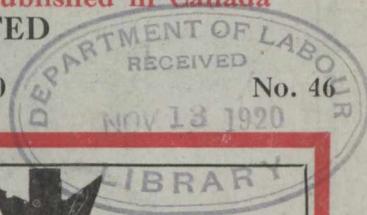


CANADIAN GROCER

Members of the Association of Grocers—Only Weekly Grocer Paper Published in Canada
THE M... SHING COMPANY, LIMITED

Vol. XXXIV.

PUBLISHED TORONTO, NOVEMBER 12, 1920



Deputy Minister
Dept of Labor
Ottawa Ont
(add)



OYSTER SEASON IS NOW ON

“Sealshipt Oysters” in glass jars have increased the consumption of oysters substantially. Do not overlook the opportunity this improved product offers.

Suggest “SEALSHIPT” in Glass Jars for Supper To-Night

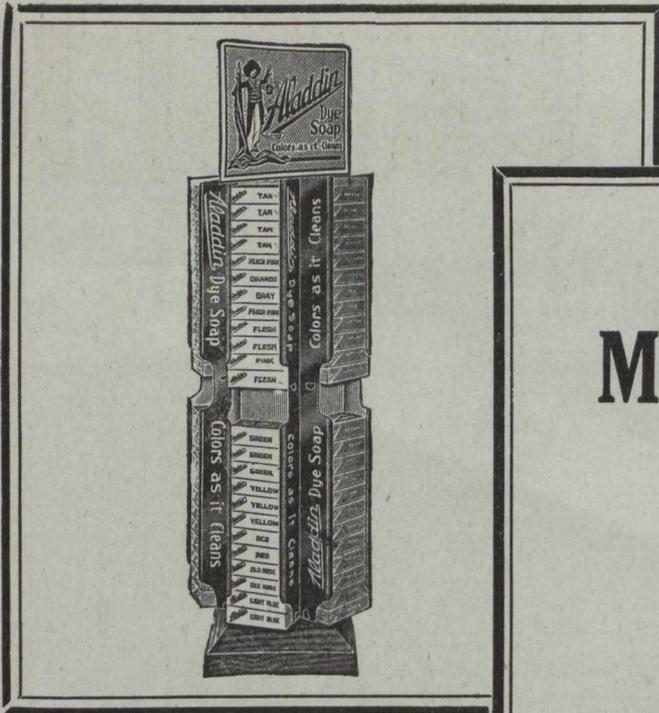
Make the most of this ready-made Fall and Winter demand for oysters by suggesting a jar to every customer both over the phone and in your store. A few attractive display cards in your windows will help.

Get after this profitable business and Remember, when you sell “Sealshipt” you are giving your customers fresh oysters packed in handy glass jars of the highest quality obtainable—the kind that will bring them back for more.

CONNECTICUT OYSTER CO., LIMITED

“Canada’s Exclusive Oyster House”

50 JARVIS STREET, - TORONTO



Makes Quick Turnover

The Aladdin Revolving Display Stand is proving itself to be a real salesman for the merchant who sells Aladdin Dye Soap.

Customers almost invariably give the Revolving Display Stand a turn, to see the variety of beautiful colors of Aladdin Dye Soaps. And having read the large-space Aladdin advertisements in the leading publications, they quite naturally decide to try a cake.

Every Aladdin sale is the forerunner of many more Aladdin sales. The only part you play in the transaction is to ring up the cash as you take it in. Order one gross of Aladdin Dye Soap—now—and get this handsome Revolving Display Stand free. Set it on your counter, and note the rapid turnover of Aladdin Dye Soap.

CHANNELL CHEMICAL CO.,
LIMITED

Distributors

TORONTO

Fall Stimulates the Sale of *Borden's* Milk Products



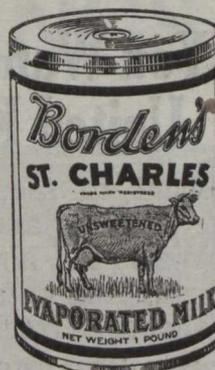
While Borden Milk Products are steady-selling "year round" staples there are times when Borden Sales are given an added impetus. And one of these times is during Fall and Winter.



Fall ushers in the Social Season in which your customers will do more baking and candy making. If you induce them to try their favorite recipes the **St. Charles Way**, the improved rich, creamy flavor produced will make bigger business for you in the future. Then **Borden's Reindeer Coffee and Cocoa**, with their deliciousness and handiness, are such a help to the hostess that it takes little selling effort to sell her a half-dozen tins at a time.



Get after this big Fall demand, display your **Borden Products** and watch your profits increase.



Write for free recipe booklets and display cards.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk



Borden's
ST. CHARLES

Reindeer Coffee
Reindeer Cocoa
Malted Milk

Brand Milk

"With the Cream Left in."

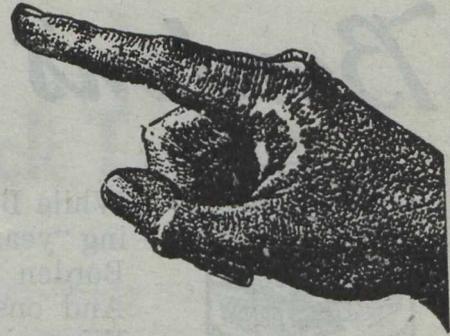
WHITE SWAN Peanut Butter

We take pleasure in offering the trade this wholesome, delicious PEANUT BUTTER, made in the incomparable White Swan way, from specially roasted, large, meaty peanuts.

Its rich flavor and even texture, and above all, its velvety smoothness, is sure to please your customers, and *White Swan Peanut Butter* is bound to be a winner. "*As smooth as a kitten's wrist.*"

Ask the "White Swan" salesman for quotations, and try a sample order.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



Do You Want Trade in the United Kingdom?

We want to secure the sole selling agency in England, Scotland, Ireland and Wales for a Canadian packer of good standing putting out an article of food that sells freely all the year round. We are a long established public Company with the authorized capital of one and a half million pounds sterling. We manufacture an article of food which is stocked by every grocer, wholesale and retail, throughout the country.

Our selling organization is most efficient. Our travellers call regularly upon the grocery trade but they carry our line only. They could easily carry two more lines.

Write confidentially in the first instance to Box 400

THE CANADIAN GROCER
143-153 University Ave., Toronto



Vin Tonic

Sanator

a genuine Tonic for

Invalids

Known the World over

Send your orders
direct to

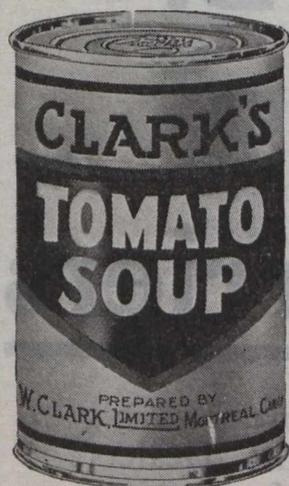
Nap. Morrissette

18 Cartier Square
MONTREAL

CLARK'S PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS and OTHER GOOD THINGS



MADE IN CANADA

Every one a
FAVORITE
and every one a
SELLER



BY CANADIANS

W. CLARK, LIMITED, MONTREAL

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO

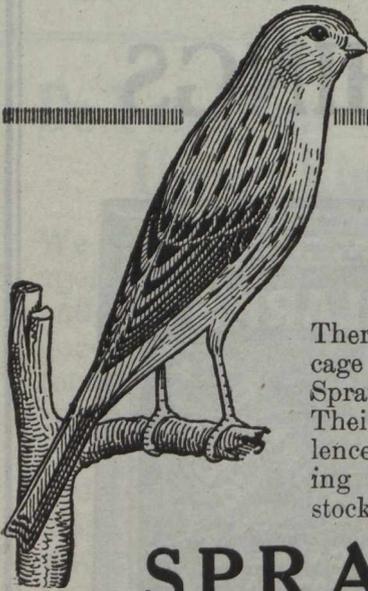
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG

Repr.: A. E. Hanna



**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., 31- 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**

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

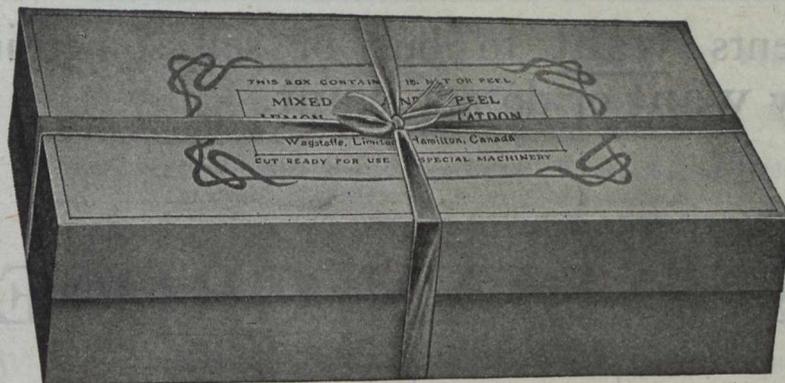
**WALTER WOODS & CO.
HAMILTON AND WINNIPEG**

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS

HAMILTON - CANADA

THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections.

Agents want to buy or sell something they want or do not want.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE,

TORONTO, ONTARIO

Your Customers

should have a fair chance to secure one of these valuable prizes.

ARE YOU

giving them that chance by stocking the goods, carrying a supply of the explanatory leaflets and Competition blanks?

There is still time to get them busy—

Start to-day

Would You Like To Have A Sellers Kitchen Cabinet

Or a Double Fireless Cooker, or a Cabinet Baking Table, or their equivalent in Cash?

TECO COMPANY, Limited

Manufacturers of

Teco Pancake Flour

Will give one each of these articles and 27 others as prizes for

New Recipes

For making Gems, Muffins, Cookies or any other appetizing delicacy, other than Pancakes, made from



Teco Pancakes are in a class by themselves.

The very first taste will tell you why.

*The Buttermilk
Does it*
(IT'S IN THE FLOUR)

TECO

SELF-RISING
PANCAKE FLOUR

Mixed with a portion of any other Standard Flour.

Recipes must be in our office on or before November 30th, 1920.

Ask your Grocer for coupon and full particulars, or write direct to

TECO COMPANY, Limited
BELLEVILLE, ONTARIO

*Your Wholesale Grocer will give you full information
or write direct to*

TECO COMPANY, Limited
BELLEVILLE, ONTARIO

BUYING THE SEEN AND THE UNSEEN

It is easy to judge the size and quality of a visible commodity. There are certain recognized standards that have been universally accepted to which purchased articles may be compared.

With invisible commodities, such as a publication's circulation, the matter is not so simple. It is only recently that a definite measurement has been obtained.

The Audit Bureau of Circulations now furnishes a recognized standard by which circulation may be measured. A publication's distribution can now be as accurately gauged as any other purchased commodity.

Canadian Grocer's circulation is measured by the A. B. C. In buying advertising space in its columns, you receive dollar-for-dollar value.

CANADIAN GROCER

VANCOUVER

WINNIPEG

TORONTO

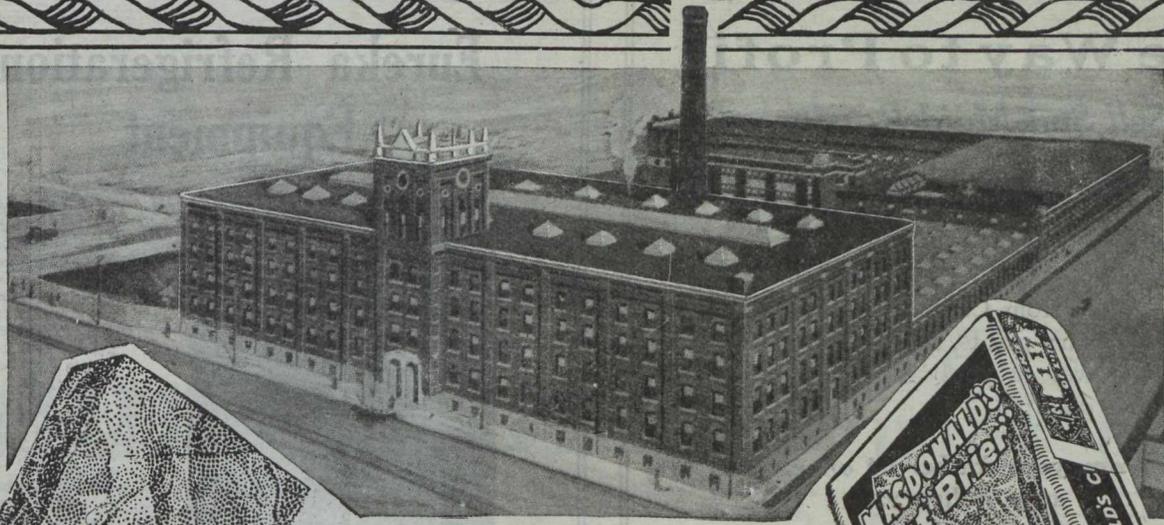
MONTREAL

NEW YORK

BOSTON

CHICAGO

LONDON, ENG.



