 23
40-50s, 25s	0 21	0 21
50-60s, 25s	0 18	0 18
60-70s, 25s	0 15 1/2	0 15 1/2
70-80s, 25s	0 14	0 14
90-100s, 25s	0 11	0 11

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
Apricots—		
Fancy	0 46	0 46
Choice	0 42	0 42
Standard	0 34	0 34
Raisins		
California bleached, lb.	0 27 1/2	0 27 1/2
Seedless, 15-oz. packets	0 29	0 29
Seeded, 15-oz. packets	0 30	0 30
Crown Muscatels, No. 1, 25s	0 26	0 26
Turkish Sultanas, pkgs.	0 27	0 27
Thompsons, Seedless	0 29	0 29
Valencia	0 23	0 25

Beans Unchanged

Toronto.
BEANS.—Small lots of beans are in demand and quotations are unchanged.

Japanese Kotenashi, per bus.	0 12 1/2	0 13
Limas, per lb.	0 12 1/2	0 13
Madagascars, per lb.	0 12	0 12

Potato Market Quiet

Toronto.
VEGETABLES.—The potato market is quiet under a light demand, with quotations at \$1.65 to \$1.75 per bag. Hot-house cucumbers are very scarce and are quoted \$6.00 to \$7.00 per dozen. Hot-house tomatoes are in good demand at 45 cents per pound. Cauliflowers are selling well at \$5.50 per crate. Canadian roots are unchanged.

Cabbage, Can., per bbl.	1 25	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parasnips, bag	1 00	1 25
Onions, 100-lb. sack	6 50	6 50
Do., Spanish, large crate	1 65	1 75
Potatoes, per bag	3 00	3 00
Sweet Potatoes, hampers	4 00	5 00
Celery, crates, 6 to 7 doz.	4 00	5 00
Hot House tomatoes, lb.	0 45	0 45
Mushrooms, 3-lb. basket	3 00	3 00
Cal. Head Lettuce, 4 doz. crate	4 75	4 75
Cauliflowers, standard crate	5 50	5 50
Hot House Cucumbers, per doz.	6 00	7 00

Fresh Fruits in Demand

Toronto.
FRUITS.—Heavy shipments of fresh fruits have been arriving and wholesalers report heavy buying on the part of retailers. Several dealers stated this year's Christmas business has been the largest they ever had. Quotations are practically unchanged.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s.	5 50	6 00
220s	5 50	5 50
288s, 324s	4 50	4 50
Cal. Navel, per case	5 75	7 25
Grapefruit—		
64s, 70s, 80s, 96s	5 50	6 00
Bananas, Port Limons	4 50	4 50
Lemons, Cal.	4 50	4 50
Do., Messinas, 30s	4 50	4 50
Pears, Oregon, per box	6 50	6 50
Grapes—		
Malagas, bbls.	12 00	14 00
Apples, Ontario—		
Spies, No. 1s	7 00	7 00
Spies, No. 2s	6 00	6 00
Baldwins, No. 1s	6 00	6 00
Baldwins, No. 2s	5 00	5 00
Greenings, No. 1s	6 00	6 00
Greenings, No. 2s	5 00	5 00
B. C., in boxes	3 75	5 00
Cranberries, 1/2 barrels	10 00	10 00
Tangerines, Florida	4 50	5 75
Pomegranites, 1/2 boxes	4 50	4 50

Honey Holds Steady

Toronto.
HONEY.—Quotations on honey are unchanged under a light demand.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	0 25	0 25
10 lb. tins, per lb.	0 26	0 26
5 lb. tins, per lb.	0 27	0 27

Flour Market Firm

Toronto. **FLOUR.**—The flour market is ruling firm with unchanged quotations.

FLOUR—

Patent Firsts, in jute bags, per barrel	11 10
Do., seconds, in jute bags, per barrel	10 60

Millfeeds in Demand

Toronto. **MILLFEEDS.**—The market for millfeeds is firm under a heavy demand. Bran is reported scarce.

MILLFEEDS—

Shorts, per ton	42 25
Bran, per ton	40 35
Choice Middlings, ton	52 25

Paper Reduced

Toronto. **PAPER.**—A reduction is announced on wrapping paper in rolls. Manilla pa-

per is now quoted at 12 cents per pound and kraft at 13 cents per pound.

Soap Chips Lower

Toronto. **SOAPS.**—Tip Top soap chips are reduced to \$8.20 per case. Economy soap chips are now 20 cents per pound. Pearlina is down to \$8.00 per case. Lux is reduced to \$7.90 and Lifebuoy soap is \$7.90 per case.

Beef Extract to Advance

Toronto. **BEEF EXTRACT**—It has been intimated that an advance in quotations on Oxo cubes and Oxo in bottles will take place the first of the new year and that present prices will hold good only on goods bought and delivered this month.

Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75

Cereals Unchanged

Winnipeg. **CEREALS.**—The cereal market shows very little change during the past week. Rolled oats remain very weak and indications point to lower prices on this line.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square pkts.....	4 85	
Do., 18s, case	2 40	
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...		3 80
Puffed Wheat, 3 doz. case, case...		4 40
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case		3 75

BULK CEREALS

Rolled Oats, 80s, per bag	3 10
Do., 40s, per bag	1 58
Do., 20s, per bag	0 83
Do., 10-8s, per bale	3 95
Do., 15-6s, per bale	4 80
Oatmeal, 98s, gran. or stand., bag	5 50
Wheat Granules, 98s, per bag	6 25
Do., 16-6s, per bale	7 00
Peas, whole, green, 100-lb. bag, per bushet.	4 75
Do., split, yellow, 98s, per bag	8 45
Do., split, yellow, 49s, per bag	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55
Do., Lima, 100-lb. bag, per lb.	0 14
Barley, Pot, 98s, per bag	4 25
Do., pearl, 98s, per bag	5 75
Cornmeal, 98s, per bag	3 40
Do., 24s, per bag	0 90
Do., 10-10s, per bale	4 65
Buckwheat, grits, whole, 98-lb. bags, per bag	10 25

WINNIPEG MARKETS

WINNIPEG, Dec. 22.—The demand for raisins, currants and peels has been very large for the Christmas trade. Granulated sugar has been reduced. Cane syrups are lower but molasses is holding steady. A better movement is noted for canned goods. Fruits have been arriving freely and prices generally are unchanged.

Sugar Quoted \$11.00

Winnipeg. **SUGAR.**—The New York raw sugar market is reported lower than it has been for a number of years. Locally, granulated sugar is firm at the reduced price of \$11.00 per hundredweight.

Cane Syrups Decline

Winnipeg. **SYRUP.**—Cane sugar took a drop in price this week. No. (2s) is now quoted at \$7.30; (5s) \$8.40; (10s) \$7.85; (20s) \$7.65. The corn syrup market remains unchanged. Molasses is firm but higher prices are expected in the very near future due largely to the increased rates and the higher rate of exchange.

CANE SYRUP—

No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, 1/2 doz. in case	6 95
Cases, 20-lb. tins, white, 1/4 doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 35
Cases, 20-lb. tins, yellow, 1/4 doz. in case	6 35

MAPLE SYRUP—

Pure, 2 1/2s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25

TABLE SYRUP—

Maple flavor, 2 1/2s tins, per case of 2 doz.	13 75
Do., 2s tins, per case of 1 doz.	12 00
Do., 1s tins, case of 1/2 doz.	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
4-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

Molasses quotations subject to 5% discount.

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

No Change in Coffee

Winnipeg. **COFFEE.**—There is no change in quotations on coffee and the market still continues easy.

COFFEE—

Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44

COCOA—

In 1-lbs., per doz.	6 80
In 1/2-lbs., per doz.	3 40
In 1/4-lbs., per doz.	1 75
In small size, per doz.	1 30

Spices Hold Steady

Winnipeg. **SPICES.**—The spice market is quiet and quotations unchanged. Spot stocks are reported very light.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80

Rice Market Weak

Winnipeg. **RICE.**—The primary rice market continues weak and lower prices are being looked forward to after the first of the year.

RICE—

No. 1 Japan, 10-lb. sacks, lb.	0 13
Do., 50-lb. sacks, lb.	0 13 1/2
Siam, Elephant, 100-lb. bags.	0 09 1/2
Do., 50-lb. bags, lb.	0 09 3/4
Sago, sack lots, 130 to 150 lbs., per lb.	0 98 3/4
Do., in less quantities, lb.	0 09
Tapioca, pearl, per lb.	0 08 3/4

Canned Goods Improving

Winnipeg. **CANNED GOODS.**—The situation of canned goods has shown a decided improvement during the past week. Small buying last fall is now having its effect and merchants are now placing small orders quite frequently for both canned fruits and vegetables. Late arrivals of California canned fruit and canned vegetables on account of the higher rate of exchange and the increased freight rates, no doubt will show an advance.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., 1/2s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca.	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
LoBSTERS, 1/2s, 8 doz. case, doz.		3 35
Do., 1/2s, 4 doz. case, doz.		6 00
Oyster, 1s, 4 oz., 4 doz. case, ca.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilchards, 1s, tall, 4 doz. case, case		7 35
Do., 1/2s, flat, 8 doz. case, case		10 00

Salmon—

Sockeye, 1s, tall, 4 doz. case.	per case	22 00
Do., 1/2s, flat, 8 doz. in case.		23 75

Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case	16 25
Cohoe, 1s, tall, 4 doz. case	18 00
Do., 1/2s, flat, 8 doz. case	16 00
Pink, 1s, tall, 4 doz. case	9 50
Do., 1/2s, flat, 8 doz. case	11 00
Humpbaek, 1s, tall, 4 doz. case	8 60

CANNED FRUIT (Canadian)

Per case	
Apples, 6 tins in case, per case	3 00 3 85
Blueberries, 2s, 2 doz. case	7 15 7 15
Cherries, 1s, 4 doz. case	8 25 9 00
Peaches, 2s, 2 doz. case	7 00 7 65
Pears, 2s, 2 doz. case	8 30 9 00
Plums, Greengage, 2s, 2 doz. case	6 45 6 45
Light Syrup—	
Plums, Lombard, 2s, 2 doz. case	5 05 5 05
APPLES—	
Raspberries, 2s, 2 doz. case	10 50 11 00
Strawberries, 2s, 2 doz. case	9 75 10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	13 85
Peaches, 2 1/2s, 2 doz. case	13 25
Peaches, sliced, 1s, 4 doz. case	15 00
Do., halved, 1s, 4 doz. case	15 00
Do., 2s, 2 doz. case	10 00
Corn, 2s, 2 doz. case	3 80 4 20

CANNED VEGETABLES

Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75 2 75
Beans, Golden Wax, 2s, 2 doz. case	4 75 4 75
Beans, Refugee, 2s, 2 doz. case	4 75 4 75
Pears, 1s, 4 doz. case	17 00 17 00
Pineapples, sliced, 2s, 2 doz. case	8 00 8 75
Peas, Early June, 2s, 2 doz. case	4 50 4 80
Sweet Potatoes, 2 1/2s, 2 doz. case	7 00 7 00
Pumpkin, 2 1/2s, 2 doz. case	3 00 3 00
Sauer Kraut, 2 1/2s, 2 doz. case	4 90 4 90
Spaghetti, 2 doz. case	2 15 2 15
Tomatoes, 2 1/2s, 2 doz. case	4 00 4 60
Spinach, 2 1/2s, 2 doz. case	6 75 7 25

Flour Market Steady

Winnipeg.
FLOUR.—The flour market continues steady with no change in prices. No. 1 Manitoba flour is quoted at \$10.85 per barrel with 98-pound jute sacks at \$5.42 1-2. The demand is fairly steady and merchants are buying in small quantities.