More for the Money

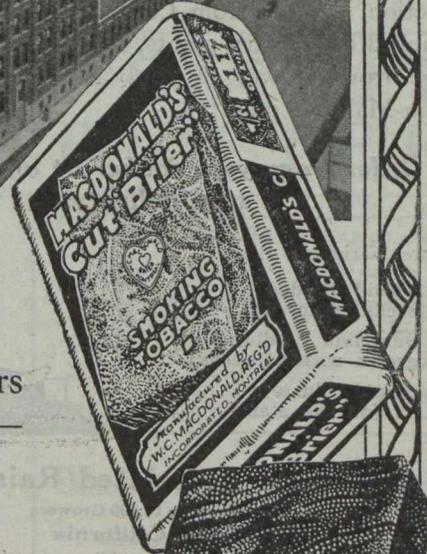
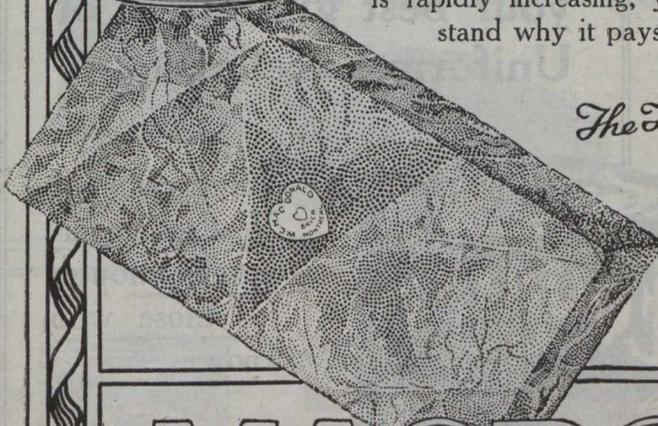
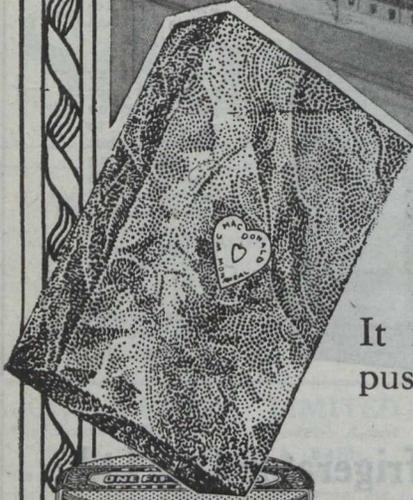
It is not surprising that retailers push MACDONALD'S, as—

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

The Way to Profit

Sell Sun-Maid Raisins

The nationally-advertised brand

Sun-Maid advertising tells 38,000,000 housewives to use Sun-Maid Raisins for genuine satisfaction. Made from California's sweet grapes, packed in sanitary plants, shipped in clean package from grower to you. Millions depend on Sun-Maid for quality.

Order from your jobber at once. Get sure delivery.

Three Varieties:

- Sun-Maid Seeded
(seeds removed)
- Sun-Maid Seedless
(grown without seeds)
- Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.

Membership 10,000 Growers
Fresno, California

Growers and shippers of America's only all-year nationally-advertised brand of raisins.

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?

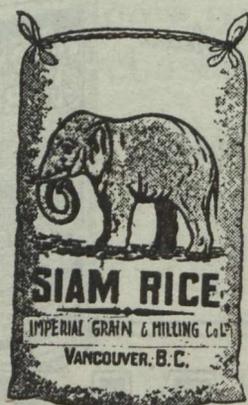
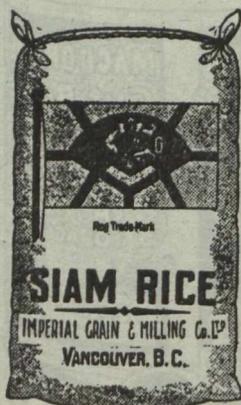
Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

A Reputable Packer's name on a label is your best guarantee of Uniform Excellence.



The name of Wallace is guarantee enough for those who know.

KILTIE QUALITY PINK

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and
101st Street, Edmonton, Alta.
(Brokers Exclusively)

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

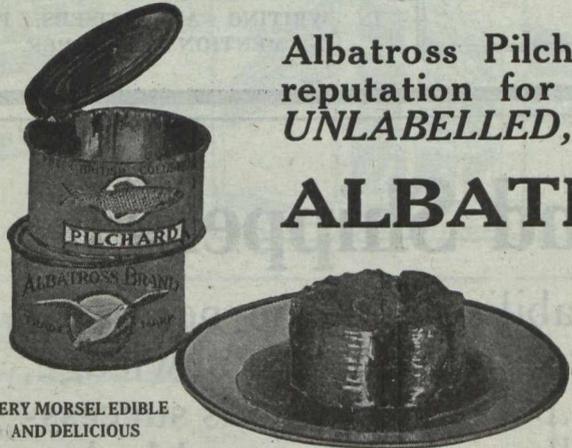
JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in
principal cities of Pacific northwest.
Our organization offers manufacturers every
facility necessary to successful marketing of their
product.
Calling upon Grocers, Confectioners, Hardware,
Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit,
Potatoes, Eggs, Poultry, Rice, Beans, etc.,
etc.
PRITTY gives you every protection. A
LIVE, ENERGETIC WESTERN FIRM.

Vancouver Office of
Canadian Grocer

314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
Egg Cases and Butter Boxes
124 Pacific Bldg. - Vancouver, B.C.



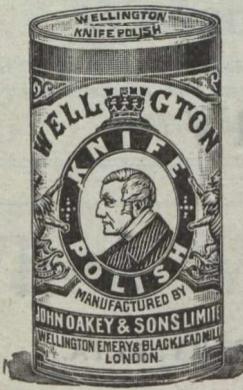
Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are **NEVER SOLD UNLABELLED**, nor ever labelled other than

ALBATROSS PILCHARDS

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.

EVERY MORSEL EDIBLE AND DELICIOUS



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 **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.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers
first-class service.

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

Richardson Green, Limited MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

When writing to Advertisers kindly
mention this paper.

IN WRITING ADVERTISERS, PLEASE
MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

REGINA, SASK.

Branches at
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

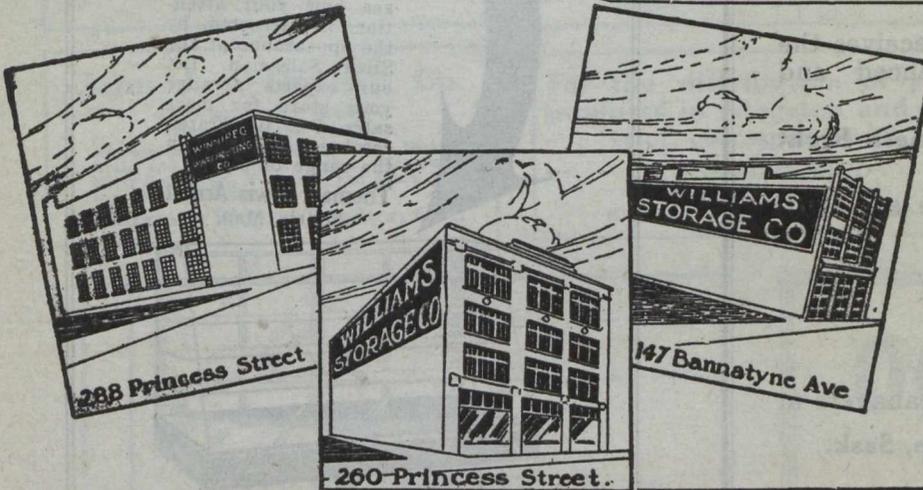
VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, 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.

C. DUNCAN & SON
 Manufs. Agents and Grocery Brokers
 Cor. Princess and Bannatyne
 WINNIPEG Estab. 1899

LET CANADIAN GROCER
 Sell It For You

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

When Writing to Advertisers Kindly
 Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

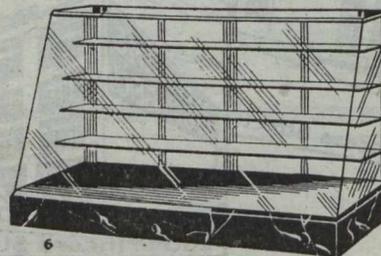
Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.



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.



When Answering Advertisements Kindly Mention
this Paper

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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.

H. C. BRENNAN

Manufacturers Agent and Grocery Broker
Representing J. H. Wethey Ltd.
Galanopoulos & Macris, Patras,
Greece.
Kearney Bros. Ltd.
Open to represent other Manufacturers of high
class foodstuffs.
Booth Bldg. OTTAWA, CANADA

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

W. G. A. LAMBE & CO.

TORONTO
Established 1885
SUGARS FRUITS

ADVERTISING to be
successful does not neces-
sarily have to produce a basket-
ful of inquiries every day.

The best advertising is the
kind that leaves an indelible,
ineffaceable impression of the
goods advertised on the minds
of the greatest possible number
of probable buyers, present and
future.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

AGENCIES WANTED

For all lines of food products for
Montreal and Quebec. Best refer-
ences.

H. WHISELL

639 St. Hubert St., Montreal

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors

Importers of BELL RICE, Dutch Cocoa and
West Indian Products

103 St. Francois Xavier St. MONTREAL

PEAS WANTED

Good boiling peas, either earloads 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.

Jos. Dufresne, Biscuits, Chocolates and Confectionery,

Joliette, P.Q.

Over 30 years in Business. Best References and Connections

18 Dalhousie Street, QUEBEC

SHEPHERD - MOTT COMPANY

Manufacturers' Agents

Grocers' and Confectioners' Specialties

73 Ottawa Street - Montreal

K. Smith

Broker and Commission Merchant

1696A Hutchison St.
MONTREAL

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

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311
Residence 6383

80 ST. PETER ST.
QUEBEC

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

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

Waste Paper—

VERY HIGH PRICES NOW.

"CLIMAX" Steel BALERS

URNS WASTE INTO PROFIT.

3,000 satisfied users.

Made in 12 sizes—a size
to suit every business.



A Boy can
operate it.

Write for catalog and prices:

Climax Baler Co., Hamilton, Ont.

When Writing to Advertisers Kindly Mention
this Paper



ALL EYES ARE
FOCUSED ON
THE SUGAR MARKET

AND

**ACADIA PROTECTS THE GROCER
AGAINST ANY LOSS**

by setting the fair price and insuring a fair
margin of profit to the trade.

Our spectacular advertising campaign is a big asset to
your business. Are you cashing in by ordering your stocks?

Montreal
Established

**ACADIA
SUGAR
REFINING
COMPANY
LIMITED**

Halifax
1878

100% MEMBERSHIP

On Wednesday, Oct. 20, the Association of Canadian Advertisers endorsed the statement of W. G. Stewart of Goodyear Tire and Rubber Company that all trade newspapers should be required to furnish audited statement of circulation.

We're with you, Mr. Stewart. Every publication issued by MacLean Publishing Company is a member of Audit Bureau of Circulations.

Advertisers who are members of A. C. A. and those who are not would be acting in their own interests and in the interests of Canadian publishers by insisting that every publication in which their advertisements appear should come out into the open and furnish a statement of circulation certified by some independent organization such as A. B. C.

The following MacLean publications will gladly send A. B. C. statement of circulation on request:

TRADE NEWSPAPERS

HARDWARE AND METAL
DRUGGISTS' WEEKLY
CANADIAN GROCER
SANITARY ENGINEER
DRY GOODS REVIEW
MEN'S WEAR REVIEW
BOOKSELLER AND STATIONER
CANADIAN MOTOR, TRACTOR AND
IMPLEMENT TRADE JOURNAL

MAGAZINES

MACLEAN'S MAGAZINE
FARMERS' MAGAZINE

TECHNICAL NEWSPAPERS

POWER HOUSE
CANADIAN MACHINERY
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
PRINTER AND PUBLISHER

COMMERCIAL NEWSPAPER

THE FINANCIAL POST

TRUE ECONOMY

People are getting back to more economical ways. When you hear a customer ask for something "cheaper" it is sometimes a good answer to show something a little *better*. True economy and mere "cheapness" are not the same.

Red Rose Tea is economical because of its extra strength and quality. It makes more tea.



T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

Grocers' Ads. That Pull

Mr. Grocer, are you satisfied with the percentage of customers who visit your store as a result of your advertisement in the daily or weekly newspaper? Would you like some new, practical ideas to help you get more people into your store?

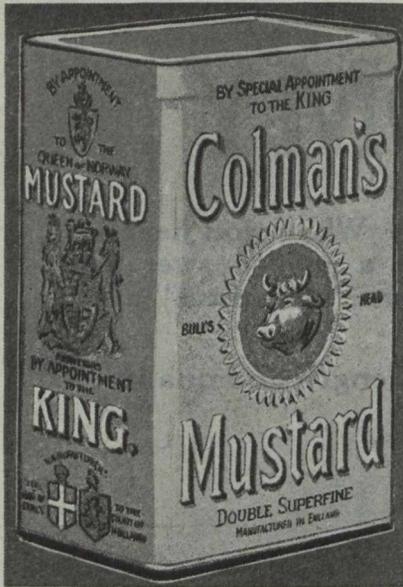
Perhaps you can present your goods to the public through the newspaper in a more effective style that will get you ten, twenty, or a hundred more customers, by using the best ideas of successful grocers.

We read all newspapers published in Canada as a business and can collect for you the cleverest and most striking ads.—those with new selling points and new ideas—and send them to you. A scrap book with 50 or 100 of these advertisements kept for reference would be of real practical use to you. The price is 5c a clipping for collections of 50 or over.

CANADIAN
PRESS CLIPPING SERVICE

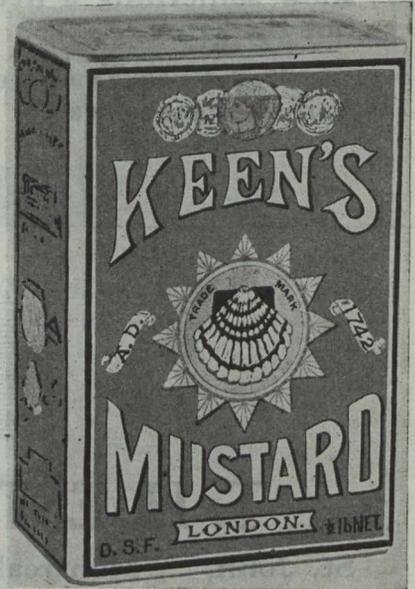
143-153 UNIVERSITY AVENUE

TORONTO



There is Real Satisfaction in Selling the Best Products

*Colman's D.S.F. Mustard
Keen's D.S.F. Mustard*
are the best the world can produce.

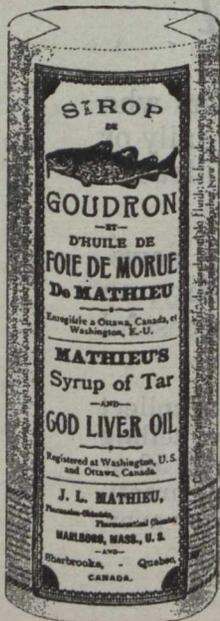


Your customers all want these brands.
See that your wholesaler keeps you well supplied.

Canadian Agents :

Magor, Son & Co., Limited, Montreal and Toronto

Protect Your Customers from a Return of "Influenza" by recommending



Mathieu's Syrup of Tar and Cod Liver Oil — a splendid body builder.

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

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This **Mathieu remedy** possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try a sample order.