Nuts Unchanged

Winnipeg.
NUTS.—The shelled walnut market shows very little change from last week. Conditions still point to firmer prices on Bordeaux halves. The market on shelled almonds show no material change and very attractive prices are being offered by shippers. It is expected that prices will be lower around the first of the years. Spanish peanuts are slightly easier as compared with last week and are at a point which compares very favorably with pre-war figures.

NUTS, SHELLED—	
Almonds, per lb.	0 50 0 54
Spanish Peanuts, No. 1, per lb.	0 14 0 14
Pecans, per lb.	1 10 1 10
Walnuts, per lb.	0 54 0 54
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, per lb.	0 25 0 25
Almonds, per lb.	0 80 0 80
Filberts, per lb.	0 20 0 20
Walnuts, per lb.	0 25 0 25
Pecans, per lb.	0 30 0 30

Dried Fruits in Demand

Winnipeg.
DRIED FRUITS.—No changes are reported this week on dried fruit quotations. The demand is excellent at the time for the Christmas trade and is especially noticeable in raisins and peaches. Indications are that the California market has reached its lowest mark.

DRIED FRUIT

Evaporated Apples, per lb.	0 18 0 18
Currants, 90-lb., per lb.	0 22 0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15 1/4 0 16 1/4
Dates, Halloween, bulk, lb.	0 20 0 20
Do., Tunis, bulk, lb.	0 26 1/2 0 26 1/2
Do., Package, 3 doz. case, P.	0 15 0 15

Figs, Spanish, per lb.	0 15 0 15
Do., Smyrna, per lb.	0 23 0 23
Do., black, cartons, per carton	1 00 1 00
Loganberries, 4 doz. case, pkt.	0 35 0 35
Peaches, standard, per lb.	0 23 0 30
Do., choice, per lb.	0 27 1/2 0 28 1/2
Do., fancy, per lb.	0 32 0 33
Do., Cal., in cartons, per carton	1 56 1 62
Do., unpitted, per lb.	0 24 0 25
Pears, extra choice, per lb.	0 30 0 30
Do., Cal., cartons, per carton.	1 68 1 68
Prunes—	
30-40s, 25s, per lb.	0 24 0 24
40-50s, 25s, per lb.	0 19 1/2 0 19 1/2
50-60s, 25s, per lb.	0 18 3/4 0 18 3/4
60-70s, 25s, per lb.	0 16 3/4 0 16 3/4
70-80s, 25s, per lb.	0 15 0 15
80-90s, 25s, per lb.	0 13 1/2 0 13 1/2
90-100s, 25s, per lb.	0 13 1/2 0 13 1/2
In 5-lb. cartons, per carton	1 25 1 25

Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 29 0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27 0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 25 0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 23 0 23
Cal., bulk, seeded, 25-lb. boxes	0 28 0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 23 0 23
Do., bulk, seedless, 25-lb. boxes, per lb.	0 27 1/2 0 27 1/2
Apricots, choice, 25s, lb.	0 45 0 45
Do., 10s, lb.	0 47 0 47
Do., Standard, 45s, lb.	0 40 0 40
Do., choice, 10s, lb.	0 42 0 42
Do., fancy, 45s, lb.	0 50 0 50
Do., do., 10s, lb.	0 62 0 62

Fine Teas Firm

Winnipeg.
TEAS.—The primary markets have a firmer undertone while finer teas of good quality continue scarce at high prices. Good size stocks of low grade teas are still being offered in the London Tea market.

INDIA AND CEYLON—	
Pekoe Souchongs, first quality	0 43 0 50
Do., second quality	0 43 0 45
Pekoes, first quality	0 49 0 53
Do., second quality	0 38 0 42
Broken Pekoe, first quality	0 52 0 60
Broken Orange Pekoe, first qual.	0 58 0 63
Japan	0 52 0 70
JAVAS—	
Pekoe Souchongs	0 45 0 47
Pekoe	0 46 0 49
Broken Pekoe	0 47 0 50
Broken Orange Pekoe	0 48 0 51

Bananas Arriving Freely

Winnipeg.
FRUITS.—The demand for all kinds of fruit has been fairly steady due to increased demand at this season of the year. Bananas are arriving freely and are quoted at 15 cents per pound but after the first of the year lower prices are expected. Florida grape fruit, California lemons, navel and Japanese oranges are in good demand and are selling freely. Apples are in good demand and prices remain unchanged.

ORANGES—	
Naval, 176 and smaller, case	8 50 8 50
150s, per case	8 25 8 25
125s, per case	8 00 8 00
Lemons, California, per case	7 00 7 50
FLORIDA GRAPE FRUIT—	
64-72s, 80s and 96s, per case	8 00 8 00
54s, per case	7 00 7 00
Bananas, per lb.	0 15 0 15

PEARS—	
Winter Nelles, per case	5 50 5 50
B.C. Wagners, unwrap, per cs.	3 25 3 25
10 case lots, per case	3 15 3 15
McIntosh Reds, No. 1, per box	4 00 4 00
Wagners No. 1, per box	4 00 4 00
Delicious, No. 1, per box	5 25 5 25
Do. No. 2, per box	4 50 4 50
Ont. Snys, No. 1, per bbl.	9 50 9 50
Baldwins, No. 1, per bbl.	8 50 8 50

Vegetables Unchanged

Winnipeg.
VEGETABLES.—There has been no change in the price of vegetables during

the past week. Cranberries are in good demand for the Christmas trade and are quoted at \$17.00 per barrel. California head lettuce remains firm at \$7.50 per case. California cauliflower and tomatoes are very active and are offered at \$3.50 per case and \$6.00 per lug. Other lines of vegetables remain unchanged.

FIGHTING THE CHAIN STORE

Continued from Page 35

papers will publish such matter if it is presented logically and its importance thus brought out. Then the laboring man who reads it is shown that his dollar is getting back to old values and he will be ready to accept with good grace and equanimity the reduced wages that must surely come as part of the process of readjustment."

Will the chain store worry such a man? No. You will find no worry in his countenance. He is far too busy making money in his own business by his own intelligent methods and system to have time to worry about what in his case is a goblin!

Instead, he takes items in his stock on which prices have been reduced and fills one of his windows with them. Every item shown is priced "before and after" so the difference is apparent. Then he puts over the window a banner reading: "We knocked H— out of H. C. L." In the other window he has his meat items similarly priced and displayed. Over that window he has "Pre-war Meat Prices."

Are there any secrets about this story? Is there here any advantage that the chain store has over any lively, wakeful grocer? Where is there any "unfair competition" here? Unless it be unfair to the lazy, shiftless, sleepy merchant to be wakeful, industrious, orderly and intelligent, I can see no cause for complaint on anybody's part. Truth is, there is no use trying to help anybody who, given the means and the opportunity, will not help himself. But for self-helpers, there is a world of suggestion in this story.

The merchant who thus takes advantage of what happens his way, daily and hourly, is the one who furnishes to his trade sufficient reason why they should pay him the one to one and one-half cents more that he must get for his number five sieve peas than the chain store charges. And let us all remember that the consumer does not eat the label, but the contents of the can. The man who expects to get away with the trick of charging 25 cents for a can of number fours just because of the label, while the chain store is getting only 12 or 13 cents for similar intrinsic quality, is headed for disaster and has nobody to blame but his own ignorance or cupidity.

The immediate future will try the souls of merchants and only the fittest will survive. To be fit, be wakeful!

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 22.—The feature of this week's market is in butter, which dealers say is being marketed in more liberal quantities and at a more reasonable price than at any time during the last four or five years. Creamery butter is now quoted at 65 cents, dairy 55 to 58 cents and tub butter 53 to 55 cents per pound. The fruit market also showed a downward tendency, with the exception of lemons, which are quoted at \$6.50 to \$7.50. Oranges, both Florida and California, are selling at \$5.00 to \$6.50. Grapefruit declined to \$6.50 to \$7.50. A two-cent cut in bananas brings the price to 11 cents per pound. Malaga grapes sell at \$12.00 per keg. The only change in the grocery line is in sugar, which dropped 50 cents per hundred. Granulated is quoted at \$10.60 and yellow \$9.85. Poultry is coming in good quantities and offered at following prices: Turkey, 65 cents; geese, 60 to 65 cents; chickens, 65 cents; and fowl, 45 cents per pound.

Flour, No. 1 patents, bbls., Man.	13 35
Cornmeal, gran., bags	4 60
Do., ordinary	3 15
Rolled oats	10 00
Rice, Siam, per 100 lbs.	10 00 10 50
Tapioca, 100 lbs.	15 00 16 00
Molasses	1 00 1 05
Sugar—	
Standard, granulated	10 60
No. 1, yellow	9 85
Cheese, N.B.	0 29½ 0 30
Eggs, fresh, doz.	0 90 1 00
Do., east	0 75 0 80
Lard, pure, lb.	0 28 0 28½
Do., compound	0 19¼ 0 19½
American clear pork	51 00 53 00
Tomatoes, 2½s, standard, case.	4 20
Beef, corned, 1s	4 00 4 20
Breakfast bacon	0 40 0 45
Butter, creamery, per lb.	0 65
Do., dairy	0 55 0 58
Do., tub	0 53 0 55
Peaches, 2s, standard, case.	7 15 7 20
Corn, 2s, standard, case.	3 60
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case.	3 50
Potatoes, per bbl.	7 50
Lemons, case	6 50 7 50
Oranges, Florida	5 00 6 50
Do., California	5 00 6 50
Bananas, lb.	0 11
Grapefruit, case	6 50 7 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 22.—Decreases are noted on all pork products. Bacon and

hams are down two cents per pound. Pure lard is now quoted 28 cents. Butter, both creamery and dairy, is quoted two cents less. Sugar is down 50 cents per hundredweight. Granulated is now \$10.50 and yellow \$9.75. Molasses show a reduction of five cents, now quoted \$1.10 per gallon.

Flour, No. 1 patents, bbl.	14 50
Cornmeal, bags	3 50
Rolled oats, per bag	4 90
Rice, Siam, per 100 lbs.	9 50 12 50
Tapioca, 100 lbs.	13 00
Molasses (extra fancy Barbadoes)	1 10
Sugar, standard, granulated.	10 50
Do., No. 1, yellow	9 75
Cheese, Ont., twins	0 28
Eggs, fresh, doz.	0 85
Lard, compound	0 21½
Lard, pure, lb.	0 28
American clear pork, per bbl.	50 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 48
Hams, aver, 9-12 lbs.	0 41
Do., aver, 12-18 lbs.	0 41
Do., aver, 18-25 lbs.	0 38
Roll bacon	0 33
Butter, creamery, lb.	0 55
Do., dairy	0 45
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 80
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	1 92½
Strawberries, 2s, Ont., doz.	5 10
Oranges, all sizes	7 50 8 50
Grapefruit, Florida, case	6 50
Do., Jamaica	5 50
Apples—	
Kings	5 50 7 00
Pippins	4 50 6 00
Spys	5 50 7 00
Oats, per bush.	1 05

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 22.—Sugar has declined 50 cents per hundred. Lard is down ten cents per case. Cooked hams are one cent lower. Wagstaffe's and King-Beach jams are lower. California canned cherries, apricots and cherries are one dollar per case lower. Jello is 30 cents per case lower. Number one Japan rice is now quoted \$8.80 to \$9.50, and Siam \$8.00 to \$9.00. New-laid eggs are \$24.00 per case. Kootenashi beans are offered at \$6.35 to \$7.25.

Beans, B.C.	7 25 7 50
Rolled oats, 80s	3 25
Rice, Siam	8 00 9 00
Japan, No. 1	8 80 9 50
Tapioca	8 00 9 00
Sago	8 00 9 00
Sugar, pure cane, gran., cwt.	12 52
Cheese, No. 1, Ont., large	0 30 0 31
Alberta cheese, twins	0 30
Do., large	0 29½
Butter, creamery, lb.	0 58
Do., dairy, lb.	0 45 0 50
Lard, pure, 3s	15 90
Eggs, new laid, local, case	24 00
Do., storage, case	19 50 21 00
Tomatoes, 2½s, standard, case.	4 25 4 50
Wax and Green Beans, 2s, case.	4 60 4 85
Corn, 2s, case	3 85 4 40
Peas, 2s, standard, case.	4 35 4 60
New early June peas, case.	4 50

Strawberries, 2s, Ontario, case.	10 00 10 30
Raspberries, 2s, Ontario, case.	10 60 11 70
Gooseberries, 2s	11 80
Cherries, 2s, red, pitted	9 00 9 60
Apples evaporated 50s	0 15½ 0 17½
Do., 25s, lb.	0 16½ 0 18½
Peaches, evaporated, lb.	0 25 0 28
Do., canned, 2s	7 45 7 90
Prunes, 90-100s	0 10½ 0 11
Do., 70-80s	0 13½ 0 14½
Potatoes, local, ton	45 00
Walnuts, per lb.	0 30
Pecans, lb.	0 30

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 22.—Best quality eggs are now quoted 75 cents per dozen and the best quality butter 59 cents. Cheese is quoted 30 cents per pound. Sacked vegetables average \$2.00. Okanagan onions are \$1.75; California, \$3.50, and Spanish, \$9.00 per case. Hot-house tomatoes are quoted at \$4.50. Apples are unchanged. California grapefruit is \$5.00 per case. Lemons, \$5.00, and navel oranges, \$6.00 per case.

GROCER IS VICTIM OF A CONFIDENCE GAME

L. T. Carruthers, 1064 Yonge street, Toronto, recently filled an order for two dollars' worth of groceries, which were sent c.o.d. to an address on a nearby street. When the boy with the groceries was on his way he was met by the stranger who had ordered them and asked if he had change for a twenty dollar bill. The boy had not and went back to the store, where he secured the \$18 change. The stranger told him he worked in a garage across the way.

When the delivery boy returned the customer was again at the corner, took the \$18 change, and sent him along with the groceries to the address on Belmont street. When he arrived at the address given he found it was the Old Men's Home, and the stranger was not known there.

One pair of flies effectively swatted now will avert the possible plague of 324,000,000,000 potential descendants next summer, it is asserted on posters circulated by the Merchants' Association of New York city, which launched a winter fly-swatting campaign. Placards were distributed throughout the city urging a concerted drive on the pests before the New Year.



PRODUCE AND PROVISIONS

Saskatchewan Egg Act Is Amended

Producer Now, Along With the Dealer, Is Held Responsible for Keeping Off the Market Eggs Unfit for Human Food—Amendment Is Made in Recent Session of Legislature.

REGINA, Sask., Dec.— The efforts of Saskatchewan retailers to have the provincial Egg Marketing Act so amended as to compel producers to share with the country merchant the responsibility for keeping off the market eggs unfit for human food, were rewarded at the session of the Saskatchewan Legislature just ended.

The contentious section of the Act passed at the 1919-1920 session provided simply that "every person who receives eggs for sale on consignment from producers or purchases eggs from producers for sale at retail or wholesale, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food." The retailers contended that while the Act prohibited them from reselling eggs unfit for human food and compelled them to candle all eggs offered to them, there was no provision in it restraining producers from selling them such eggs, whenever the opportunity occurred.

Amendment Includes Producer

The amendment adopted at the recent session of the Legislature strikes out all the words after "him" in the section quoted, and substitutes the words "and no person shall buy for re-sale or sell eggs unfit for human food." The effect of this amendment will be to include the producer among those persons who are prohibited from selling spoiled eggs.

Under the Act, eggs unfit for human consumption are defined as eggs that are addled or mouldy; or that have adherent yolks or a bloody or green white or a black rot, a white rot or a blood ring, or that are incubated beyond the blood ring stage; or that consist in whole or in part of a filthy, decomposed or putrid substance. When eggs found by candling to be unfit for human food are stamped with a mark capable of identifying them as the property of the producer who offers them for sale, they must be re-

canded in his presence, should he so desire.

A Proper Place for Candling

The Act requires all persons receiving eggs for re-sale to maintain suitable places for candling them and to keep such candling records as the Minister of Agriculture may prescribe. A card bearing the word "Saskatchewan" and giving the license number of the person for whom the eggs were candled and the name or initial or other distinguishing mark of the person by whom they were candled and the date of candling. The Act prohibits any person not the holder of a valid and subsisting license from the Minister of Agriculture from receiving or buying eggs from producers on consignment or for re-sale, except those retailers who do not buy direct from producers and do not sell in lots greater than one case. A penalty ranging from \$5 to \$50 is fixed in the Act for offences against any of its provisions.

The Act came into force on the first day of June, 1920, and may be said to have worked out very satisfactorily. Considerable pains were taken by the Department of Agriculture to educate the producer and purchaser alike to an understanding of the law. A special bulletin on egg candling methods was published and widely distributed. As soon as those who bought direct from the producers became accustomed to candling there was little trouble in administering the Act. A few convictions in the days immediately following the coming into force of the law appear to have accelerated their adoption of the inevitable.

Has Raised the Egg Standard

There are no figures yet available to show the amount saved through the operation of the Act, as it has been in force scarcely over six months. That it has already had the effect of raising the standard of Saskatchewan eggs on the market is admitted. The value of

the eggs produced annually in the province is many millions of dollars and in the past the loss has been heavy. Candling receipts at wholesale houses showed losses from 2 to 15 per cent., depending on the season of the year.

When Saskatchewan's egg basket began to overflow her domestic needs and a market had to be sought for the surplus, she had to compete with outside eggs produced and marketed according to certain established standards. The Egg Marketing Act was an effort to enable her to meet this competition successfully.

MICHIGAN HAS A BIG SURPLUS OF POTATOES

Traverse City, Mich.—Potato buyers here estimate that northern Michigan warehouses hold one million bushels of potatoes, for which the growers are demanding one dollar per bushel.

They are being offered sixty cents. Some of the buyers are predicting a recurrence next spring of the experience of 1914, when hundreds of thousands of bushels of potatoes were dumped.

Complaint is heard against competition with Canadian growers, which they declare is unfair, owing to the short haul across the border at Detroit and the duty free privilege.

BRITAIN QUOTES LOWER PRICE ON CANADIAN BUTTER

Montreal, Dec. — James Alexander, Limited, buyers of dairy produce for the British Commission, announce the receipt of a cable from the minister of food, London, to the effect that the fixed prices on Canadian creamery butter bought by the commission would be reduced to 47 cents, as compared with 49 cents a pound now being paid. The price is for No. 1 grass butter.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 22.—The feature of the provision market this week is the decline of one half cent per pound on granulated sugar. The general quotation is now \$10.50. Molasses is also reduced 5 cents per gallon. There has been an excellent demand for nuts this year on account of the lower prices, and towards the end of the season the demand for filberts has caused a jump of 2 cents per pound. Ground cloves have been advanced 5 cents per pound. There is no change in the quotations on canned goods. Coffee is still on the decline and the tea market does not show any more strength. The exchange rate, which is very high at the present time, will affect the prices on imported fruit and on vegetables that are imported from the United States at this season. Potatoes are a little easier in price on this market owing to the big supplies that have been brought to the market for the Christmas trade. There is a big drop in the price of cotton twine and also on wax candles. Oil cake is reduced in price and there is a reduction of 4½ cents per pound on flax seed for medicinal purposes.

Fresh Meat Unchanged

Montreal.
FRESH MEAT.—A firmer feeling in the hog market is evident this week, with an advance of ¼ cent a pound in live hogs, making the price in Montreal from 16¼ cents to 16½ cents per pound for the week. The demand for hog products this week was relatively light on account of the three days' fast in the previous week. A much more active business was experienced in the early part of this week. Loins and shoulders of pork are possibly in the biggest demand and are quoted at 35 cents a pound for loins and 27 cents for shoulders. There is no change of note in the beef market, there being a very good demand early this week with every prospect for an acceleration of business towards the Christmas holidays. Quotations are unchanged.

FRESH MEATS

Hogs, live (selected)	0 16¼	0 16½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 23	0 29
Fresh Pork—		
Legs of pork (foot on)	0 33	
Loins (trimmed)	0 35	0 38
Bone trimmings	0 28	0 28
Trimmed shoulders	0 28	0 29
Untrimmed	0 26½	0 25
Pork sausage (pure)	0 25	
Farmer sausage	0 20	
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		
(Cows)		(Steers)
\$0 16 \$0 23 —Hind quarters	\$0 18	\$0 26
0 10 0 14 ..Front quarters	0 10	0 16
0 24 0 34 .....Loins	0 30	0 42
0 16 0 26 .....Ribs	0 16	0 30
0 10 0 13 .....Chucks	0 10	0 15
0 0 0 20 .....Hips	0 22	
Calves (as to grade)	0 18	0 30

Barrelled Meats Firm

Montreal.
BARRELLED MEAT.—There is no change in barrelled meat. The firm tone of the pork market lends strength to barrelled pork.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40	pieces	56 00
Clear fat backs (bbl.), 40-50	pieces	48 50
Heavy mess pork (bbl.)		38 50
Plate Beef		25 00
Mess Beef		23 00

Smoked Meats in Demand

Montreal.
SMOKED MEATS.—A very good demand is experienced for smoked meats. There is no change in the quotations on any of the lines of bacon or cooked ham. As far as the primary market is concerned business is rather quiet this week, but there is a very good movement reported in a retail way.