J. L. MATHIEU COMPANY

PROPRIETORS

[SHERBROOKE, QUE.]

CANADIAN GROCER

VOL. XXXIV

TORONTO, NOVEMBER 12, 1920

No. 46

Present Situation in the Sugar Market One of Demoralization

Lists of Prices Quoted by Refiners Apparently Do Not Matter, Since None Are Maintaining Them—Sell at Such Prices as Can Be Obtained—Retailers Keep Close Watch on Market and Buy Only in Small Quantities

MONTREAL, Nov. 10 (Special).—Following reductions in sugar prices by refiners further cuts by wholesale dealers have resulted during the last week. During the latter part of last week demoralization reigned supreme in the sugar market, and none, refiner or wholesaler, knew just what was going on. While the refiners were quoting sugar at 16½ cents per pound several leading Montreal wholesalers, such as Hudon, Hebert & Company, were selling it at 14 cents, with a probability of further reductions, while later in the day one of the refiners altered their quotations to 15½ cents. It was stated by the wholesalers that the list of prices quoted by refiners did not matter, since none were maintaining them, but were selling anywhere at such prices as they could get, while a number of wholesalers were doing the same. Charles P. Mackler, proprietor of the Italian warehouse, Union Avenue, said that he was retailing granulated sugar at 18 cents, exactly what it cost him, buying it from American dealers.

Selling Where They Can

One wholesaler said that, following repeated drops in the raw sugar market at New York with the persistent course of the Dominion Sugar Refinery in underselling the Eastern firms, the four big Montreal manufacturers have broken away from all agreements as to stabilization of prices and were selling where and how they could.

Immediately following this the big wholesale firms, who in the past have stood fairly well together for the regularization of sugar prices, abandoned their policy to base selling prices on refiners' list prices and started cutting, each on his own account, with the result that prices became an unknown quantity.

"Granulated sugar has simply developed into a free-for-all," remarked a leading wholesaler in Montreal during the upheaval of the market. "The refiners

have still their list prices but have not stuck to them and their prices have been entirely discarded by the wholesalers, each firm now selling its sugar at its own prices literally regardless of cost."

The demoralization of the market started shortly after noon on Thursday last and from that time on every wholesaler was on the watch for market conditions, altering prices at will and selling wherever he could. For a time the price ran around 15 cents, then one big wholesaler reduced it to 14 cents net delivered to retailers here. It could not be discovered whether any others had followed this example, but there was every indication that the wholesalers as well as the refiners were keeping close tab on what each was doing and that as one dropped the price the other did the same.

Further than that, it was stated by some of the biggest wholesalers that they look for a further decrease in the price in days following this initial break-up of the market. Although this is only the opinion of wholesalers, the market is in such a chaotic state that no one of them could predict from hour to hour what was going to happen. It was further stated that with the price quoted by the refiners at 16½ cents, less 5 per cent., making a net price to the wholesalers of 15.67 cents per pound, the wholesalers were either losing money in the scramble to unload or else had bought from the refiners well under their list prices.

Dominion Leads the Way

The Dominion Sugar Refinery of Chatham and Wallaceburg, Ont., which handles beet sugar made from Ontario grown beets as well as cane sugar, quoted standard granulated at 14½ cents, or 2 cents lower than the list prices of the other refineries, and it is considered that this stand by the Dominion led to the demoralization of the market. It was announced independently by the Atlantic Sugar Refinery that they had

reduced their price of granulated to 15½ cents. Wholesalers said that in this case not even the new price given them was assisting in locating a market for sugar. The refiners issued a price list but have been selling for whatever they could get within reasonable distance of that figure, and they did not think it could be expected that the wholesalers would abide by this agreement to stick by list prices.

"The whole situation," said Z. Hebert, president of Hudon, Hebert & Company, "is that now all the big refiners are competing amongst themselves, and conditions have turned out to be such that following this all the big wholesalers are competing amongst themselves, with the inevitable result that this competition will undoubtedly bring about lower prices. That is the whole situation in a nutshell."

Retailers Keep Close Watch

It was intimated by another Montreal wholesaler that perhaps the demoralization of the sugar market beginning last week was due at least to some extent to the fact that the sugar refiners themselves had not been able to agree, and, following this, the wholesalers had also broken away from all generally accepted terms. As for the retailer, it is evident that few are taking any chances on the market, buying not more than a dozen bags at a time. Some Montreal grocers, however, seem to be keeping very close tab on the market, for a few hours after the break in the sugar market began one Montreal grocer had a sign in his window quoting sugar at 16 cents per pound.

At time of writing it is impossible to make any definite quotations on granulated sugar. It is stated that sugar was quoted as low as 13½ cents a pound at one time last week. Early this week the Acadia Sugar Refinery put forward a quotation to the trade at a price below quotations made by other refiners.

This campaign is on a unique scale. Just what the results of it will be it is hard to state, but it is practically sure that it will mean lower prices on sugar throughout the trade. The idea is to quote prices to the consumer. The consumer is to be told what is a fair price for sugar and the refiners are allowing the wholesalers and retailers what they consider a fair margin. On Monday of this week the sugar refiners met the wholesalers at the Board of Trade Building in Montreal and discussed in private the condition of the market, which is so upset that no one dealing in sugar knows just exactly what the other is doing.

Carrying Only Small Stocks

It appears that the retailer alone is unaffected by these changes as in nearly every case merchants are carrying only sufficient stock to do them from day to day. If this is not the case the retailer is certainly left in a precarious

condition, since quotations are changing so rapidly. In fact during one day last week sugar quotations changed three or four times in a few hours.

Despite these changes and the continually lowering prices of sugar there are many in Montreal who claim that before the month of December is through there will be a reaction in the sugar market and prices will begin to firm again. It is rather difficult to believe this just at present since the refiners themselves seem so anxious to unload as quickly as possible. One refiner said to Canadian Grocer: "It is only a matter of relieving the strain on the market caused by a general refusal on the part of the public to buy any more sugar than is absolutely necessary. Just as soon as the public begin again to buy sugar as they used to buy it will the market come back to normal; maybe not with higher prices but steady prices."

Slashing of Sugar Prices is Still in Progress

Montreal Wholesaler Leads in Reductions and Declares That the End is Not Yet—American Sugars Appear to Have Been Eliminated from the Canadian Market.

MONTREAL, Nov. 11 (Special).—The veritable sugar war continues with even lower prices on sugar quoted. The wholesale grocery of Hudon, Hebert & Company have entered wholeheartedly into this battle and are doing considerable to reduce prices. With the wholesalers there is the same lack of knowledge as to how this war started as there is among the refiners. But some wholesalers started cutting prices last week and the rest have followed. Then Hudon, Hebert & Company, one of the biggest sugar wholesalers, jumped into the game and last Friday slashed their selling prices clear to 14 cents delivered. On Saturday other wholesalers had met this cut and as soon as Hudon, Hebert & Company learned of this they promptly reduced their figure to 13½ cents and on Monday it fell to 13 cents.

Other wholesalers followed, and there was considerable confusion in the general tumble of prices. Some had met the price cut to 13½ cents on Saturday. Others were selling at 14 cents, while still others were selling at prices between the two and a trifle higher.

In the meantime, the Dominion Sugar Company, which apparently precipitated the general upheaval by selling 1 cent or more below the quotations of the "big four," was on Monday quoting 13½ cents less the usual 5 per cent. discount to the wholesalers and no further quotations have been made by them.

On the Offensive

A Canadian Grocer representative in Montreal approached Mr. Zephirin Hebert, president of Hudon, Hebert & Com-

pany, in this connection. "We are at war. Everybody in the business is at war," said Mr. Hebert. "I am fighting like the rest and when I fight I know the only way to go to war is to take the offensive and keep it. I cut my price for sugar to 13½ cents. I heard some of my competitors were meeting my price

and today at noon I made a further cut to a flat rate of 13 cents." Mr. Hebert at that time referred to Monday, November 8th, when the price dropped a further half cent. "At that figure I am selling Canada, St. Lawrence, Atlantic and Acadia granulated," continued Mr. Hebert, "and I am watching what the rest are doing because the wholesalers, just the same as the retailers, are at war. What the other wholesalers intend doing I do not know, but I am going to win out in this war, not particularly against my confreres in the business, but when I go to war it must be a fight to a finish."

Eliminates American Sugar

The attitude of the wholesalers in this city is that they must take the sugar business even though it means a loss on the stock handled. It is significant that at last American sugar has been absolutely eliminated from this market. New York is selling at 10½ cents for its lowest figure and this cannot be possibly brought into Canada to compete with the present price.

How Long Will It Last?

The big question at the present time in the sugar market is just how long it will last. One of the dealers in this city stated to-day that this warfare was not resulting in any additional confidence in the sugar market on the part of the consumer. Both the consumer and the retailer are afraid to buy, fearing that the market will continue to drop. They are not considering that this is not a market break up, but simply a reduction in prices due to keen competition for what little business there is.

Package Tea Firms Reduce Some Prices

Brown Label Salada Down 15 Cents—Crimson Label Red Rose Reduced by 10 Cents and Blue Ribbon Blend by 12 Cents—Lanka Reduced 17 Cents

The Salada Tea Co. announced on Monday a cut of 15c a pound in the price of their Brown Label Tea. This means that where the retailer formerly sold this blend at 70c a pound, he now sells it at 55c a pound. The new prices to the trade are 45c a pound for one-pound packets, and 46c for halves. The retailer sells the half-pound packets for 28c. No change has been made in prices of blue, red or gold label blends.

The T. H. Estabrooks Co., Limited, St. John and Toronto, announce a reduction of 10c per lb. on their Crimson Label. This now sells to the trade at 50c for pound packages, and 51c for halves.

The Blue Ribbon Tea Co., Toronto, have lowered the price of their blend from 60c to 48c to the trade. This company sells only the one blend in Ontario.

Lanka tea, which has been costing the trade 62 and 63 cents per pound is re-

duced 17c, making the price to the retailer 45c for pounds, and 46c for halves. Lanka tea will sell to the consumer at 55c per pound.

The trade will notice that in connection with Salada and Red Rose, the price is not reduced on the three highest quality blends, but only on the lowest one in each case. As has been pointed out in Canadian Grocer recently, prices in the East and in London on the lower grade teas have been easing off for some time. On the other hand, prices on the best grades have been firm. The reason is that tea plantations in the East have been stripping the bushes in order to get a high price while it is going, and this meant the placing on the market of large quantities of the lower grades, and at same time causing a shortage of the finest grades. Local tea men do not see at present any prospect of lower prices on the high-grade teas.

Reports of Potato Crop in Canada Fall Short of First Estimates

No Indication of Shortage However is Apparent, as, With the Exception of Manitoba, All Provinces Hold Well Up to Normal — United States Crop is Larger by Many Million Bushels Than It Has Been for the Past Five Years.

REPORTS of the potato crop throughout Canada indicate a decrease in the former estimates. This, however, does not indicate that there will be a shortage, as the yield, with the exception of Manitoba, still holds well up to normal. The United States crop is larger by many million bushels than it has been for the past five years. This indicates that the country to the south will not be looking to Canada for supplies to any great extent as was the case last spring and which had the effect of boosting prices in Canada sky high.

British Columbia Markets Higher

"The potato crop in British Columbia is not turning out as large as at first estimated, and owing to the continued wet weather the farmers are having considerable difficulty in harvesting the crop," says a report from Canadian Grocer's representative in Vancouver. "Moreover, the long hot, dry spell caused the tops to dry off and now the unusual wet weather is causing sprouting. It is said that a portion of the crop will not be stored. The market has become considerably firmer, with prices up \$10 per ton. Tubers are now being quoted at \$45 per ton. The United States is not expected to be in this market like last year. In fact, last month 200 cars arrived here from Washington."

Manitoba Crop Short

Manitoba's potato yield is 35 per cent. below the average of the past ten years, showing less than 100 bushels to the acre, as against 150 which is considered a normal yield, according to a report issued by the Department of Agriculture. The report says in part "It may be noted that in the Winnipeg district, which grows potatoes on a larger scale, than anywhere else, the yields are quite low. This decreased yield per acre combined with a reduced acreage planted in the province last spring, the acreage reduction being due to the lateness of the spring, the scarcity of seed potatoes, and the shortage of farm help. This summer the department received reports direct from 16,738 farmers, and these showed a total area of 10,668 acres of potatoes planted by them, or an average of .63 acre apiece. Last year the average return made in the same way was .74 acre apiece per farmer. The official estimate as to acreage in the province last year, however, was 42,000 acres as against 37,000 this year."

A report from Canadian Grocer's representative in Winnipeg states that owing

to the scarcity of local potatoes, supplies are being brought in from Alberta, Saskatchewan and Minnesota to meet local consumption. These potatoes are quoted at \$1.75 per bushel, and it is anticipated that higher prices will prevail in the near future.

Toronto Prices Advance

Potato values on the Toronto market during the week have shown sharp advances. A week ago prices were around \$1.65 per bag, but quotations, as Canadian Grocer goes to press, are averaging \$2.50 per bag, and in some quarters as high as \$2.75. Produce men claim they have had to raise prices at country points gradually all week in order to obtain supplies. There seems to be no real shortage of tubers in this district, but farmers are said to be storing their crops in larger quantities than usual, apparently having in mind the extremely high prices of last spring and awaiting more favorable market conditions.

"There are plenty of potatoes in the country," stated E. J. Ryan, potato merchant, Toronto, to Canadian Grocer. "On account of the rain during last week, potato buyers in the country had difficulty in picking up supplies and had to offer higher prices to get farmers to load cars, and as there was a shortage here the prices were advanced. I firmly believe that these higher prices will not be maintained, and before many weeks prices will come down."

A. A. McKinnon, another potato merchant interviewed, stated that in his opinion the market would hold around present prices, and that he was not expecting any lower quotations. Other dealers were of the same opinion, while there were others, again, who stated that prices would recede, in view of the large crop, and the fact that the United States would not be buyers in the Canadian market to any great extent.

While the future trend of prices on the Toronto market is uncertain, the market at the moment is exceedingly firm.