BACON—

Breakfast, best	0 37	0 44
Smoked Breakfast	0 43	0 45
Cottage Rolls	0 36	
Picnic Hams	0 30	
Wiltshire	0 43	0 46½

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 38	
Do., 14-20	0 38	
Do., 20-25	0 32	
Do., 25-35	0 29	
Over 35 lbs.	0 28	

No Change in Cooked Meats

Montreal.
COOKED MEATS.—The demand for cooked meats is not large at this season but dealers report a very fair movement. There are no changes to be reported this week.

Jellied pork tongues	0 40
Jellied pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 33
Hams, cooked	0 61
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 63
Head Cheese, 1-lb. molds, per doz.	2 00
Do., 6-lb. tins, per lb.	0 16
Do., 25-lb. pails, per lb.	0 15

Easier Prices on Butter

Montreal.
BUTTER.—The general tone of the butter market is towards a weakness with the result that nominal prices are

quoted at from 50 cents to 53 cents per pound, wholesale. This is accounted for by some dealers in the fact that the British Commission have altered their schedule of prices so that the export demand is quoting lower prices than have been current. This, it is claimed will result in keeping more butter for domestic trade, and so cause weaker prices which will result in lower quotations to the consumer. This theory is working out insofar as there is a weaker feeling to the butter market this week.

Lard Prices More Stable

Montreal.
LARD.—There is no change in the lard market this week. The demand is only fair in a wholesale way but with the stronger feeling in hogs, the lard quotations have more stability.

LARD—

Tierces, 360 lbs.	0 23½	0 25
Tubs, 60 lbs., per lb.	0 24	0 25½
Pails, 20 lbs.	0 24½	0 25½
Bricks	0 27	0 28

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market follows closely the tendencies on lard and remains unchanged this week.

SHORTENING—

Tierces, 400 lbs., per lb.	0 19½
Tubs, 60 lbs., per lb.	0 20
Pails, 20 lbs., per lb.	0 20½
Bricks, 1 lb., per lb.	0 22

Fresh Eggs Reach \$1

Montreal.

FRESH EGGS.—It is reported that there is a scarcity of strictly fresh eggs in the country surrounding Montreal and as a result receipts in the city during the past few days have dropped considerably. It is not expected that there will be any relief to this scarcity until well into January. As a result prices for strictly new-laid stocks are very strong, and during the week prices have been raised to as high as \$1.00 per dozen. All grades of eggs of the better quality are in active demand and a good business has been passing during the week. As a result the quotations on eggs are very firm and tend to be even higher.

EGGS—

Strictly fresh	0 96	1 00
Selects	0 72	
No. 1	0 64	0 66
No. 2	0 52	0 60

BUTTER—

Creamery prints, qual., new	0 52	0 54
Do., solids, quality, new	0 50	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	0 49	

Cheese Market is Firm

Montreal.

CHEESE.—There is no change in the quotations on cheese for domestic trade this week. Receipts are reported to have dropped considerably below those of a year ago and the export demand is well absorbing what is offered.

CHEESE—

New, large, per lb.	0 27
Twins, per lb.	0 27
Triplets, per lb.	0 27
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 33
Quebec	0 27

Turkeys and Geese Higher

Montreal.
POULTRY.—A feature of the week's trading in poultry has been the buying of local turkeys for American account. With the premium on New York funds up to 17 cents and 18 cents, a turkey selling here at 55 cents per pound would cost the American buyer in the region of 45 cents per pound. This results here in the advance in the price of turkey to around 60 cents per pound wholesale, although the majority of dealers are still quoting 53 cents to 56 cents for choice birds and from 51 cents to 52 cents for good quality turkeys. There is a tendency towards higher prices in geese, but in the remainder of poultry prices no change has been reported. Business, as might be expected, is very good in poultry this week, and good supplies of poultry are arriving from the country daily.

POULTRY—

Turkeys, per lb.	0 50	0 60
Chickens	0 32	0 35
Fowl	0 25	0 33
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 26	0 32

Higher Prices on Oysters

Montreal.
FRESH FISH.— There is no change this week in the quotations made on fresh or frozen fish. During the Christmas week the fish business is rather quiet but during the last week there have been three fast days, which stimulated the fish business considerably. Supplies of fresh halibut, haddock and cod are arriving which are ample to meet the demand which has been very good indeed. The higher rate of exchange between Canada and the United States, coupled with the fact that oysters are generally dearer during the Christmas season has resulted in an advance in quotations on bulk oysters amounting to 25 cents on the No. 1 standard.

FRESH FISH

Haddock	0 08
Steak cod	0 10
Market cod	0 07
Flounders	0 19
Live Lobsters	0 60
Halibut, med.	0 24
Do., chicken	0 17
Fresh eels, per lb.	0 15
Fresh herrings, each	0 07
Doree	0 20
Fresh Herrings	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 23	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	0 14	0 14
Market Cod	0 06	0 06 1/2
Sea Herrings	0 06	0 07
Salmon dr., Spring	0 23	0 23
Salmon, Cohoes, round	0 20	0 20
Salmon, Qualla, hd. and dd.	0 11	0 11
Whitefish	0 21	0 21

SALTED FISH

Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20

SMOKED

Finnan Haddie, 15-lb. box	0 14
Filleta, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per box	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 35

BULK OYSTERS

Standard, No. 1	3 25
Do., No. 3, can	3 50
Selects, No. 1, can	3 75
Selects, No. 3, can	11 00
Jars, 1 doz. box	6 50
Do., 2 doz. box	12 50

ONTARIO MARKETS

TORONTO, Dec. 22.—There are few changes in the produce and provision markets. Business in the butter market is quiet with storage stocks being drawn on for immediate consumption. Some New Zealand butter has arrived and is cut into prints for local trade. The cheese market is dull. Eggs are holding firm, with new lays still very scarce, but it is the general opinion that the turn of the new year will see an improvement in receipts. The hog market is firmer under light shipments. Fresh pork loins are down one cent per pound, but other fresh meat cuts are unchanged. Cured meats and shortening are unchanged, but lard shows a reduction of one cent per pound. Shipments of poultry are larger with quotations on turkeys, ducks and geese advanced.

Hog Market Firmer

Toronto.
FRESH MEATS.— The hog market developed a firmer tone during the week with prices up 75 cents per hundred-weight. The receipts of hogs at the Union Stock Yards were very light, which accounted for the firmness of the market. Fresh pork loins are down one cent, bringing the price to 39 1/2 cents per pound. All other cuts are unchanged.

Hogs—

Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	16 00	16 25
Live, fed and watered, per cwt.	15 75	16 00
Live, f.o.b., per cwt.	14 75	15 00

Fresh Pork—

Legs of pork, up to 18 lbs.	0 28 1/2
Loins of pork, lb.	0 39 1/2
Fresh hams, lb.	0 30 1/2
Tenderloins, lb.	0 63
Spare ribs, lb.	0 21
Picnics, lb.	0 23
New York shoulders, lb.	0 26 1/2
Montreal shoulders, lb.	0 26 1/2

Fresh Beef—from Steers and Heifers

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 24
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22

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

Calves, lb.	0 18	0 22
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Smoked Meats Unchanged

Toronto.
PROVISIONS.— There are no price changes on cured meats. The market is steady under the recent firmness in the hog market.

Hams—

Small, to 12 lbs.	0 38
Medium, 12 to 30 lbs.	0 36
Large, 20 to 35 lbs. each, lb.	0 31
Heavy, 35 lbs. and upwards	0 28

Bacon—

Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.	0 67	

Bacon—

Breakfast, ordinary, per lb.	0 44
Breakfast, special trim	0 57
Roll, per lb.	0 28 1/2
Wiltshire (smoked sides), lb.	0 36 1/2
Do., three-quarter cut	0 40 1/2
Do., middle	0 42 1/2

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 29
Do., av. 80-90 lbs.	0 26
Clear bellies, 15-30 lbs.	0 31 1/2
Fat backs, 10-12 lbs.	0 23

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess Pork, 200 lbs.	38 00
Short cut, backs, 200 lbs.	53 00

Pickled rolls, bbl. 200 lbs.—

Lightweight	58 00
Heavy	55 00

Above prices subject to daily fluctuations of the market.

Cooked Meats More Active

Toronto.
COOKED MEATS.— The Christmas season has brought a better demand for cooked meats, but otherwise there is nothing of interest to report. The market is steady and quotations unchanged.

Boiled hams, lb.	0 56	0 60
Boiled shoulders	0 47	0 49
Head cheese, 6s, lb.	0 17	0 17
Choice jellied ox tongue, lb.	0 63	0 63
Jellied calves tongue	0 56	0 56
Large bologna, lb.	0 17	0 18

Above prices subject to daily fluctuations of the market.

Eggs Hold Firm

Toronto.
EGGS.— New laid eggs continue scarce, but it is felt that an improvement will be shown very soon as the open winter has had a tendency to make pullets start laying earlier than usual. Storage eggs have been drawn on very heavily, and it is altogether likely that supplies will be cleaned up earlier in the season than usual. United States eggs continue to arrive for local consumption. Quotations are unchanged.

EGGS—	0 78
Selects	0 78
No. 1	0 70
Extra selects in cartons	0 80

Prices shown are subject to daily fluctuations of the market.

Butter Market Quiet

Toronto.
BUTTER.— The butter market is quiet and unchanged. Some New Zealand butter has arrived and is being cut into prints for local consumption.

BUTTER—	0 50	0 56
Creamery prints	0 50	0 56

Cheese Market Dull

Toronto.
CHEESE.— There is no change in cheese. Quotations are steady at 26 cents per pound.

CHEESE—	0 26
Large, per lb.	0 26
Twins, 1c higher than large cheese. Triplets, 1 1/2c higher than large cheese.	0 26

Lard Down One Cent

Toronto.
LARD.— Lard quotations are again reduced one cent per pound, bringing the price of one pound prints to 27 cents and on the tierce basis 23 cents per pound.

LARD—	0 21
1-lb. prints	0 21
Tierces, 400 lbs.	0 23
In 80-lb. tubs, 1/2 cent higher than tierces, pails 3/4 cent higher than tierces, and 1-lb. prints, 2c.	0 23

Shortening Unchanged

Toronto.

SHORTENING.—The shortening market is unchanged under the recent reductions.