Ontario Crop Holds Up Well

The reports of crop estimates throughout Ontario are holding well to the average of 200 bushels per acre, and the quality generally equal if not better than last year. In some districts there is considerable rot reported, especially from the Humber Bay districts which reports a 15 to 20 per cent. rot. From Cataraqui comes a report that the early varieties will show a 25 per cent. rot and the later varieties will average 10 per

cent. Taken on the whole, Ontario will have a splendid potato crop well above the average of last year.

Quebec Crop Larger But Shows Rot

Generally speaking, the crop in the province of Quebec will run about 25 per cent. greater than 1919 although rot is appearing in some districts, and it is said that keeping qualities are somewhat doubtful. Around the Bonaventure district the rot is quite apparent, and it is estimated that approximately 30 per cent. of the crop show indications of rot but on the whole the crop will show an increase of 15 per cent. above last year, and the average yield per acre is forecast at 240 bushels. Other districts in Quebec also show a certain amount of rot but the yield on the whole is far in excess of last season.

"The potato market has shown considerable strength during the week," says Canadian Grocer's representative in Montreal. "There is a good supply of potatoes, but it is reported that there is so much scab and rot that it is feared the supply will not last."

New Brunswick Crop Good

Canadian Grocer's representative in St. John, N.B., says: "Expectations of dealers in this city are to the effect that there will be nothing higher than a five-dollar potato here this winter. That is expected now to be the maximum price, and it is thought that the winter will be quite well advanced before it is reached. In fact some dealers said today that they had had opportunities to contract for their supply throughout the winter at a considerably less rate. The crop has been very plentiful in New Brunswick this year and the quality has been of a satisfactory standard as well. Many farmers are still holding back the larger portion of their stock for better prices but it is thought that they will be disappointed. With potatoes as with many other staples in these parts, people are holding off and not buying until they think they are getting as near to rock bottom as possible.

"In carload lots now, orders are being taken at from \$3 to \$3.50 a barrel. There does not seem to be a very large quantity being shipped outside the province in comparison with other years. This price is expected to hold for another while, perhaps until navigation of the St. John river closes, which will be in perhaps two weeks' time. Large supplies of potatoes are being received on the river boats at St. John at present. It is possible to buy at retail at \$3.50 to

\$4, but householders are not purchasing in their usual orders for the winter.

"Regarding the possible effect of the Republican victory in the States, dealers in these parts are not much concerned as to the potato situation. They feel that the States will do just what satisfies

their own best ends—regardless of Canadian interests—if their crop is large, and reports are much to this effect, the likelihood is an agitation to bar the Canadian spud, and if their supply is limited the Canadian article will no doubt be very welcome."

biscuits is around 50 cents per pound to the trade against 33 cents per pound in Canada.

"We have not made any change in our prices and do not expect to make any before the new year," remarked H. C. Scully, of Christie, Brown Co., Ltd., Toronto. "This week we have made an adjustment in the price of our chocolate coated biscuits. That is, we have made all chocolate coated biscuits 45 cents per pound instead of ranging from 47 cents to 55 cents per pound. This was done simply because we wanted all biscuits of this nature to cost the retailer one price so that he will be able to sell them at around 60 cents instead of a number of prices on practically the same lines."

"Prices will not be down before the end of the year," stated C. J. Bodley, of C. J. Bodley, Limited, Toronto. "We have not made an advance since the spring, and since then raw material has gone up considerably and is still higher than it was at that time."

Glass Container Situation Improving

Domestic Business is Active and Most Plants Are Being Worked to Capacity—High Prices Will Likely Continue, Says Representative of Dominion Glass Company, Montreal

MONTREAL.—In discussing the glass container situation with Geo. W. Robertson, of the sales department of the Dominion Glass Co., Ltd., Montreal, Canadian Grocer was informed that the matter of delivery will gradually improve from now on.

"Export orders on hand have been subject to both temporary and permanent cancellation instructions. This we expect is only a passing phase. Local and domestic business is active and various plants are being worked to capacity. The aftermath of war conditions is still evidenced in delayed machinery delivery. The lack of sand almost hung up our operations in the Eastern plant," said Mr. Robertson.

Increased Costs

"The cost of sand has naturally advanced greatly even though this is represented solely by labor and freight. We have been compelled to pay as high as \$17 a ton for coal, laid down, and as it takes a ton of coal to melt a ton of glass the cost inference is clear.

"In turning out an enormous tonnage of glass this means an extensive consumption of coal. Fuel oil has been a cent or two cheaper lately.

"Labor is uncertain in some factories

owing to the type employed, but this is expected to be normal as the weather presents more clearly the desirability of indoor employment.

"There was a shortage of preserving jars in the late spring and summer, but the fault rested with the trade. Evidently restrained by the high cost of sugar, they failed to cover the prospective demand. We made 11 per cent. more jars this year than last, and at that 1919 was a banner year for fruit jars. Unfortunately, when the belated rush did come, our production was given over to other containers, and to switch back to jars meant a loss of perhaps a week's output.

High Prices to Continue

"At all times energies are bent on taking care of domestic trade. The worst has been passed, and normal outside deliveries will soon be reflected.

"Prices are, unfortunately, bound to continue high. A low priced raw material used in large quantities is bound to react only as wages and freight are reduced. These, after all, represent the cause of increased prices. No present indication of reduction in either wages or freight is apparent," concluded Mr. Robertson.

Biscuits Not Likely to Be Lower Before the Beginning of the New Year

Cheaper Grades of Sweet Biscuits Are Lower—High-Class Goods to Remain at Present Prices—Raw Material Now Higher Than When Last Advance Was Made

THE opinion is expressed by biscuit manufacturers that the price of the better grade of biscuits will not be lower for this year at least. They point out that biscuits did not advance in accordance with the increase in the cost of raw material and that no increase was registered on biscuits since April 1st of this year and the peak prices of raw material were not reached until the middle of the summer. The cheaper biscuits, however, have shown a decline during the week of three to four cents per pound.

"The cost of raw material in April was lower than it is today and we have not made an advance since then," stated H. A. Telfer, of the Telfer Biscuit Co., Ltd., Toronto, to Canadian Grocer. "The cheaper grades have come down but the trade and the public need not expect any lower prices on the better class of goods until after the first of the year." Mr. Telfer also pointed out that the Canadian manufacturers have been selling biscuits 20 to 30 per cent. lower than any other country in the world and that the average price in the United States for high-grade

SALADA TEA COMPANY PURCHASE TEN-STOREY BUILDING

Montreal Branch Will Have Offices Similar to Those at Boston

The Salada Tea Co., Ltd., in Montreal, under the management of F. T. Shearns, are now arranging their new offices in their building which occupies the block on St. Laurence Boulevard, between Le Royer and St. Jean Baptiste Streets. The main entrance will be on Le Royer Street. This new building, which was built only a few years ago for a storage plant, is ten storeys high and is being remodeled according to the designs of the Boston offices of the company. The general offices will be on the main floor and will be finished throughout in marble. The office furnishings, most of which are being brought from England, will be mahogany. Shower baths are being installed in the basement for the employees. A lunch room is being fitted and off this will be a rest room furnished with leather upholstered chairs and lounges with piano and Victrola for dancing. In connection with the idea of making the surroundings congenial for the staff Mr. Shearns considered it was the secret of co-operation nowadays and of maximum results and efficiency. "It is the apostle of contentment and the enemy of unrest," he said.

The company expect to move into their new offices in February of next year.

AMERICAN CIGAR COMPANY DECLARES HUGE DIVIDEND

New York, November.—The American Cigar Company recently declared a 50 per cent. common stock dividend, payable December 15, to stockholders of record December 1. A special meeting of stockholders will be held November 24 to vote on a plan to increase the authorized common share capital from \$10,000,000 to \$50,000,000.



The attractive interior view of the store of The International Tea Store, St. Catharines, Ont.

Interior and Window Displays a Feature in This Store

The International Tea Store, St. Catharines, Has Built Up a Big Business on Quality and Service—Unique Window Displays Also Being Business—Refrigerator Silent Salesman Helps Sales of Provisions.

THE store of the International Tea Store, St. Catharines, is one that is worthy of note. The entire store is decorated with white enamel which gives it a bright cheerful appearance and tends to set off to advantage the tastefully arranged displays that are to be seen on every side. At the rear, dividing the store proper from the store room is a trellis arrangement above the shelves, which is decorated with vines and studded with colored electric lights. These lights when turned on in the evening are very striking, blending nicely with the decorations and attracting attention to that part of the store.

It is at this section of the store that the provision department is located. Such articles as butter, eggs, cheese, cooked and cured meats are all sold in this section. A handsome silent salesman refrigerator is used for the purpose of displaying these goods and has been the means of building up a large and regular trade on provisions alone.

"We consider that displays both in the store and the windows are very valuable, because they keep the customers posted on new lines and also standing as a reminder for certain things that otherwise might have been forgotten," stated

C. E. Wilson to Canadian Grocer. "A great deal of our increase in business can be traced directly to window display."

Unique Window Display

Recently they put in a window display that was unique and attracted a great deal of attention and comment from people who were passing the store. A floor design was worked out entirely in tea, of the figure of a man angling with a fishing rod and line. The line was directed over the lake which was represented by a circle of tapioca. The show card backing up the display dwelt upon the fact that the store was fishing for the tea trade of its customers.

The sales of tea during the ten days that this display remained in the window showed a satisfactory increase over the preceding periods.

The windows are changed almost every week and displays are never allowed to remain in for longer than ten days at a stretch. By this plan the goods in the window have no chance to get stale, and the display always looks attractive and appetizing.

Where Service Counts

The store is situated a little to one side of the main shopping district and ways had to be devised to get people to

become regular customers of the store. The firm decided that the best advertisement would be to give service and sell quality merchandise. This probably took a little longer to bring the volume of turnover to the amount it is to-day, but had the desired effect of building a sound steady clientele, the firm having many customers in distant parts of the city who buy there simply because they appreciate the neat, sanitary condition of the store, the quality of the goods handled and the service rendered.

PLANS FOR THE LARGEST PECAN ORCHARD

Steps are being taken to plant what is said will be the largest orchard of pecan trees in the United States upon a tract of 1,580 acres of land in the Valley of Dove Creek. Preparatory to establishing this orchard the parties interested have been growing in a nursery 2,500 two-year-old trees, all grafted, and about 2,000 native trees of the soft shell variety. Transplanting of these trees will commence early in December and they will be between that time and April 1 set out 600. The Knickerbocker section of the State is noted for its pecan production.

Certificated Grocers' Examinations

Questions Asked on Different Subjects in Second Year of Grocers' Course—Groceries, Provisions, Bookkeeping, Law and Methods of Business

THE following are the questions asked on the different subjects in the second year examinations in the course of study prescribed by the Institute of Certified Grocers. The first year examinations were given in a recent issue.

Section A—Grocery

(Of the six questions set in "Grocery" only three may be attempted.)

1. What considerations would guide you in blending teas? Give an illustration.

2. (a) Describe the characteristics of the following raw coffees: Costa Rica, Mysore, Nairobi, Uganda.

(b) What would you look for in the liquors of each?

3. (a) In examining a sample of rice for purchase, name the points you would look for in forming a judgment as to quality.

(b) In buying a fine quality of ground rice, what chief points would you look for?

4. What alterations have resulted from the war in regard to the types and quantities of sugar imported into this country?

5. (a) Whence do we obtain the bulk of canned fruits?

(b) Describe contents—fruit and syrup—of a 2½ can of extra standard apricots and of second standard pears.

6. What is the precise difference between black and white pepper, and how do you account for it? In buying pepper and ground ginger, what precautions should be taken?

Provisions

(Of the five questions set in "Provisions" only three may be attempted, of which No. 7 must be one.)

7. A side of bacon (Wiltshire-cut) weighs 60 lbs. and costs 216s per cwt. Show with a diagram how you would cut it up into 13 pieces, giving estimated weight and price of each cut, so as to make a profit of 10 per cent. on return.

Or for Scotland.—A side of bacon (Wiltshire-cut) weighs 60 lbs. and costs 216s per cwt. Show how you would slice this up to obtain a profit of 10 per cent. on return, showing price received for approximate weight of shanks, bones and sliced meat; and also loss where any occurs.

8. How is Wiltshire-cut bacon graded for "weight" and "selection"?

9. What are the "points" which should guide you in judging a sample of butter?

10. (a) What is the difference between nut margarine and oleo margarine?

(b) What are the materials used in manufacture of each and from what are they derived?

(c) Which of the two more resembles

butter and in what way? Which is the higher in price?

11. (a) Name the best known varieties of British and foreign cheese. Say from what countries outside Britain we receive the largest supplies.

(b) How should cheese be dealt with to keep it in good condition when storing it?

Section B—Bookkeeping

(Of the four questions set in "Bookkeeping" only two may be attempted, of which 12 or 13 must be one.)

12. If you purchase a business, giving £350 for goodwill, £800 for stock, £150 for fixtures, fittings and utensils, and £120 for delivery car, how would you enter these items in your ledger?

13. To which side of the Ledger would you post: Entries from the Goods Bought Book, Empties Returned to Merchants, Discounts Allowed by Merchants, Empties Returned by Customers.

14. On December 1st a grocer opens a new business. On February 28th he took stock, finding it valued at £500. The balances outstanding on his ledger at that date were as follows:

	Dr.	Cr.
Purchases	£1,800	
Returns and Empties ..		£50
Sales Account		1,540
Allowances to Customers	20	
Wages	100	
Insurances	5	
Sundry Debtors	50	
Sundry Creditors		300
Rent, Rates and Gas .. .	50	
Trade Discounts		20
Petty Cash Expenses .. .	10	
Fixtures, Fittings and Utensils	200	
Cash at Bank	100	
Cash in Hand	20	
Capital Account		540

Drawings 95

£2,450 £2,450

From the above draw up a Trading Account, Profit and Loss Account, and Balance Sheet.

15. A grocer purchases goods to the value of £250; he sells them for £300; rent, wages, etc., amount to 14 per cent. of his turnover, what per cent. net profit does he make?

Section C—Law

(Of the four questions set in "Law" only two may be attempted.)

16. State what you would understand by the expressions "Specific performance," "Lien on goods."

17. What articles of food sold by grocers are still controlled?

18. What acts of a creditor will release a guarantor?

19. What must you do to comply with the legal requirements in respect of margarine: (a) when exposing margarine for sale; (b) when handing a parcel of margarine to a customer; (c) when advertising a branded margarine?