SHORTENING—

1-lb. prints	0 27
Tierces, 400 lbs.	0 17
In 60-lb. tubs	½ cent higher than tierces, and in
20-lb. pails	¼ cent higher than tierces.

Oysters in Active Demand

Toronto.

FISH.—The Christmas season has brought a better demand for oysters than at any other time this season. Quotations are holding steady to firm. Smelts continue very scarce, one small shipment arrived during the week, but these were soon picked up and dealers have no further shipments in sight at present. Smoked haddies are holding steady at 12 to 13 cents per pound and fillets at 18 cents. Fresh sea and frozen fish are arriving freely and quotations are well maintained.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.		0 09
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12

Oysters—		
No. 1 tins	4 20	
No. 3 tins	12 30	
No. 5 tins	20 09	
Glass jars, doz.	6 50	
Shell Oysters—		
600 count, per bbl.	20 06	
800 count, per bbl.	18 00	

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	0 08	0 08
Do., headless and dressed	0 09	0 09
Salmon, Cohoe	0 23	0 23
Do., Red Spring	0 28	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 12	0 13
Fillets, lb.		0 18
Kippars, box	2 25	2 75
Bloaters		3 00
Boneless Digbys, box		2 00
Bundles, Digby		1 20
Ciscoes, lbs.		0 22
Salmon Snacks, lb.		0 24

PICKLED FISH

Labrador Herrings, kegs, 100 lbs.	6 50
Do., bbl., 20 0lbs.	12 00
Do., pails, 20 lbs.	2 25
Salt Mackerel, 20-lb. kit.	3 25
Holland Herrings, Milchers	1 35
Do., mixed	1 25

Turkeys 58 Cents Per Pound

Toronto.

POULTRY.—Turkeys are arriving in heavier shipments this week, but not as heavy as expected. Quotations on turkeys are higher, and they are now quoted to the retail trade at 58 cents per pound. Ducks and geese are also higher.

Prices paid by commission men at Toronto:	Dressed	
	Live	Dressed
Turkeys	\$0 50	\$0 58
Roosters	0 18	0 21
Fowl, over 5 lbs.	0 27	0 30
Fowl, 4 to 5 lbs.	0 23	0 26
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 30	0 32
Guinea hens, pair.	1 25	1 50
Spring chickens, live	0 22	0 27
Geese	0 22	0 30
Prices quoted to retail trade—		
Turkeys		Dressed 0 58
Geese	0 32	0 35
Hens, heavy		0 30
Do., light	0 26	0 33
Chickens, spring	0 32	0 35
Duckling	0 32	0 35

WINNIPEG MARKETS

WINNIPEG, Dec. 22.—The hog market during the week has remained fairly steady. Choice veal, mutton and lamb are in good demand. Bacon is reported very scarce, while smoked hams show no change in price. Cooked meats have been fairly active. Creamery butter declined one cent per pound and is now quoted at 58 cents. Lard also has shown a decline and is now quoted at 26½ cents, tierce basis. Eggs are firm with a tendency for higher prices. Fish and poultry are arriving freely and quotations remain unchanged. Both wholesalers and retailers report that the Christmas trade has been exceptionally good.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market has been very steady with no change in prices. Choice veal is in good demand and quality veal calves are being quoted from \$7.00 to \$8.00. The sheep and lamb market has been very active with large arrivals. Lamb is quoted at \$12.00 to \$12.25 per hundredweight, while mutton is quoted from \$7.00 to \$8.00. Beef remains steady with no change in prices.

Hogs—

Selected, live, cwt.	13 75	14 00
Heavies		10 75
Light		12 25
Sows		6 75

Fresh Pork—

Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs		0 23½
Loin of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.		0 25
Shoulders	0 22	0 25½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 18
Whole carcass, good grade, lb.	0 10	0 18

Mutton—

Choice, lb.	0 16
Choice long hinds (leg and loin)	0 25
Choice Stews	0 11

Lambs—

Choice, 30-45 lbs.	0 24
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Veal—

Good veal, 40 to 80 lbs., hind quarters	0 22
Carcass	0 16

Bacon Supplies Scarce

Winnipeg.

PROVISIONS.—There is a noted scarcity of good quality back bacon. There is no change in the price of smoked hams this week.

Ham—

8 to 16 lbs., per lb.	0 42
16 to 20 lbs., per lb.	0 39½
Boneless, 8-16 lbs., lb.	0 45½
Skinned, 14-18 lbs., lb.	0 42
Skinned, 18-22 lbs., lb.	0 41

Bacon—

Sliced, 6 to 10 lbs., lb.	0 63½
Cottage Rolls, boneless	0 39
Bellies, 6-10 lbs., lb.	0 45
Do., 10-14 lbs., lb.	0 46½
Do., 14-16 lbs., lb.	0 45½

Cooked Meats Active

Winnipeg.

COOKED MEATS.—Cooked meats are reported fairly active since the decline in prices last week. Best quality skinned ham is quoted from 55 1-2 to 58 1-2 cents per pound. Jellied ox and pork tongues are in good demand and prices remain unchanged.

Hams—

Best quality, skinned, 8-13 lbs.	0 58½
Do., 13-16 lbs.	0 55½
Roast Ham, lb.	0 60½
Roast Shoulders, lb.	0 78½
Head Cheese, 1-lb. tins	0 22
Jellied Ox Tongues, lb.	0 68
Pork Tongues	0 61½
Luncheon Cooked Meats, lb.	0 30

Butter Declines One Cent

Winnipeg.

BUTTER.—Creamery butter declined one cent per pound and is now quoted at 58 cents per pound. No change in dairy butter situation.

BUTTER—

Creamery, best table grade	0 58
Dairy, best table grade	0 45 0 50
Margarine	0 37 0 39

Lard Declines

Winnipeg.

LARD.—There has been a drop in the price of lard of 2 cents per pound during the week, now quoted at 26 1-2 cents per pound on the tierce basis. There is no change in the price of shortening.

Pure Lard, No. 1, quality, per lb. (in tierces of 400 pounds.)	0 26½
Do., wooden pails, 20-lb. pails	5 70
Shortening, wooden pails, 20-lb. pails per pail	4 30
Shortening, tierces of 400 lbs., per lb.	0 19

Egg Market Firm

Winnipeg.

EGGS.—The egg market continues firm and the new laid eggs arriving are quoted at 80 to 85 cents per dozen. Selected eggs from cold storage are still quoted at 70 cents per dozen with candled at 63 cents per dozen. An advance is expected at an early date.

Cheese Unchanged

Winnipeg.

CHEESE.—There has been no change in the cheese situation and prices remain unchanged.

CHEESE—

Ont., large, lb.	0 28
Ont., Twins, lb.	0 29
Ont., Triplets, lb.	0 29½
Man. cheese, large, lb.	0 27

Poultry in Good Demand

Winnipeg.

POULTRY.—The demand for turkeys, ducks and geese has been exceptionally good during the Christmas season. Chickens also are in good demand and prices remain unchanged.

POULTRY

	Per lb.
D.P. Broilers, 2½ lbs. and under	0 35
D.P. Chickens, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
C.D. Fowl, 3½ lbs. and under	0 29
Do., 3½ lbs. and over	0 31
Turkeys, mixed weights	0 47
Choice Geese	0 35

Oysters in Good Demand

Winnipeg.

FISH.—The demand for oysters for the Christmas trade has been very active and they are quoted at \$4.25 per imperial measure. All other lines of fresh frozen fish are in active demand and prices remain unchanged.



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Season's Greetings

AS THE year turns again to the Christmas-tide, and, with it, our minds to thoughts of cheerfulness and goodwill, we like to think of all those scattered friends of ours--serving the public all over this country--as gathered together to exchange the congratulations and greetings of another year.

We hope that the wishes for a truly happy Christmas and a New Year of continued joy and prosperity, which we so sincerely extend to you, may be accepted as the token of friendship between men who have found their relations to one another of mutual benefit and satisfaction.

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G. T. ARMSTRONG & SONS,
Sherbrooke, Que.

You could obtain this from the Fletcher Manufacturing Company, Toronto, Ont., or Kingery Manufacturing Co., 420 N. Pearl St., Cincinnati, Ohio.

LICENSE FOR CONFECTIONERY

The only goods I handle subject to luxury tax is confectionery, which is charged on invoice from manufacturers. Must I buy a license?

MR. J. W. THOMPSON,
Elm Tree, Ont.

It is not necessary for you to have a license to handle confectionery unless you manufacture confectionery yourself. If this is the case you would have to take out a manufacturer's license, which amounts anywhere from \$2.50 to \$5.

The tax charged on your invoices from manufacturers is a sales tax.

WHERE TO BUY OATS, CORN MEAL, BEANS AND BARLEY.

Would you be so kind as to tell us the best people to buy Western oats by the carload, corn meal, hand-picked beans and barley?

MR. F. F. GAUDET,
St. Joseph, N. B.

For Western oats and barley we refer you to W. J. Baker, Canadian Feed Mfg. Co., Toronto, Ont.; Corn Meal, Chisholm Milling Co., Toronto, Ont.; White Swan Spices & Cereal Co., Toronto, Ont. Hand picked beans, W. H. Millman & Sons, Toronto, Ont.

ADDRESS WANTED

In last Enquiry page of Canadian Grocer, address of McGuire, Patterson & Palmer, head office Montreal, was asked for.

This firm has been located at 343 Dorchester Street, West.

STAMPS ON PATENT MEDICINES

Are stamps still to be stuck on patent medicine containers? What articles are taxable under the new luxury tax regulations for which one has to take out a license?

MR. WM. E. HARBOUR,
Sandy Beach Centre Co.,
Gaspé, Que.

Regarding stamps on patent medicine

containers. This is necessary on external remedies only. All articles taxable under the new luxury tax you will find in Canadian Grocer issue of July 2/20. Copy of this has been mailed, also copy of July 9th, in which there is an article on labeling food and drugs.

BOOK ON SHOW CARD WRITING

Please tell me where I can get a good book on show card writing.

MR. J. G. QUACKENBUSH,
Smiths Falls, Ont.

There is a booklet published by the Thompson School of Lettering, Pontiac, Mich., the cost is \$1. You could also get a course by mail from the Shaw Correspondence School, Toronto, Ont.

TURKEYS AND GEESE FOR CHRISTMAS

Will you please let us know where we could get turkeys and geese for Christmas?

MESSRS. VIVILLE & FILS,
Sturgeon Falls, Ont.

Answer—C. A. Mann, London, Ont. M. Mallon, Jarvis St., Toronto, Ont.; The Swift Canadian Co., West Toronto, Ont.

ANOTHER PIN MANUFACTURER

In a recent issue of Canadian Grocer an enquiry appeared for pin manufacturers. Names of American Pin Co., Waterbury, Conn.; National Pin Co., 20 Stanton Ave., Detroit, Mich., were given. In addition to these is the De Long Hook & Eye Co., of Canada, St. Mary's, Ont., who manufacture all kinds of pins, hooks and eyes, dome fasteners, etc.