Section D—Methods of Business

(Of the four questions set in "Methods of business" only two may be attempted.)

20. What reasons would you give the customer for the preference of a better-class tea over one of an inferior grade.

21. Give details of any one suggested method of decimalizing our present system of coinage, and specify its particular advantages.

22. Describe the advantages from a practical business point of view of studying the tradè papers.

23. Give specimens of the wording for two descriptive window-cards for:

(a) A canned salmon window,

(b) An evaporated fruit window,

two for each window.

Cocoa in Tins Not Likely to Be Lower

Eating and Cooking Chocolate is Reduced, But High Cost of Tins Tends to Keep Cocoa at Present Levels

SWEET and cooking chocolates have shown declines recently of three to four cents per pound. Chocolate bars of all descriptions are also lower. Manufacturers of cocoa, however, are of the opinion that cocoa in tins will not be any lower until the cost of tin plate is considerably less than it is to-day. There is also the cost of labels and labor for filling that must be taken into consideration. The cost of

these have been getting higher, while the cost of raw material has tended easier. "Chocolate for cooking, sweet chocolate and chocolate bars have been reduced lately," stated H. N. Cowan, president of the Cowan Company, Ltd., Toronto, to Canadian Grocer, "but cocoa in tins has not been reduced and is not likely to be, because of the extremely high cost of tins."

Christmas Window Display Brings Extra Business to This Merchant

Preston Grocer Has Good Selling Christmas Window Display—
Christmas Lines Especially Featured—Articles Carry Price Cards
so That People Need Not Bother to Ask



Christmas window display of Hope Bros., Preston, Ont. Arranged by Claude Walker.

CHRISTMAS window display trimmed by Claude Walker for Hope Brothers, Preston, Ont., a town having a population of 6,000 inhabitants.

This window display carried off the second prize in Class B Canadian Grocer Christmas Window Contest of 1919.

The display is attractively arranged and from a selling standpoint, no doubt, was the means of bringing a great deal of extra business to the store.

Practically all the articles shown are especially adapted for the Christmas season. In the front row next to the glass are to be seen piles of raisins, currants, figs, peels and dates. In the next row back are walnuts, filberts, almonds, Brazils, layer figs and chocolates. Further back, on each end of the display a box of rosy red apples and a case of oranges gives a balance to the window. Between these cases are arranged boxes of chocolates, grapes, cranberries, Christmas puddings and fancy biscuits. On the extreme ends are boxes of Christmas crackers.

A recent letter received from Hope Brothers stated that last year they enjoyed the biggest Christmas business they ever had. A large portion of this extra business they attribute directly to their window displays.



Our Friend, The Store Cat

The third of a series of short stories from the customers' viewpoint written by a customer and based on an actual fact.

WHEN I was in the grocery store one day last week a nice sleek black cat came purring against me; she then took a jump upon the stool by my side. A nice friendly cat that was apparently a favorite with everyone who came into the store. Suddenly the cat took a leap upon the counter and calmly walked over to a piece of cheese that was on a dish on the counter, which no doubt was placed there for sampling. The cat licked the cheese and jumped down to the floor.

I had occasion to go further down the store, and, upon my return, I was just in time to see a customer cutting a piece off the cheese that the cat had previously been sampling and eating, with the clerk standing by telling him something about the quality of the cheese.

Another time I was in this same store; the cat was nicely curled up in a bag of oatmeal that had been left open.

A cat may be necessary around a grocery store to keep away the mice and rats, but I think the cat should be trained to know its place or else it should be

kept in the basement where it could do some good instead of snooping around things that humans have to eat.

This store always takes a pride in fixing up their windows. They are always tastefully arranged with something to tempt a person. Last week the weather being cool they fixed up the window with all kinds of breakfast foods. Large trays were lined with white crepe paper and then filled with cereals, oatmeal, cornmeal, cream of wheat, wheat flakes, and packages of different kinds were arranged around. It looked very nice, and Mr. Brown told me on Saturday that they sold more cornmeal that day than they had altogether since last winter. He said he guessed the whole neighborhood would have Johnny cake on Sunday.

On Sunday I was going past the store, and noticing a lot of children and one or two grown-ups looking in the window and laughing, I thought I might have a look and see what the joke was.

What did I see?

Just our old friend puss, scratching around in the trays of breakfast food.

curdle. Another product from the peanut is Worcester sauce, and it has been found out that the peanut makes a splendid base for the making of Worcester sauce, and gives a sauce that is very attractive. We have also peanut coffee and instant coffee. These are just a few of the many things that can be obtained from the peanut. Of course, everybody knows about the oil that is taken from the peanut. It is taken the same way as oil from the corn, and could be used for culinary purposes. It is certainly surprising what a vast number of delicious products can be obtained from the peanut.

Both Fat and Water Solubles

During the war Dr. Collum and others who have been working in connection with Dr. Hirschberg, found out that two distinct principles exist in some food-stuffs and do not exist in others. Dr. Collum fed 60 rats and found that those that fed on corn alone died very fast until he mixed vegetables and other grains in their diet. This was due to what are known as vitamins. There are two kinds of vitamins, water soluble and fat soluble. Corn does not contain either. Peanuts contain both.

Fancy Dyes From Peanuts

No doubt merchants would like to know how many peanuts it would take to make a glass of milk. Professor Carver, who by the way is one who discovered the possibilities of the above mentioned things, stated that 3½ ounces of shelled peanuts will make a pint of very rich milk. That is, it will make milk that is many times richer than cow's milk. It would make a quart of "bule John," as skimmed milk is named in the States. Professor Carver also states that from the process of making this milk there have been discovered some other various interesting by-products. In his speech before the Peanut Association in Montgomery, Alabama, he stated that we can procure fancy dyes from peanuts. He was not advocating the making of dyes from peanuts, except as a means of utilizing a by-product that would otherwise go to waste. Further, the little hull or shell on the outside of the peanut is now being used for making a substance similar to quinine. It is intensely bitter and affords a very interesting question to the medical profession. Then there are a group of leather stains, that run all the way from intense black down to tan and russets. There are wood stains, such as peacock green, mission color and malachite color. These are all basic colors from which many other colors could be made, and all of these are made from the peanut.

The food value of the peanut is very high and contains a high percentage of fats and other essential matters that help to build up the ever used tissues of the body. It is also one of the few foodstuffs which contain what is called the complete proteins, making the peanut a good and nourishing food.

Many By-Products Are Obtained from Peanuts

By S. G. Bendon.

EVERYBODY has heard about and seen the peanut, but very few know the possibilities of the peanut. The following will give readers of Canadian Grocer the definition of what the peanut is.

The peanut unlike other nuts does not grow on trees, but grows in the ground like potatoes. It is taken out of the ground and sent to the cleaners and shellers to be graded, packed in bags and distributed. They are graded as follows:

Peanuts Graded

Peanuts in shell are called jumbos, extra jumbos, fancies, and extra fancies; these names are given according to their sizes. The jumbo is naturally the largest; the extra jumbo is just as large but not so good in quality; then come the fancies and the extra fancies. Amongst the shelled peanuts there are the following grades: Spanish 1s, Spanish 2s, extra large Virginia, No. 1 Virginia, No. 2 Virginia. It can be seen by this that when marketing peanuts, every care is taken that the quality and grade is separated and sold.

Among the latest by-products that it is found can be obtained from the peanut are: Peanut milk—the cream rises exactly the same as cow's milk. It is absolutely impossible to tell the difference in looks, and as far as culinary purposes in general it is as good as cow's milk. In many cases it is better. There are no chemicals used, nothing but water. Then there is the buttermilk—the whey rises exactly as it does in cow's milk, and tastes very much like fresh cow's buttermilk, and is very nutritious. There is also the full cream. This cream could be used in coffee, tea, chocolate, cereals and fruit, and in many other ways, the same as cream from cow's milk. There is, too, a milk especially for ice cream, which is very delicious, smooth and fine grained. It is a fine product and will be much in demand as soon as its merits are known. There is evaporated milk, which acts the same way as the regular evaporated milk. There is also a milk named fancy fruit punch milk. This is fine for making punches and fruit pies. This milk can be used with any acid, as it does not

Some New Mail Order Merchandising Methods

Large Chicago Mail Order House Adopts New Methods Which Make Possible Closer Relation to Consumer—Adopting Retail Methods to Compete with Retail Stores—Retailers Have the Advantage If They Make Best Use of Their Opportunity

THAT the old established distribution methods of mail order houses are due for a rearrangement in order to allow them to give greater competition to retail store trade is evidenced in the new methods being adopted by Montgomery Ward & Co., Chicago, which is now adopting a plan to deliver goods "from the store to the door" and an arrangement for lowering transportation costs. It is evident that the mail order houses are having difficulties of their own these days and the methods they adopt to overcome such difficulties are particularly interesting to the retailers, particularly in view of the fact that the mail order houses are introducing a number of the elements of retail store merchandising in an effort to establish closer relationship with their customers. In this field the retail store stands supreme providing the retailer makes the best of his opportunity. An interesting article on this subject in *Printers' Ink* is as follows:

"For some time it has been a commonly accepted fact that the up-to-date retail store—with the emphasis upon up-to-date—no longer need fear retail mail order competition. Manufacturers and jobbers, working through their service departments, have finally convinced the retailer that the catalogue house is by no means the all-devouring monster that it has been pictured. It has been pointed out, properly enough, that the mail order selling scheme has certain inherent weaknesses which will forever prevent it from cornering the country's retail trade.

"All of this is very good. Nevertheless manufacturers, jobbers and retailers will be making a costly mistake if they think that the mail order houses are not striving mightily all the while to overcome their handicap. They don't expect to run the retailer out of business, of course. But they are fully alive to their deficiencies in the distributing scheme and will leave nothing undone to correct them.

"This is well exemplified in the recent activities of Montgomery Ward & Company. When this concern was taken over by the United Retail Stores Corporation interests, advertising and merchandising experts shook their heads and wondered what the answer could possibly be.

"The answer now is becoming apparent.

"Montgomery Ward & Company are adapting retail store methods. They are getting closer to the people both in advertising and distribution.

"Chicago retailers were surprised a short time ago to hear that Montgomery Ward had opened "The Outlet Store" in a crowded retail district on the northwest side. Through this store the company will sell directly to the public surplus supplies of its regular mail order stocks. Advertisements announcing the opening said that the prices would be considerably below the catalogue quotations. The goods will be sold on the cash and carry basis.

"It is said this mail order house expects to establish similar retail stores in every city where it has a distributing branch and eventually the same system will be em-

ployed in good-sized towns generally. Naturally there is no way of confirming such a statement and it is being presented here for what it is worth.

"So much for what Mr. Whelan and his associates expect to accomplish in a retail way in the larger cities. And now for the smaller towns.

Delivery to the Door

"Customers of the house in various communities received circulars recently, stating that Montgomery Ward & Company had completed arrangements to deliver goods 'from the store to the door.'

"This plan not only gives quicker and better service, but lessens the freight charge materially. All the freight orders destined for a certain town in one day are shipped in one lot in charge of a local transfer company. Instead of being charged on the customary 100-pound minimum for freight, as generally is the case, the customer has to pay freight only on what his goods actually weigh. The transfer company then delivers the goods to the house for a small cartage fee, which is smaller than the customer would have to pay if he arranged for the delivery himself. Delivery service on packages up to 20 pounds costs 30 cents; up to 50 pounds, 35 cents, and up to 100 pounds, 40 cents.

"In making this readjustment of things, Montgomery Ward does much to eliminate delay and expense. The mail order people themselves have been foremost in admitting that it is tiresome to wait for shipments and a nuisance to have to arrange for their delivery. In the smaller towns especially this latter consideration is of moment. In some towns it is embarrassing for people to go or send to the station for goods sent in by a mail order house. They are perfectly within their rights and are doing nothing to be ashamed of. But they fear the criticism that comes from the 'buy-at-home' boosters. Ward's new scheme suits them much better. It is practically the same as ordering goods from a local store if one wants to forget about the unavoidable delay. And the delay is not so bad when one saves enough on the order to more than pay for that inconvenience.

Outlet Stores

"With 'outlet stores' in the larger communities and the home delivery system in the others Montgomery Ward seems to be going a good way toward meeting the retailer on his own ground. This is adopting retail store methods to fight the retail store. It bears out an assertion made several times to the general effect that it is folly for the retail store to try to compete with the mail order house by using a catalogue—that a retailer can win as long as he uses his store to fight mail order, but will lose just as soon as he gets into the catalogue end.

"Speaking of catalogues and their distribution, Ward has adopted some forward methods in this direction also. Instead of sending recent midsummer price lists through

Continued on page 42

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H. V. TYRRELL General Manager

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GOOD BUSINESS WILL FOLLOW

IT is agreed by many authorities that basic business in Canada is sound and that a period of good business will follow the conclusion of the temporary circumstances now affecting most lines of trade as result of the tendency toward lower price levels. There are, however, still many dangers confronting the retailer and he will have to watch his business closely in order to avoid the pitfalls. Every merchant should keep his business in as liquid a state as possible consistent with carrying a sufficiently well assorted stock to enable him to keep the wheels of business moving. To do this it will require close attention to credits, with more restriction than heretofore, particularly owing to the possibility of more unemployment. Conditions are such in most districts as will enable the dealer to secure a good deal of outstanding cash, and this policy will then enable the carrying of a well assorted stock and the giving of best service to the customer.

It is difficult to predict the likely trend of prices, but it is thought that there will be no resumption of business on a large scale until the

public is satisfied that the low point has been reached. Then manufacturers will also feel confident in maintaining a complete stock to enable the immediate filling of requirements. The fact that the re-adjustment process appears to be more deliberate in Canada than in the United States is thought to be an advantage to Canadian manufacturers as giving them more time and opportunity to prepare for the altered conditions.

THE CHRISTMAS WINDOW CONTEST

MANY merchants in all parts of Canada are using their windows to the best possible advantage, showing seasonable merchandise and changing displays frequently. This is evidenced by the many photos of attractive windows that come to our office throughout the entire year, reproductions of which are published from time to time.

But it is during the Festive Season that the merchant puts his best efforts and greatest amount of work in the window displays. It is the one season of the year when the retail grocer has the best material at hand for attractive displays, not forgetting the fact that the public is in a buying humor. The merchant, therefore, that has the most tempting display is the one that is going to reap the biggest harvest of extra sales.

Canadian Grocer for many years has held an annual Christmas window contest to encourage good window trimming. This year we hope to see the best one ever held.

Apart from the monetary value of the prizes offered, there is a certain honor in winning a prize, as this contest is open to merchants throughout Canada, from coast to coast.

EDITORIAL BRIEFS

THIS is the age of substitutes, but there's no substitute for honesty.

* * *

IF YOU lack confidence in yourself, how can you expect your customer to have confidence in you or your line?

* * *

THERE was talk of changing the phrase "Supply and demand" to read "Supply and request."

* * *

A PRESS report says that the manufacturers in the shoe and leather industry are prepared to "pocket their losses" without complaint. If there was anything to pocket, why should they complain?

Expense and Profit Statements

Analysis of Several Letters Sent by Merchants for Criticism—One Man With Six Months' Sales of Meats and Groceries at \$51,000 Asks, What Should Be a Fair Net Profit

By HENRY JOHNSON, JR.

A LOT of letters have piled up again, some dating back to July, so here goes for a clean-up.

First comes a man who sends his statement of six months' business with \$51,000 sales of groceries and meats. He says he aims at 25 per cent. margin but cannot average that because of the many staples which have to be sold for less, and he asks me for an analysis and to tell him what I "would determine as a fair net profit on this six months."

The expense statement shows a total of \$5,472.18, and it seems to cover everything except interest, and that would not be important, so here we have a ratio of practically 10.73 per cent. expense on the \$51,000 sales—and that, surely, is modest enough, especially on a combined grocery and meat business. Examination of details shows that rent is only .353 per cent. on sales, salaries for sales force 6 per cent. and delivery costs inside of 2 per cent. How expenses could be put lower I cannot see.

We all know that groceries cannot average much above 20 per cent. margin even in normal times. Recent conditions have tended to reduce that average to around 16 2-3 per cent.; but meats should bring up that average considerably. But even supposing we get no more than 16 2-3, we have here an expense of 10.73 which being taken from 16.66, leaves us 5.93 per cent. profit. On that basis, my friend should have made \$3,024.30 this last six months.

Obviously, I cannot come much closer than the roughest estimate with such insufficient facts and figures, but he can tell whether he got that net and if he did not, something must be radically wrong, it seems to me.

General Store Earnings

A merchant who signs himself S.M.C.O. sends in figures which he says are very conservative because he has taken inside figures for his merchandise pricings and then deducted 10 per cent.; and he says his buildings would cost three to four times what he carries them at in his inventory. His statement of 1920 values is interesting for several reasons, so I copy it:

Bills Receivable	\$ 3,833.90
Accounts, good	3,139.50
Furniture and Fixtures ..	450.00
Store and Warehouse	1,375.00
Merchandise Inventory ..	11,000.00
Stock and Bonds (Lib.)..	3,000.00
Wood on hand	1,142.00
Cash on hand and in bank	11,854.12

\$35,794.62

Interest here centres on the very modest figures for furniture and fixtures, and buildings. I can believe very readily that these items are bled down to the bone as replacement values stand now. The large cash balance is explained as follows: "We do quite a credit business and in summer funds are high and at the end of the year, or rather in winter, they go low."

Analysis shows that on sales this man makes just about 7 per cent. net—\$4,100 on sales of \$58,000; but because of other heavy loads of capital and slow turnover, his capital earnings are only 11.39 per cent. For with expenses of \$5,552.92—including depreciation—this burden is 9.57 per cent. on sales. So if we then add the 7 per cent. net, we have a spread of 16.57 per cent. as margin. Deducting that from the sales, we have stock cost of \$48,334, and that, divided by \$12,000, average stock carried, gives us four turns.

Conservative Suggestions

I can make only the most conservative suggestions because this business is a success as it stands—and success succeeds. Stock is \$4,000 less than it was a year ago, so I think this means that this man is unloading—and that is the best thing he can do. Then he should keep unloaded, in my opinion, no matter what he may think he has made by carrying a long stock recently. But I do not think I should keep \$9,000 to \$12,000 in cash lying in anybody's bank, idle, even for a short time.

That money should be invested where it will earn about 7 per cent. net. It can be done to-day to the best advantage that has happened in a lifetime. The most solid securities can be bought now to yield seven or over, and those securities are certain to enhance in value as time passes. So if about \$10,000 were thus put away, it would earn \$700 a year, plus the profits that must come from enhanced values. Then as the firm needs money during the busy days of winter, let it borrow against its collateral. In this way every dollar will be working all the time.

I cannot think of anything more to say to this very able manager.

A Mystery to Me!

Another statement is from a man who sold \$34,000 last year with stock of around \$5,600 and owes at the end of the period \$6,500 for merchandise and has bank overdraft of \$1,045.67, or liabilities for cash and goods of \$7,565.39. His quick assets, that is cash and merchandise, amount to only \$5,865.36. He has

outstanding accounts, in two lots, totaling \$4,801.38. It seems to me that he is in bad shape.

I find no indication of how long this man has been in business. If he started a year or so ago, how did he get into such involvement with all the opportunities there have been lying around to make money? He seems to have made allowances for everything and depreciated all fixtures and other inert assets liberally. In fact, he has set aside an allowance for bad debts of \$505.51 in one place and \$547.33 in another; yet the maximum allowance should be ½ per cent. on sales, or \$170, so far as his expense account is concerned. If, as a matter of conservatism—and I am great on conservatism, as you may have noticed—he wants to inventory his outstanding accounts at reasonable face and then deduct 10 per cent. of the face before he puts them into assets, that is good practice; but to carry more into expense than ½ per cent. is neither good practice, as I see it, nor is it to be contemplated that accounts are to shrink more than that in the handling. If they go down more than that proportion, it shows weak management.

I am not reprinting the sheets because the remedy lies at the surface. It is to collect diligently and cut down indebtedness. Inasmuch as this man has made only 14½ per cent. on sales during the last six months, he should immediately increase his margin. For that does not seem to be wide enough. With indebtedness exceeding his quick assets of stock and cash by nearly 30 per cent., this man is in desperate straits, it seems to me, and only the most careful management can pull him out. How do men get that way? You might answer that it is through ignorance. But this man can figure and seems capable of knowing what figures mean.

I should like to be helpful to him, but I can see nothing ahead except trouble unless he gets counsel from somebody on the spot and sets diligently at the task of digging out.

One Who Reads and Then Acts

One writes: "I read your article relative to bananas. Since reading it and putting the suggestions into practice, I feel that I know about where I stand as to profit on this item. I deduct 15 per cent. for stalk and shrinkage. For instance, I find a small bunch billed to me as 36 pounds weighs after 15 per cent. deduction 30.6 pounds. If billed at 11c a pound, I find my cost, gross weight, is \$3.96 or 12 2-3c net a pound. To this I

Continued on page 43

CURRENT NEWS OF THE WEEK

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

Quebec

R. Odell has sold his interests in the firm of R. Odell & Co., Capelton, Que. John Harwood will conduct the business under his name.

J. H. Duke has been appointed representative for Chase & Sanborn Co., Ltd., of Montreal, in Manitoba and Saskatchewan, succeeding R. L. Waugh, who has resigned his position with this company.

P. M. Gerrard, who is in charge of the correspondence department of Hudon, Hebert & Company, wholesale grocers, of Montreal, has been absent from his desk for the last week and is confined to his home with illness. Mr. Gerrard is expected to be able to return to the office the early part of next week.

Ontario

J. Cullen, Kingston, Ont., is now conducting his business on a strictly cash and carry basis.

The merchants of Bolton, Ont., have decided to continue the Thursday half-holiday until further notice.

Joseph Ruddy, Toronto, vice-president Canada Starch Co., is in Western Canada on a two weeks' business trip.

The retail grocers of Fort William, Ont., are closing their stores on Wednesday afternoons the year through now.

The grocers of Brampton, Ont., must close their stores at six o'clock on the evenings now, Saturdays excepted. A by-law has been passed to that effect.

The Niagara Grape Growers' Association marketed more than 400 cars of grapes, 330 of which were sent to the United States.

Twenty grocers of the east end of Toronto were fined \$5 and costs in the Police Court recently for disobeying the early closing by-law.

The till in the store of W. J. Statham, Exeter, Ont., was relieved of between \$20 and \$30 in silver recently. The thief has not yet been located.

James Wagstaffe, of Wagstaffe, Limited, Hamilton, Ont., was in Toronto on Monday attending an executive meeting of the Food Products Association.

A quantity of large red raspberries were brought to the newspaper office in Brockville, Ont., last week. They had been picked in a Brockville garden and constituted the latest picking on record.

W. Y. Colclough, Toronto, agent for the Globe Refining Co. and other British firms, will return about November 15 from a trip to the Old Country where he visited his principals. He has been away since Sept. 11.

According to reports from Ottawa merchants throughout the country are taking to the use of stamps as well as can be expected, and it is predicted that the collections coming into the department after a month or so will show a decided gain as a result of the stamp system.

Western

Charles Harris has taken over the grocery business conducted at Amherstburg for the last seventeen years by his father, T. J. Harris.

Work has been commenced on a handsome new store front at London, Ont., in new premises to be occupied by French & Co., fruits and groceries.

Hugh Dallyn, of St. Thomas, Ont., has a new member of the firm in the shape of a little daughter.

The Moore Fruit Co., of London, Ont., has purchased the old hotel building adjoining their premises and will remodel it into two fine large stores.

Work will be started at once at London, Ont., on a new office building, warehouse and loading platform by the Harris Abattoir Co., of Toronto. A site has been purchased on Talbot St.

The Wm. Ward Cigar Co., of London, Ont., is adding an entirely new branch to its business in the shape of a plant where package and plug tobacco will be turned out. The machinery is now being installed and the new plant will be in charge of Henry Deacon, until recently manager of the Foster Tobacco Company, of Leamington, Ont.

Clifford A. Mann, of the firm of C. A. Mann & Co., London, Ont., in discussing with Canadian Grocer the future of poultry prices, stated that there is an unusually large supply of chickens, ducks, geese and turkeys in the country and that he looks for lower prices.

The Middlesex Milk Producers have under consideration erecting a \$250,000 plant at London, Ont., for the manufacture of creamery butter, pasteurized milk and ice cream.

Fruit Baskets Will Be Fifty Per Cent. Higher Next Year

The price of containers for next season's fruit crop has jumped more than 50 per cent. The Clarkson Fruit Growers' Association of Ontario met recently to receive tenders on their supply of containers for 1921, and found that the price offered by Ontario firms was more

than 50 per cent. higher than this season's price.

But to the tenders there was one exception. A British Columbia firm offered to deliver baskets, boxes and crates for much less than any of the Ontario men had asked. The container now being made in British Columbia is different from the one being used by the Ontario trade, but this the firm offered to remedy. The meeting authorized President C. R. Perry and Secretary Herbert Pinphin to investigate the offer and report to the association on November 27.

Clarkson fruit growers will need 50,000 crates, 3,000,000 quart boxes, 175,000 11-quart baskets and 100,000 6-quart baskets to handle the 1921 crop.

Fruit men in this district are preparing to establish a co-operative company to arrange for the marketing of their products. It was suggested that if trouble in obtaining containers occurred again the company go into the work of manufacturing baskets, crates and boxes for the farmers.

A Course at the University for Retail Merchants

W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association, stated recently that at the forthcoming convention of the Retail Merchants' Association on the 17th of this month that this organization hoped to make representations to the Government which will result in the establishing at the University of Toronto, as soon as possible, a course in business ethics, salesmanship, accounting, and other subjects of interest to the retail merchants.

Not only would the clerks in retail stores benefit by this, Mr. Miller said, but many merchants were prepared to take the course. He urged the establishment of this course at as early a date as possible, as the retailers were keenly interested in it as an aid to their business.

FOOD PRODUCTS ASSOCIATION EXECUTIVE MEET

Another meeting of the executive of the Food Products' Association was held this week, when the matter of the new pure food building at the Canadian National Exhibition was further discussed. It is likely that the question will come before the Board of Control at an early date.

Believes Co-operative Stores Will Be a Thing of the Past

Merchant in Sydney, N.S., Writes That Lower Markets Will Be the Biggest Factor in Bringing About the Elimination of Co-operative Stores—The Movement in Nova Scotia.

THE appended letter has been received from a correspondent in Sydney, N.S., on the subject of co-operative stores, and follows the article in Canadian Grocer on October 29: "Is the Co-operative Movement Waning?" Letters from other merchants in places where the co-operative stores are established will be welcomed by Canadian Grocer. The letter is as follows: "Editor Canadian Grocer,—I note with considerable interest your remark in issue of October 29th with reference to co-operative stores. The general result seems to be so much in keeping under the movement in this part of the world that I firmly believe that in a very short time co-operative stores from one end of the Dominion to the other will be a thing of the past, as no such condition is so detrimental to these stores as a falling market.

"The first of its kind in this country was first tried out in Stellarton, N.S. It had a rather successful career for a few years, when finally it went to the highest bidder.

"A good many years ago there was in Sydney Mines another one of these concerns, which for a few years flourished, but was finally wound up by a number of the shareholders having to make good the liabilities or lose their property.

"In one of our most prosperous towns, Dominion No. 2, a co-operative store was started a few years ago. It opened up with a big membership, but its life was short lived, and it went crash, as likewise the one that was organized in Bridgeport. It lived a short time longer but it is not in existence now.

"During the prosperous days from 1906 to 1912, one on a large scale was launched in Glace Bay, the biggest mining town in Nova Scotia, and in its most prosperous days claimed a turnover of over \$40,000 monthly, but, strange as it might sound, a few months ago, what remained of the stock was sold for the benefit of the creditors. The building has been taken over by the British-Canadian Co-operative Society, which is the only surviving one of its kind in this part of the world. This society operates a store in Sydney Mines, and is apparently doing a fairly good business, trade being largely confined to Old Country people, who, for some unknown reason, do not mind paying higher prices for merchandise in the "Co-op." store so long as they imagine that they get a part of it back in the way of the so-called "divvy."

"My friend from Niagara Falls is quite correct. The greatest drawback to

a business of this kind is the unsatisfactory service and poor management as can be always looked for where everybody is a manager.