LOYAL ORANGE LODGE REGALIA

Will you kindly tell us where we could purchase Loyal Orange regalia?

THE HODGE BROTHERS,
Foillingate, Newfoundland.

Answer—You could purchase Loyal Orange Association regalia from Ambrose Kent & Sons, 156 Yonge St., Toronto, Ont.

JUTE BAGS

Will you kindly advise where we can purchase new and second hand jute bags?

MESSRS. H. M. LAKE & SONS,
Box 43, Gooderham, Ont.

Answer—The Canadian Bag Co., Ltd., 100 Paton Rd., Toronto, (factories in Montreal and Winnipeg); Consumers Bag Co., 301 Euclid Ave., Toronto; Woods Manufacturing Co., 410 Logan Ave., Toronto; Bennis Bros. Bag Co., Winnipeg, Man.; Smart Bag Co., Montreal, Que.; (Second hand), The Bag Metal Co., 428 Richmond St. W., Toronto; J. Krasnon, 530 Front St. W., Toronto.

SIGNS AND PRICE TICKETS

Where can I purchase an outfit for printing signs and price tickets?

J. E. CARY,
P. O. Box 214,
Beaverton, Ont.

Answer—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Toronto Stamp & Stencil Works, Toronto, Ont.; Artists' Supply Co., 77 York St., Toronto, Ont.; Art Metropole, 14 Temperance St., Toronto, Ont.; A. Ramsay & Son, Montreal, Que.; Reliance Ink Co., Winnipeg, Man.

MACHINE FOR CIRCULAR LETTERS

I want to get a machine for writing circular letters and price lists. Would prefer to buy a second hand one in good order.

SUBSCRIBER.

Answer—Multigraph Sales Co., 88 Bay St., Toronto, Ont.; Business Machines Co., Ltd., Adelaide St. W., Toronto, Ont.

SCALES

Where could I buy a pair of honest weight scales?

MR. A. E. AMEY,
Verona, Ont.

Answer—We refer you to the Swift Canadian Co., West Toronto, Ont. Some time ago they were advertising scales of this kind. Scale manufacturers are: The Dayton Scale & Slicer Co., Toronto, Ont.; The Canada Scale & Slicer Co., Toronto, Ont.; The Canada Scale & Slicer Co., Bowmanville, Ont.; The Brantford Scale and Slicer Co., Brantford, Ont.; The Toledo Scale Co., Yonge St., Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address

.....

.....

We now Book orders for Xmas Clear Toys.
Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd.
Halifax, N.S.

Chadwick & Co.
Toronto, Ont.

L. Edward Whittaker
St. John, N.B.

H. H. Beer
Summerside, P.E.I.

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack)
Canned Salmon in Sockeye, Cohoe, and
other brands.
Also all pickled and frozen Trout and
Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

**Books of Interest
to Grocers**

Grocery:

Grocers' Encyclopedia\$10.50

Card Writing:

Flowers, Scrolls and
Fancy Borders 1.00

Accounting and Bookkeeping:

Estimating 1.00
Brown's Ship Accounts.... .75
Cost Accounting Path-
finder50
Ropp's Calculator35
Costs Accounting 5.00

TECHNICAL BOOK DEPT.

The MacLean Publishing Co.
153 University Ave., Toronto

BUYING A PIG IN A POKE

The buying of advertising space used to be buying "a pig in a poke." The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon "mere claims." The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying "a pig in a poke." Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

Sincerely wishing you a
Merry Christmas
And a Bright and
Prosperous New Year.



D. HATTON CO., LTD., MONTREAL

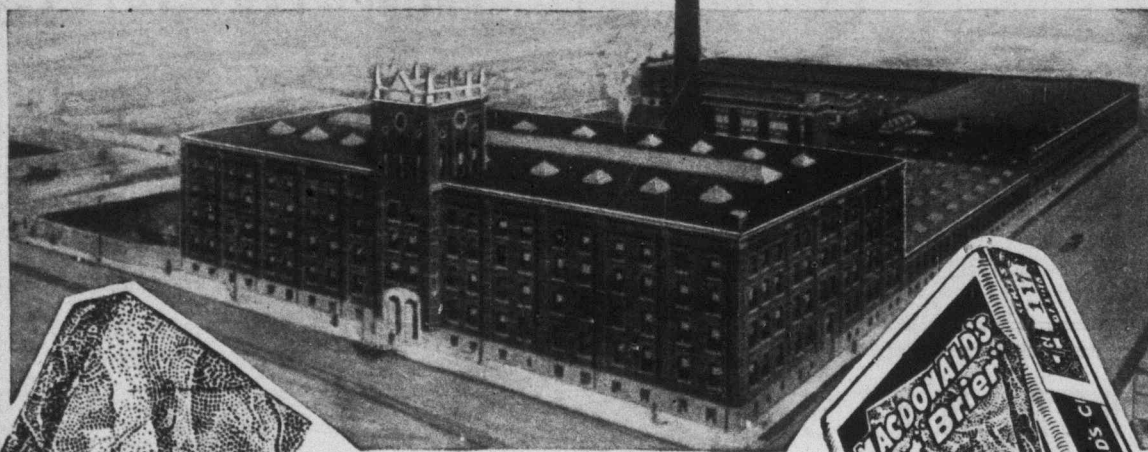
*Give this Sales-maker
a "front seat"*



Every day more of your customers are discovering that they need Gold Dust. That's because of the advertising. You can sell each of these women if they see Gold Dust on your shelves.

Gold Dust has a quick turnover, good margin of profit, and it's "Made in Canada."

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL



More for the Money

It is not surprising that retailers push MACDONALD'S, as—

They cannot sell their customers any other tobacco that compares in either quality or value.

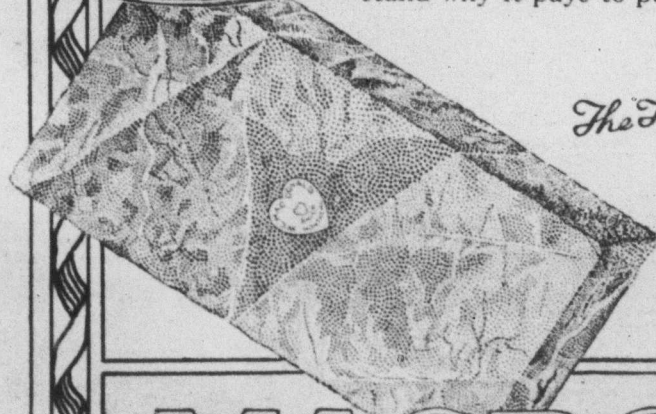
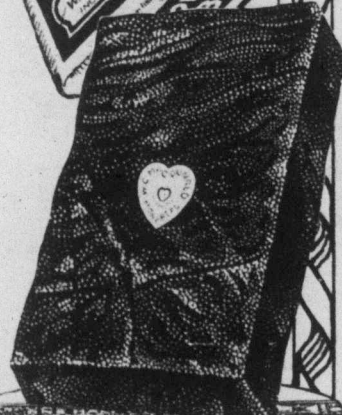
They make an extra profit of from 60 to 80 cents on the over-run from each 10-pound caddy--besides the regular margin of from 2 to 21 cents per plug.

These two features alone make Macdonald's an exceptionally fine selling proposition; and when you consider that more men use Macdonald's than any other tobacco in Canada, that the tobacco sells itself, and the demand is rapidly increasing, you can readily understand why it pays to push it.

The Tobacco with a heart



MACDONALD'S



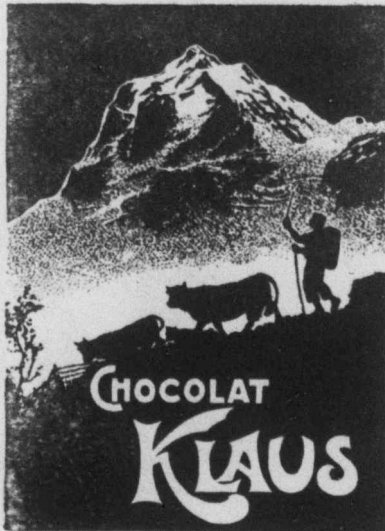
ON SPOT
PRUNES 25s
and
50s

FINEST NEW CALIFORNIA
AT VERY ATTRACTIVE PRICES

W. H. Millman & Sons
GROCERY BROKERS, TORONTO

KLAUS
GENUINE

Swiss Milk Chocolate



The
Purest
and
Best

100
Different
Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct **ANDREW PATTISON**
from 248 ST. JAMES ST. - MONTREAL

WHEN WRITING TO
ADVERTISERS
PLEASE MENTION
CANADIAN GROCER

**QUOTATIONS FOR
PROPRIETARY ARTICLES**

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

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

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	\$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	\$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	\$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3/4 lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	\$0 09 3/4
100-lb. kegs, No. 1, white	0 10 1/4
200-lb. bbls., No. 1, white	0 10 1/4
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11 3/4
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70
Culinary Starch	
4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13
(20-lb. boxes 1/4c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11 1/2
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10

40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20 lb. boxes 1/4c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	\$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, 1/2 doz. in case	6 55
20-lb. tins, 1/4 doz. in case	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08 1/4

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	\$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, 1/2 doz. in case	5 95
(5, 10 and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	\$1 80
--	--------

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley— Doz.	
1-lb.	.....
1/2-lb.	.....
Robinson's Patent Groats—	
1-lb.	.....
1/2-lb.	.....

CANADIAN MILK PRODUCTS,
LIMITED

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12 50
16 oz. tins, 2 doz. per case	11 50
10 lb. tins, 6 tins per case	25 00

COLMAN'S OR KEEN'S
MUSTARD

Per doz. tins	
D.S.K., 1/4 lb.	.....
D.S.F., 1/2 lb.	.....
D.C.F., 1 lb.	.....
F.D., 1/4 lb.	.....

Per jar

Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Doz.	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	\$1 25
White Cleaner (liquid)	\$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF
CANADA, LIMITED

Black Watch, 10s, lb.	\$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1 86
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

with a full appreciation
of the many favors which
you have extended to us
during the past year,
when conditions have often
been exacting and trying
in the extreme.

We beg you to take on
our very best wishes for
a happy Christmas

H. P. Eckhardt & Co.



The **CROWN** Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

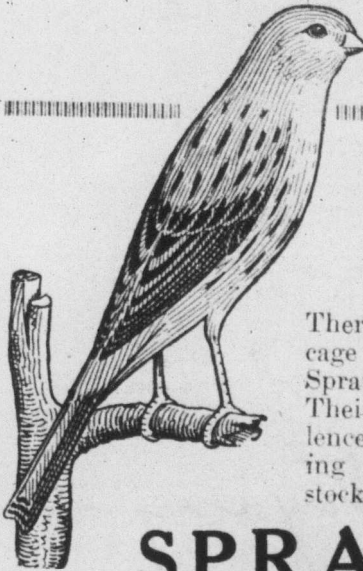
BRAND

CROWN BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE

Ridgetown, Ont.