"There is a story told that can be vouched for under oath: 'A bonny Scotch lady from some Lancashire town in the Old Country was buying a soup bone. The obliging salesman, having an overstock, condescended to give the good lady one for nothing, whereupon she promptly informed him that "She did not want it for nothing; she wanted it charged so that she would get the divvy." Can you beat that?

"MERCHANT,
"Sydney, N.S."

May Re-open the Canadian Cereal Mill at Lindsay

Negotiations have been opened for the re-opening of the Canadian Cereal Flour Mills at Lindsay, according to the Lindsay "Warder." The firm sustained a severe loss in the destruction of their Tillsonburg mill, and a member of the firm has stated that arrangements will have to be made immediately for the resumption of business as there are a large number of orders on hand to be

Merchants Selling Articles Subject to Luxury Tax Must Take Out License

General Groceries Do Not Require a License—
Luxury Taxes Collected by Stamps Attached
to Sales Slip.

THE following letter was recently received by Canadian Grocer from a subscriber in Western Ontario:

"Do retail grocers selling staples, confectionery, biscuits, etc., have to take out a license, when one and two per cent. is paid to wholesalers and manufacturers and do we have to use luxury stamps? An answer will be appreciated."

In regard to the luxury tax license, merchants who do not sell articles that are subject to the luxury tax are not required to take out a license.

Those merchants who sell merchandise that comes under the luxury tax ruling, must procure a license from the Collector of Inland Revenue. This means that the merchant who sells only one article that is subject to the tax must necessarily have a license the same

filled. A building must be found, he said, on the direct line for shipments from the West. To meet this need, a prominent citizen is interesting himself in an effort to secure resumption of operations in the Lindsay mill.

CUSTOMS HOLDING SUGAR FOR ANALYSIS AT BORDER

Bridgeburg, November.—Housewives who buy sugar in Buffalo at 13 and 14 cents a pound are having it held by Customs officials for analysis under the pure food laws. The retail price on this side of the border is from 18 to 20 cents a pound. The order for analysis came from the Customs Department a few days after the Cabinet rescinded the Department of Commerce ruling which practically barred importation from the United States.

Stratford Retail Merchants Elect New Officers

Stratford, Nov. 2.—The Retail Merchants' Association at their annual meeting in the Chamber of Commerce rooms elected the following officers for next year: President, A. Knéchtel; first vice-president, E. A. Robertson; second vice-president, A. W. Fisher; secretary, W. White; treasurer, W. J. McCully. An executive committee was appointed to consist of the officers and the following twelve members, one member being selected from each branch of the retail business. Messrs. D. Ferguson, W. Hern, H. Myers, P. J. Kelly, H. Kalbfleisch; N. F. Babb, H. G. Rankin, Geo. Larkworthy, A. C. Barnesdale, F. Cosford, C. N. Greenwood and A. J. Flanigan.

as though he handled many taxable lines.

The Department of Customs and Inland Revenue has issued instructions that on and after November first, 1920, the luxury taxes will be collected by means of excise tax stamps.

Retail merchants selling goods subject to excise (luxury) taxes, when taking out a license, will be supplied with a perforator for the purpose of cancelling the stamps.

When goods are purchased subject to the luxury tax, the merchant is required to attach to the invoice or sales slip stamps of sufficient value to cover the tax being paid by the purchaser.

The one and two per cent. that is paid to wholesalers and manufacturers mentioned in the above letter is a sales tax and must not be passed on to the purchaser but is absorbed by the merchant.

NEWS FROM WESTERN CANADA

Western

F. Dowhan has commenced in the grocery business in East Kildonan, Man.

I. Shanas has succeeded A. Marinella in the grocery business at Winnipeg.

N. Puls has succeeded R. Puls in the grocery business at Winnipeg.

J. Tunis has commenced in the grocery and produce business at Winnipeg.

A. Ochock has succeeded P. Yaunikis, grocer, at Winnipeg.

A grocery business has been commenced by J. B. McLeod at Vancouver, B.C.

City Grocery (Tracy and Watson), High River, Alberta, has been sold to Fred W. Wilson.

Morrison and McLeod have succeeded A. J. Rogers in the grocery business at Edmonton, Alberta.

H. Tompkins, who operated a grocery store at Grindrod, Alberta, is reported selling out to Spence and McAusland.

P. P. Loewin has been succeeded by Loewin Bros. in the grocery business at Morden, Manitoba.

Espie and Park, grocers at Winnipeg, Manitoba, have dissolved partnership, A. Espie continuing.

S. McBride has been succeeded by R. Fisher in the grocery business at Winnipeg, Manitoba.

G. T. Camey has sold his grocery and confectionery business at Bulyea, Saskatchewan, to H. C. Leggo.

MacDonald Crawford, Ltd., wholesale grocers, have opened a branch at Regina, Saskatchewan.

Joseph Branconier, who conducts a general store at Batoche, Sask., suffered loss by fire recently when his place of business and all contents were destroyed.

A by-law providing that all stores in Moose Jaw, Sask., close on Wednesday afternoons, came into force there on November 1.

Merchants Disagree on Vancouver Early Closing By-Law

Vancouver, Nov. 10.—Decided divergence of opinion in the matter of early closing, especially as to whether it should be at 6 or 9 o'clock on Saturday evenings, was shown among the personnel of a delegation numbering nearly 100 retail grocers, who packed the council chamber of the City Hall recently and tried to explain their individual opinions to the Finance Committee. Discussion, led by rival legal counsel for the "early closers" and the "moderately lates" continued in decidedly animated style for

over an hour, until the aldermen did the only thing possible under the circumstances—laid the Early Closing By-law on the table for two weeks until the next meeting, advising the rival factions to try and come to some agreement in the meantime.

Shortage of Barrels Necessitates Sales of Apples in Sacks

Prince Albert, Sask.—The Ontario apple crop proved to be of such proportions this year as to find the growers and packers almost unprepared, with the result that the price of barrels went to \$1.65 each and there were very few barrels to be had even at that price. The result was that, while apples were at a minimum price in the orchards, they were at a maximum in the markets of the big cities.

Mayor Gray, of Winnipeg, purchased considerable quantities of apples at the orchards and brought them by carload to Winnipeg, where they were packed into boxes, barrels or sacks and retailed to the citizens. Robert Gordon, of the Prince Albert Fruit Company here, in conjunction with other fruit men, made a similar arrangement, a trainload of twenty cars being ordered for Prince Albert. Owing to delay in shipping and the fear of frost, the order had to be cut to ten carloads, which are now arriving and are being distributed in the Prince Albert territory. The Vernon Fruit Company also brought in apples in sacks, which are being sold in this cheaper form.

Pioneer in Business Life of Moose Jaw Has Passed Away

Moose Jaw, Nov. 10.—One of the pioneer merchants of Moose Jaw passed away at the Providence Hospital last week in the person of Malcolm McBride, who had been a resident of Moose Jaw and district for the past thirty-seven years, having come here in 1883. Deceased was 81 years and 7 months old, and death came following an illness of about a month's duration.

Mr. McBride came to Moose Jaw when the village was largely composed of tents, and started a general store under the partnership name of Woods and McBride, on the site where the McBride

block now stands. The disastrous fire of 1891, which wiped out both sides of Main Street, caused Mr. McBride to suffer heavy financial loss. This was followed by the departure of his partner, who was managing a branch store at Rogers Pass, B.C., for parts unknown.

However, with his well known Scotch perseverance he started work on the present McBride block on the site of the burned store. The new store had a plate glass window, the first plate glass front on Main Street. It was completed and put into use in 1892. Mr. McBride was also engaged in the ranching business southwest of Boharm, and this is still carried on by his son, Warren McBride.

Mr. McBride was born April 15, 1839, in London Township, County Middlesex, Ont., and his parents came to Ontario from Argyllshire, Scotland. As a young man he started in the boot and shoe commission business in London, and continued in business there until the building of the railroad through the West brought the prairies into prominence.

Apple Crop in the Okanagan Smaller Than Last Year

Vancouver.—Mr. Crawford, of the Western Grocers' Ltd., Vancouver, has just returned from a trip over the Okanagan and Similkameen territory. He states that while the apple crop is smaller than last year, most of the authorities expected that there would be less than last year, as every second year is always light in that country. The quality of the fruit is so high, however, states Mr. Crawford, that practically a hundred per cent. of the fruit picked is marketed.

There has been a loss sustained by many growers in onions, as a rain in the early part of October caught the onions that were still on the ground and unfitted them for shipment or for keeping. However there had been a good percentage of the onion crop shipped.

"Good prices have been paid the growers for their work and prosperous conditions are in evidence in that valley. There are no dealers in that part of the country selling out these days. Optimism is the keynote of the Okanagan and when one travels through that magnificent valley, one cannot help but feel that their optimism is entirely justified," said Mr. Crawford.

"Independents" Will Get a Share of Raisins This Year

Courts Say That the California Raisin Association Must Give the Independent Packers a Quantity of Raisins, Which at the Market Price Would Give a Profit of \$100,000.

By ROY H. HUNTER

VANCOUVER.—The writer has returned from a trip through the fruit districts of California, and was in Frisco on the day that the court gave judgment regarding the operations of the raisin associations. It would appear that the condition of the raisin grower in California is similar to that of the wheat grower in Manitoba in the not too remote past. His utmost work as an individual not only failed to get him a price for his raisins that would permit him to expand, but did not even allow him to hold his own. Raisin growers told us that the old song of the independent (now called) packers was: "There are more raisins grown than the market will absorb; you are lucky to get anything for them; we stand a big chance of getting 'stuck' with them on our hands."

Accepted the Statement

For years and years the growers accepted this statement. To leave out of this resume the period of alternate hope and grief that formed the eight years previous to the formation of the present association of raisin growers, it suffices to state that this year the old packers, now called the independent packers, those whose plants had not been bought by the association of growers, found when they went to buy raisins that almost a hundred per cent. of their erstwhile clients had joined the association and "would market only through their own organization." To the old timers who had heard the old tale of woe about overproduction and no markets from the packers, the reversal of position filled them with glee. But several of the packers who found themselves with packing plants and nothing to pack immediately appealed to the Government to act against this organization that they claimed practically amounted to a monopoly, contrary to the anti-trust laws, etc.

The courts gave judgment to the effect that the association must give the independent packers a quantity of raisins which at the market price would give a profit of \$100,000; probably some \$20,000 each. The independent packers expect to do better next year. The association probably expects to avoid doing this much, and the Fresno papers point out that while the Government has concerned itself about the interests of the association and the independent packers, the "poor ultimate consumer—the general public" didn't get a thought.

An association as strong as the raisin association may be sorely tempted to act

THE PSYCHOLOGY OF PUBLIC BUYING

Hayden, Stone and Company, brokers, New York, in commenting on present conditions said recently:

"The psychology of public buying is an interesting study. A year ago nothing was too high to buy; to-day nothing is low enough. The minute that the public is satisfied that the low point has been reached we are likely to see another wave of buying that may actually lead to a shortage of goods. The ability of the public, however, to hold off until it is satisfied that the low point has been reached is extraordinary. Some articles are already down to a pre-war level. Others, however, are not and must come down very decidedly before finding a healthy market. Without a far more radical liquidation of labor than anyone would dare to predict, or would be likely to see without serious social disturbance, costs cannot come down to a pre-war level and it is certain that goods will not be produced indefinitely below cost."

in a high-handed manner. The individuals with good memories will undoubtedly want to hit the old packers, and hit them hard, but the executives who have conceived and built the organization that stands to-day are big calibre men, with long vision. As one of them stated to the writer: "If we get too strong for the

best interests of the public, every element of opposition, and public sentiment, and laws of business will conspire to break our association up. Only by considering every one and playing fair can we hold our members and our market."

One independent raisin packer stated to the writer that they would not pack raisins at all this year. Another stated that he was packing very little. The association, through educational publicity, has caused the trade to take more interest in raisins, and each individual in the United States to consume an average of two pounds more per year; and this two pounds represents more than the total former consumption of raisins. Canada exceeds the United States yet in per capita consumption of raisins. The demand for raisins and dried grapes is very brisk, probably owing to "home brew" demand, as well as increased uses for food purposes.

Catalogues and Booklets

Morris & Company employees at Chicago, Ill., E. St. Louis, Ill., Oklahoma City, Okla., S. Omaha, Neb., Kansas City, Kansas, are now receiving semi-monthly editions of the "Morris Supreme," a plant magazine published by and for the employees at each of their packing plants. The firm pays all expenses pertaining to their publication.

The employees have another house organ called "The Morris Standard," which is published monthly under the direction of the Morris Men's Club, and contains information and personal news matters of employees' activities at all of the Morris sales branches.

This publication is an international monthly review of the activities of Morris & Company workers.

Laundry Soaps Are Reduced

Practically All Brands of Laundry Soaps Are Down 50 Cents Per Case—Lower Cost of Raw Material to Be the Reason—Toilet Soaps Not Expected to Be Lower.

ANNOUNCEMENT is made of a reduction in prices of laundry soaps. This reduction amounts to 50 cents per case, and is effected on practically all brands. It is stated by manufacturers that the reason for this decline is that tallow, cotton seed oil and other raw material have taken decided declines, and also in view of the fact that United States soaps are appearing on this market at lower prices than the Canadian product.

In regard to a similar decline in toilet soaps, manufacturers stated to

Canadian Grocer that a reduction in the price of toilet soaps is very unlikely in view of the high cost of cardboard boxes, wrappers and other packages, and unless a decline occurs on these articles, no lower prices toilet soaps are anticipated at the moment. Coconut oil which enters very largely into the manufacture of toilet soaps and also edible tallow is selling at high figures which is also a reason why toilet soaps will not be reduced in sympathy with laundry soaps.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY lines of grocery commodities have shown declines during the week. Some lines have also shown advances. The general trend of the markets, however, continues downward. Business in retail circles is reported satisfactory and wholesalers state collections are good.