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver and

HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St. LONDON, E.C. 3, ENGLAND



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc. Wellington Mills, London, S.E.1. Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

THE COWAN CO., LTD., Sterling Road, Toronto, Ont. **COCOA AND CHOCOLATE COCOA**

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$6 25
Perfection, 1/4-lb. tins, doz.	1 70
Perfection, 1/2-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box.	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box.	2 00

SWEET CHOCOLATE

Eagle Chocolate, 1/4s, 6-lb. boxes	0 50
Eagle Chocolate, 1/4s, 6-lb. boxes, 25 boxes in case	0 33
Diamond Chocolate, 1/4s, 5 and 10-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 1/4s, 5 and 10-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Ruds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Trifles, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
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 box	2 35
Nut Milk Chocolate, 1/4s, wrapped 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs. unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, per lb.	0 47
Nut Milk Chocolates, 5s. squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Ruds, fancy 1 lb., 1/2 doz. i. box, per doz.	6 25
Maple Ruds, fancy, 1/2 lb., 1 doz. in box, per doz.	3 35

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIES, Ltd. 14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	\$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1 1/2 lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL "FOREST CREAM" MAPLE SYRUP

36-10 oz. bottles	\$ 7 15
24-16 oz. bottles	6 75
12-22 oz. bottles	6 40
24-12 oz. tins	8 20
6-160 oz. tins	11 40
1-5 gal. tin, crated	10 90
In barrel, per gal.	3 70
FOREST CREAM PURE SUGAR SYRUP	
36-10 oz. bottles	\$ 8 40
24-16 oz. bottles	8 20
12-22 oz. bottles	7 50
24-12 oz. tins	11 00
6-160 oz. tins	15 50
1-5 gal. tin, crated	16 00
In barrel, per gal.	2 80
FOREST CREAM MAPLE BUTTER	
Reputed 1 lb. tins, 24 in case	\$ 4 80
2 1/2 lb. tins, 24 in case	12 40
5 lb. tins, 12 in case	12 00
30 lb. pails	5 30
2-30 lbs. pails, crated	11 15
In barrel, per lb.	0 17
FOREST CREAM PEANUT BUTTER	
24-No. 4 Tumbler	\$ 5 00
24-2 lb. tins	13 00
12-4 lb. tins, in case	12 70
1-24 lb. pail	5 40
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 22

FOREST CREAM SALTED PEANUTS

1-15 lb. pail	\$ 3 15
2-15 lb. pail, crated	7 00
In bbls. of about 200 lbs.	0 19
In bags of about 85 lbs.	0 18 1/2

BLANCHED AND MAPLE SUGARED

72-5c pkts., 3 boxes	\$ 2 40
24-No. 4 Tumblers	4 50
24-1 lb. tins	11 50
1-12 lb. pail	4 90
2-12 lb. pail, crated	9 70
BLANCHED SALTED	
72-5c pkts., 3 boxes	\$ 2 40
24-No. 4 Tumblers	4 50
24-1 1/4 lb. tins	9 90
1-15 lb. pail	3 75
2-15 lb. pail, crated	8 00

FOREST CREAM PURE HONEY

24-Reputed 1 lb. glass, light	\$ 7 60
2 1/2 lb. tin, 24 in case, light	19 60
5 lb. tin, 12 in case, light	19 30
1-70 lb. tin, light	19 00
24-2 1/2 lb. tin, dark	16 20
12-5 lb. tin, dark	15 55
1-70 lb. tin, dark	15 00

Kindly Mention Where You Saw the Advertisement



Greeting

We extend to every Canadian Grocer
our earnest and heartfelt Xmas Greetings
and our sincere wishes for a Happy and
Prosperous New Year

Stuart Limited
SARNIA, ONTARIO



The Publisher's Page

TORONTO

DECEMBER 24, 1920

When Mistakes Occur

IN the handling of over seven hundred thousand subscriptions there must be a few mistakes.

We try to eliminate all chances for errors—we have spent thousands of dollars on systems that seem to us as near error-proof as human ingenuity can make them.

But sometimes they do occur. They are not intentional. We are very sorry to bill a man a second time when he has already paid, but it sometimes happens; but if you will tell us frankly about it you may rest assured this will be rectified immediately.

If for any reason you think we are not right, please drop us a note. Your clerks make mistakes, too, and you know how much it pleases you when a customer tells you frankly of his complaint—you look on him as a friend of the store.

We feel just the same way and will venture this—that you have never in all your experience had a complaint with us, and you told us about it that it has not been made good at once.

Two weeks ago a merchant in a small village complained to us she had been receiving Farmers' Magazine, whereas she ordered one of our trade papers. Her subscription was advanced one year from the date the complaint was reported to us. This was just a clerical error that was made good at once.

If you have a complaint or think you have one please communicate at once with the circulation manager.

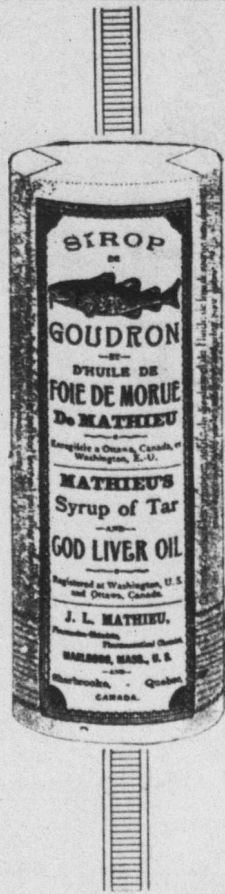
Canadian Grocer
MacLean Publishing Co.

Vancouver

Winnipeg

Toronto

Montreal



Winter--the Season for Colds Is the Time to Feature

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

This highly efficient and nationally known MATHIEU COUGH REMEDY is not only a cough cure of the highest order but it also possesses tonic properties that build up the system while curing a cold.

Its curative properties will win the confidence of your customers and on every sale there is a real worth-while profit.

J. L. MATHIEU CO., Proprietors
SHERBROOKE, QUEBEC

A Good Investment

- | | |
|--|--|
| <p>Do you want a clerk or store manager?
Do you want a traveller?
Do you want a position as clerk or travelling salesman?
Do you want an agent?
Do you want an agency?</p> | <p>Do you want to sell or exchange your business?
Do you want to buy a grocery business?
Do you want to buy or sell any store equipment?</p> |
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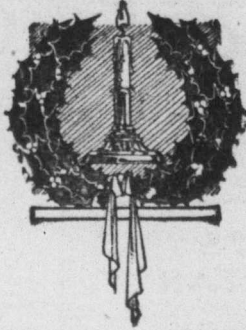
If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

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

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

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



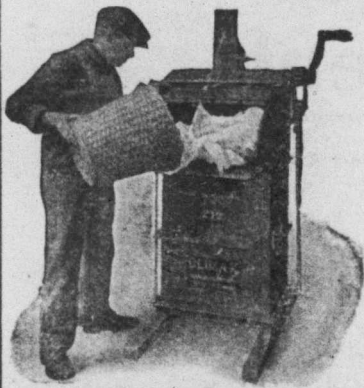
We wish every member of the
Grocery Trade, especially our
many Patrons and Friends

A Merry Christmas
and
A Happy New Year

WHITE & CO., LTD.
Main 6243
TORONTO



CLIMAX PAPER BALER



earns money for
you every day—
Turns waste into
profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

THERE'S NO VERMIN IN DOMINO



Insist on Domino or Jack Frost
Package Rice. You would if you could
see the roaches, flies, mice, rats and
germ-laden dust that gather in bulk
rice. It is protected from the mill to
your store by modern sanitary precau-
tions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices
just as good. You can prove it your-
self by examining their beautiful
selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: C. C. Mann, Board of Trade Bldg., Toronto



O.K. SAUCE

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:
Vancouver Winnipeg St. John's, Nfld. Halifax N.S.
David Brown F. Manley Bowring Bros. J.W. Gorham
167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.

LAST MINUTE REQUIREMENTS

FOR

XMAS FRUITS AND NUTS

PROMPT SERVICE

LOWEST PRICES

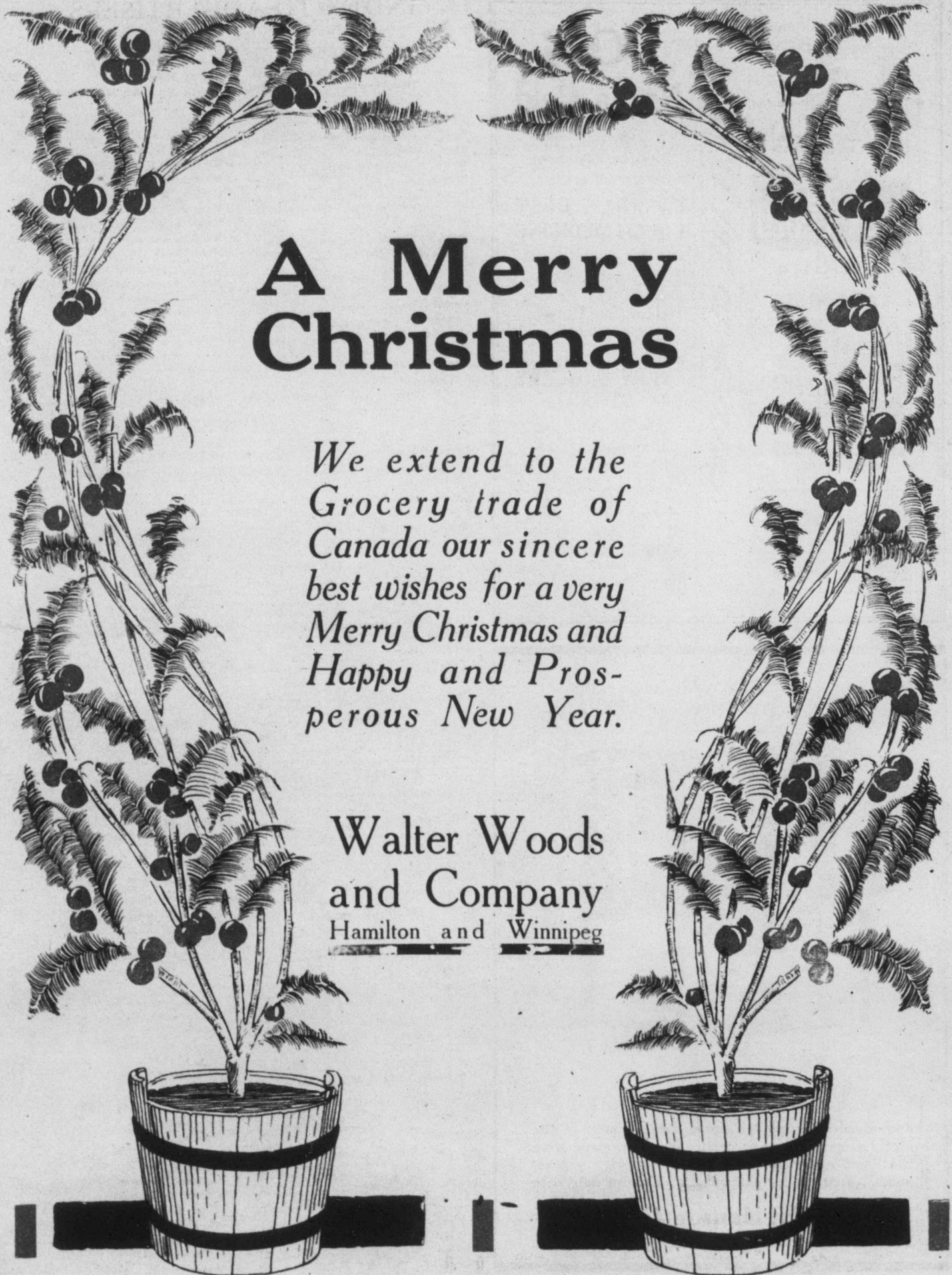
UNQUESTIONABLE QUALITY

HUGH WALKER & SON,

LIMITED

Established 1861

GUELPH, ONTARIO



A Merry Christmas

*We extend to the
Grocery trade of
Canada our sincere
best wishes for a very
Merry Christmas and
Happy and Pros-
perous New Year.*

Walter Woods
and Company
Hamilton and Winnipeg

108

Nox a Cold

For 20 years this remedy has been recognized as

CANADA'S BEST COUGH MEDICINE

Guaranteed to help the worst cough or cold. For Bronchitis, Sore Throat, Quinsy, it has no equal.

EVERY GROCERY STORE

can sell this line and make an excellent profit.

Representatives wanted in every Province.

Write us for this Attractive Agency.

THE SCOBELL DRUG CO., LIMITED

91-92 Yourville Square, Montreal

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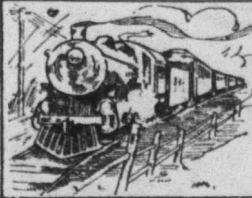
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

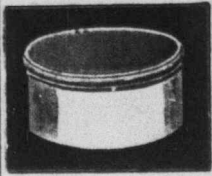
The J. H. Hanson Co., Ltd.

244 St. Paul St. West MONTREAL



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home. Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE

CHERRIES - ANGELICA

ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

GRAIN VALUES EASE SLIGHTLY

There was a note of uncertainty noticeable in the grain markets during the week which was due partly to the political developments in the United States and the prospects of a duty of 30 cents per bushel being placed on Canadian wheat going into that country, as well as by reports that the figures which had been made public last week regarding export sales had been somewhat exaggerated. Prices of Winnipeg options, however, did not show as wide fluctuations as has frequently been the case recently. The close was slightly weaker, December being 1 1/4 cents down at \$1.87 3/8, while May was only off 1/8 cent at the finish. A number of the local dealers continue to view present prices with a lack of confidence.

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

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their 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,

Mincemeat, etc.

30 DOZ. CASE FILLERS

ONE DOZ. CARTON FILLERS

3/4-INCH CUSHION FILLERS

CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - - - ONTARIO

THE "WANT" AD.

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

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

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

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

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

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added 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.

PARTNER WANTED

WANTED—PARTNER FOR GROCERY STORE.
Good live man with \$1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

MISCELLANEOUS

TO MANUFACTURERS OF FOOD PRODUCTS

OWING TO THE HIGH SELLING COST AND maintaining travellers. Manufacturers' Agency, Maritime Provinces, with first-class connections, branch offices, warehouses principal centres and travellers calling on all jobbing and retail trade, prepared to negotiate with manufacturers for their lines on commission basis; will not accept conflicting lines. Bank and business references furnished. Box 422, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED

EXPERIENCED GROCERYMAN DESIRES position in store; good buyer and salesman; also good knowledge of dry goods and gent's furnishings; highest references. Apply Robert Jones, Vanguard, Sask.

HELP WANTED

WANTED—YOUNG, AGGRESSIVE MAN FAMILIAR with the grocery business, who knows how goods are sold in the retail store, who understands something about advertising and who can put down his ideas on paper. Good position open with splendid opportunities for advancement. Apply, stating age, experience, etc., to Box 424, Canadian Grocer, 153 University Ave., Toronto.

WANTED—MANAGER FOR FEED AND GROCERY store, New Brunswick. Apply stating salary to Box 430, Canadian Grocer, 153 University Ave., Toronto, Ont.

ARTICLES WANTED

WANTED TO BUY—SMALL COFFEE ROASTING machine. Reply to Box 420, Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITIES ARE OFFERED
EVERY WEEK ON
THIS PAGE

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on

the market. If your dealer doesn't carry it, send direct to the manufacturer:

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

Price \$1.50 per doz. boxes; \$1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?

Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?

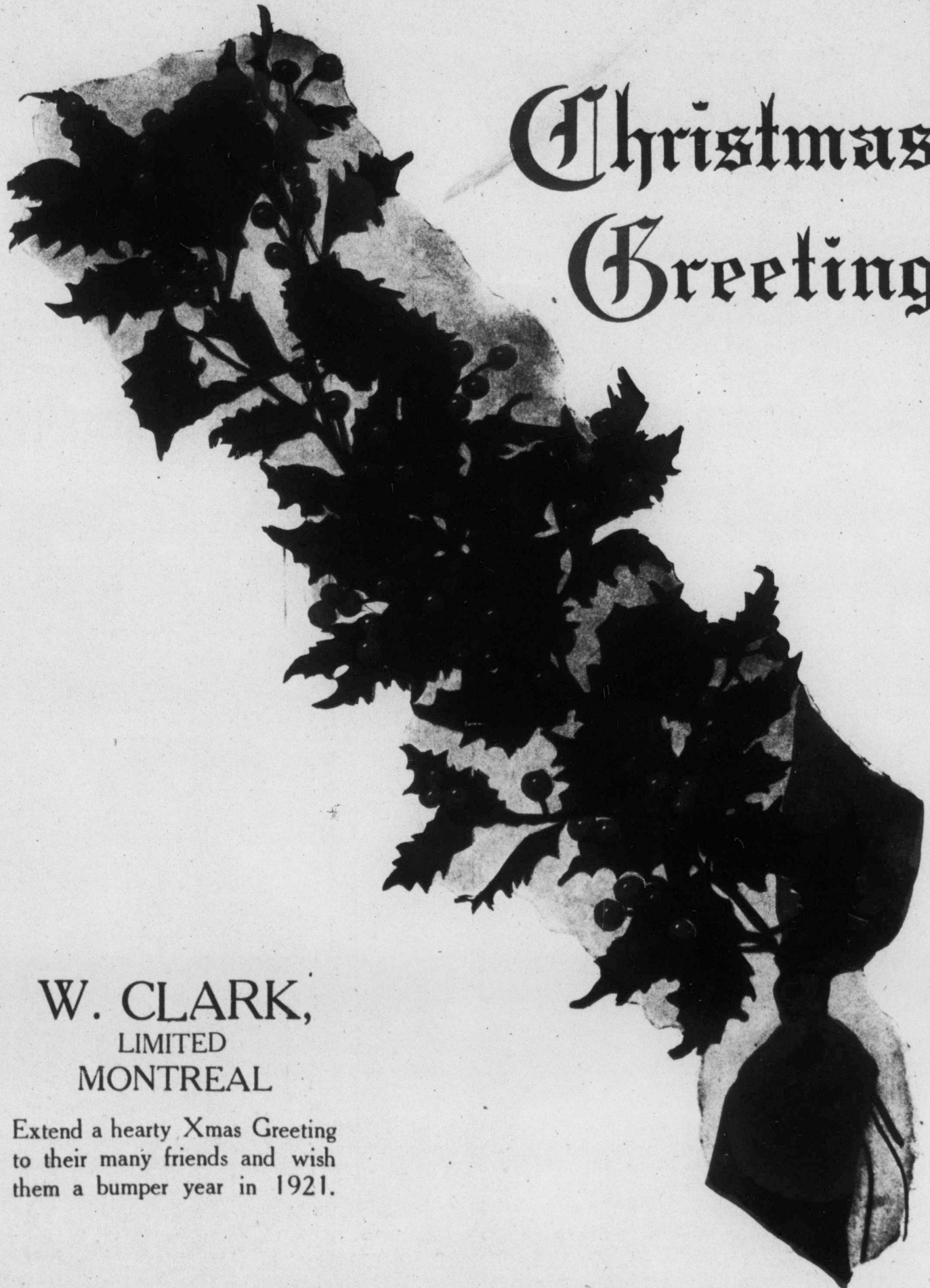
Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.

We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

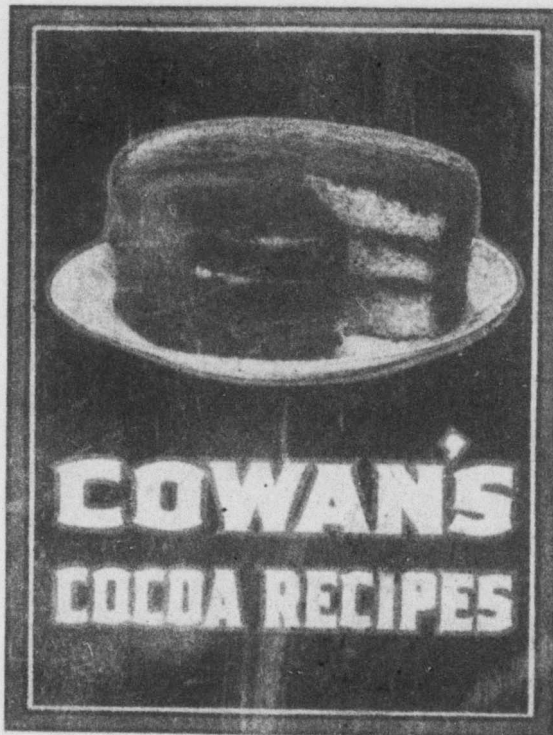
CANADIAN GROCER

Christmas Greeting



W. CLARK,
LIMITED
MONTREAL

Extend a hearty Xmas Greeting
to their many friends and wish
them a bumper year in 1921.



This Booklet

WILL
INCREASE YOUR
SALES

of

C O C O A

FREE

LET US KNOW HOW MANY WE CAN SEND
YOU FOR YOUR TRADE. WRITE
US BEFORE OUR SUPPLY OF
THESE BOOKLETS IS
EXHAUSTED.

*THIS BOOKLET
shows the house-wife
many new ways of
using Cocoa in mak-
ing Cakes, Pies,
Puddings, etc.*

The Cowan Co. Ltd.

Stirling Road

TORONTO