MONTREAL—There are many interesting reductions in the grocery market this week. Pork and beef are both reduced in price. As a result of this there are easier prices quoted on smoked meats, bacon and particularly on hams. On the other hand eggs are dearer this week, strictly fresh selling as high as 80 cents per doz. Butter shows more strength with a slight advance in price on creamery. White clover honey is being imported from the United States because it can be obtained cheaper there than it can be bought in Canada. In the provision market the most interesting feature by far is the sugar market and in fact all eyes are turned towards the chaos that reigns there. There are no definite quotations to be made on that market but prices go as low as 13 cents per pound. This is affecting other lines. The new prices on canned fruit show a decrease on last year's prices. Some biscuits are cheaper. One firm has reduced their prices on compound jams. Soap is reduced in price due to the lower market for fats and a falling off in the demand for export for that important ingredient. The prices on the cheaper grades of tea are further reduced but reports indicate an even stronger market for the better grades with perhaps a shortage of Japan teas. Nuts are firmer and there is a brisker market for dried fruits with a good supply of Turkish fruit which has just arrived in Montreal. Oranges are very dear, there being an advance of three dollars a case on California oranges. Lemons and bananas are also dearer. Onions are still very cheap with a big supply.

TORONTO—The sugar situation is very disturbed and there are no stabilized quotations. Refiners and wholesalers all quoting different prices. The molasses market is quiet with little buying noted, buyers consider prices too high in view of the declines in sugar and are holding off anticipating lower prices. Rolled oats in bulk is quoted lower. Rolled wheat is 50 cents per barrel higher in

view of the higher cost of barrels. Black peppers show a slight shading in price but white pepper is holding firm and scarce in primary markets. The second shipment of Spanish Valencia raisins is due to arrive within the week with quotations slightly lower than the first lot. The coffee market continues with an easy undertone, in some quarters reductions are manifest on their special blends. One brand of soluble coffee is reduced. Low grade teas continue to glut the primary markets but medium grades are holding fairly firm. The finer grade teas, however, are scarcer than ever with quotations higher. Some brands of package teas have been reduced on the cheaper grade.

New shelled walnuts to arrive are quoted at lower prices than present spot stocks, these nuts are not expected to arrive much before Christmas and it is said that spot stocks will be cleared up before new stocks arrive. Honey is quiet and prices have declined one cent per pound. Canadian sardines have shown an advance during the week. There appears to be no real shortage in potatoes, but farmers are apparently holding supplies with the result that buyers have had to offer higher prices to get sufficient quantities; quotations have advanced one dollar per bag during the week. Valencia oranges are becoming scarcer as the season for this variety is about over. Coinciding with the receding wheat market, flour and millfeeds are also weaker with a tendency to reach lower levels. During the week reductions have been manifested on, laundry soaps, prepared icings, kraft paper, macaroni and one brand of chocolate powder. One brand of catsup and paraffine candles are higher.

WINNIPEG—There have been practically very few changes in the grocery market this week, and as grocery commodities are expected on the downward grade, very little buying is being indulged in by either retailer or wholesaler. The sugar market remains in an unsettled condition. Corn syrup and starches remain unchanged since the reduction of these lines last week. The shelled nut market shows very little change. Shelled walnuts for delivery around the first of the new year have been offered to the trade at very attractive prices. The fruit market is reported quiet as well as the vegetable market. Potatoes remain firm and an advance in price is expected very shortly.

QUEBEC MARKETS

MONTREAL, Nov. 12.—All eyes are turned on the sugar market this week. There have been many reductions in the price of sugar during the past week and at the time of going to press the reductions continue. It has now turned to a general price war-fare among the refiners and even among the wholesalers. The effect of this brake-up is felt in many other lines. The new pack of canned goods shows some lower prices this week and jelly powder is reduced in some brands. Oranges are three dollars a case dearer this week on account of the end of the season for Valencia oranges. Bananas and lemons are also dearer. Onions continue very cheap. There is a reduction of two and three cents per pound on the cheaper grade tea this week but the best grade of teas are reported even stronger with a likely short market on Japan teas. Laundry soaps are reduced fifty cents per case. The nut market shows a little more strength due to the approaching Christmas season.

Sugar Prices Are Open

Montreal.

SUGAR.—The sugar market is so upset at the present time that no accurate quotations can be made on granulated sugar from any of the refineries. The general price-cutting scheme started the middle of last week and continues with indefinite prices. These prices vary from day to day and perhaps depend to a great extent on the amount of sugar bought and the place of delivery. The wholesale firms, too, have joined the competition, and are cutting prices on their stocks of sugar on hand. Although the opinion is that the minimum price for sugar has not yet been reached it is granted that the sugar market will recuperate and a firmer market will be seen before the month of December is through.

Atlantic Sugar Co., extra granulated, cwt.	
Acadia Sugar Refinery, extra granulated..	
Canada Sugar Refinery	
Dominion Sugar Co., Ltd., crystal gran..	
Dominion Beet Sugar	
St. Lawrence Sugar Refineries	
Icing, barrels	
Do., 25-lb. boxes	
Do., 50-lb. boxes	
Do., 50 1-lb. boxes	
Yellow, No. 1 bags	
Do., No. 2	
Dark Brown	

Molasses Prices Unchanged

Montreal.

MOLASSES.—There is no change in the molasses market this week. Unlike sugar, the quotations are remaining steady. There is not so much competition in this market at the present time, and dealers have very fair stocks on hand which will tend to keep prices at an even level. There is no change in corn syrup this week.

Corn Syrup—

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09 1/4
Quarter barrels, about 175 lbs.	0 09 1/2
2 gal., 25-lb. pails, each.....	2 85
3 gal., 38 1/2-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, 1/2 doz. in case, case	7 15

Prices for

Island of Montreal

Barbadoes Molasses—	
Punchons	1 40
Barrels	1 43
Half barrels	1 45
Punchons, outside city	1 35
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00

3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Rice Market Depressed

Montreal.

RICE.—There is no change in the rice market this week. Quotations vary continually depending on the demand and general market conditions. The demand is still very poor, dealers stating that there is no buying at this time and the market for rice is in a very poor condition. It is almost useless to make any quotations on rice since prices vary from day to day, and no prices are standard for any particular brand of rice.

RICE—

Carolina, extra fancy	
Do. (fancy)	
Rangoon "B"	12 50
Rangoon "CC"	12 25
Broken rice, fine	8 00
Bell rice, fine	16 00
Bell broken rice	10 00
Texas rice	10 50
Siam	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
Siam	0 14 1/2

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

Coffee Market Remains Weak

Montreal.

COFFEE.—The coffee market continues in its weak condition although there has been no change in price during the last week. The reaction that was looked for has not occurred yet, and it is likely there will be a further reduction in price. The changes in the coffee market, however, are not big enough to be a very important factor in merchandising.

Lower Grade Tea Reduced

Montreal.

TEA.—The tea market shows further weakness this week. This weakness is almost surprising, as a stronger market was predicted. Some brands of tea are reduced 2c and 3c per pound. These prices quoted are only on the cheaper grades, however, and Canadian Grocer is informed that quotations on the better grades of orange pekoe and even on Japan teas are higher than they have been for some time. The tea market for

the better grades showed even more strength this week despite the fact that reductions have occurred on the cheaper grade. Reports state that the new crop of Japan tea is not measuring up to expectations, and that there will be a short supply.

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.		

New Canned Fruit Lower

Montreal.

CANNED GOODS.—The new quotations on canned fruit are supplemented this week by quotations on Bartlett canned pears in heavy syrup at \$3.70 per dozen. Greengage plums in heavy syrup are quoted at \$2.90, and peaches in heavy syrup at \$3.50. The new pack of tomatoes in 2-pound tins is \$1.45 per dozen. This is rather a larger reduction on previous prices than expected. On account of the lower price of sugar the Raymond jams are made of the compound and are quoted lower, at \$8.25 per dozen for the 4-pound tins, and \$2.60 per dozen for the glasses. In bulk at 16c per pound, a reduction of 2c per pound on the previous quotations.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	6 35
Asparagus, imported (2 1/2s)	6 65
Beans, golden wax	2 15 2 20
Beans, Refugee	2 15 2 20
Corn, 2s	1 57 1/2 1 62 1/2
Carrots (sliced), 2s	1 45 1 75
Corn (on cob), gallons	7 00 7 50
Spinach, 3s	2 85 2 90
Squash, 2 1/2-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15 3 50
Do. (wine gals.)	8 00 10 00
Sauerkraut, 2 1/2-lb. tins	1 60
Tomatoes, 1s	1 45 1 50
Do., 2s	1 45 1 50
Do., 2 1/2s	1 75 1 80
Do., 3s	1 90 2 15
Do., gallons	6 50 7 00
Pumpkins, 2 1/2s (doz.)	1 50 1 55
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92 1/2 2 05
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 57 1/2
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82 1/2
Choice, 2-lb.	1 87 1/2
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 10
Apples, 2 1/2s, doz.	1 40 1 65
Do., new pack, doz.	2 20
Do., 3s, doz.	1 80 1 95
Do., new pack	6 75
Do., gallons, doz.	5 25 5 75
Currants, black, 2s, doz.	4 00 4 05
Do., gals., doz.	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00

Do., 2½-lb.	7 00
Do., 2-lb.	5 25
Do., white, pitted	4 50
Gooseberries, 2s, heavy syrup, doz.	2 75
Peaches, heavy syrup—	
2-lb.	3 50
2½-lb.	3 50
1-lb.	3 50
Pears, 1s	3 50
Do., 2½s	5 60
Do., 2-lb.	3 70
Greengage Plums, heavy syrup	2 90
Pineapples (grated and sliced),	
2½-lb.	4 80
2-lb.	4 80
1-lb.	2 50
New Pack Strawberries—	
Standard No. 2, per doz.	4 60
Choice grade	4 70
Fancy Preserved	5 50
New Pack Cherries, choice	4 00
Rhubarb, preserved	2 80
Canadian Pineapple (sliced)	4 80
New Blueberries, 2 lbs.	2 25

Laundry Soap Reduced

Montreal.
SOAP.—On account of the lower market on fat and the smaller demand for exportation of fat from this country, there is a reduction on all laundry soaps amounting to 50c a case. This reduction was not looked for before the first of the year, but it has evidently been forced upon the market. The wholesalers state that another reduction at the first of the year would not be surprising.

Jelly Powders Down

Montreal.
PACKAGE GOODS.—About the only change in package goods this week is a reduction in the price of some jelly powders owing to the lower sugar market. Pure Gold jelly is reduced this week to \$1.55.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 33
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
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-raising, doz.	1 50
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	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 20
Do. (6-lb. pack.), doz.	6 30
Corn Starch (prepared)	0 11½
Potato flour	0 13
Starch (laundry)	0 09¾
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 50

Dried Fruits in Demand

Montreal.
DRIED FRUIT.—The "Canadian Rancher" has arrived with its cargo of dried fruit from the East. For the most, however, this whole cargo is sold before it is unloaded and brokers in Montreal state that there will not be an over-supply for the Christmas trade, especially in view of the fact that the big

reductions in sugar is stimulating the trade in dried fruits and nuts. California seedless raisins are quoted a little higher, which means that the Turkish raisins which, compare very favorably with the former, are underselling the American fruit.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 16
Peaches (fancy)	0 28 0 30
Do., choice, lb.	0 28
Pears, choice	0 30 0 35
Peels—	
Choice	0 26
Ext. fancy	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
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Valencias	0 23
Muscatsels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 22 0 24
Do., 4 Crown	0 19½ 0 20
Turkish Sultana, 5 crown	0 26¼
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24 0 25
Cal. seedless, cartons, 12 ounces	0 21 0 23
Do., 16 ounces	0 27¼
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15½
Fard, 12-lb. boxes	3 25
Packages only	0 19 0 20
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16 0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2¼s, lb.	0 45
Do., 2½s, lb.	0 48
Do., 2¾s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11
Do., Turkish, 3 crown, lb.	0 22
Do., 5 crown, lb.	0 28
Do., 7 crown, lb.	0 30
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 22-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17½
100-120s	0 16 0 17

Cereal Market Unchanged

Montreal.
CEREALS.—There is no change this week in the cereal market. All cereals seem to be remaining firm in price as far as can be foreseen at the present time.

Oatmeal, gran., fine standard	5 50
Rolled oats, 90 lbs.	4 75
Pearl Hominy	6 25
Cornmeal, Gold Bust Brand	6 00
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	6 00
Pearl Barley	7 25

Pepper Shows More Strength

Montreal.
SPICES.—There is no change in the spice market. The demand continues very good with a little more strength on pepper both black and white, but no change in price is recorded as yet.

Allspice	0 20
Cassia (pure)	0 30 0 33
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 0 40
Cloves	0 60
Cream of tartar (French, pure)	0 75 0 85
Do., American high test	0 80 0 85

Ginger (Jamaica)	0 42
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 90
Mixed spice	0 28 0 30
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 40
Do., 80, lb.	0 38
Do., 100, lb.	0 35
Do., ground, 1-lb. tins	0 60
Pepper, black	0 35
Do., white	0 45
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
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	0 95 1 00
Cardamom seed, per lb., bulk, nominal	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

Nut Market Stronger

Montreal.
NUTS.—The nut market shows more strength this week in view of the fact that the biggest season for this market is just opening. Almonds are a little dearer, quoted at 28c. Filberts are also 1c a lb. dearer. The walnut market continues very weak, as it has been for some time, and quotations are very low on most species of walnuts.

Almonds, Tarragona, per lb.	0 28
Do., shelled	0 60 0 68
Do., Jordan	0 75
Brazil nuts (new)	0 38
Chestnuts (Canadian)	0 27
Filberts (Sicily), per lb.	0 18
Do., Barcelona	0 17 0 19
Hickory nuts (large and small), lb	0 10 0 15
Peanuts, Jumbo	0 30 0 33
Do., extra	0 16 0 19
Do., shelled, No. 1 Spanish	0 18 0 20
Do., Java No. 1	0 17
Do., salted, Java, per lb.	0 29 0 30
Do., No. 1 Virginia	0 14
Do., shelled, No. 1 Virginia	0 16½ 0 18
Peanuts (salted)—	
Fancy, wholes, per lb.	0 45
Fancy splits, per lb.	0 40
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 25
Do., new Naples	0 26
Do., shelled, Manchurian	0 50
Do., Bordeaux	0 58
Do., Chilean, bags, per lb.	0 33
Do., Spanish, shelled	0 57

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

White Clover Honey Imported

Montreal.
HONEY.—Such high prices are being asked by the Canadian apiarists that white clover honey is being imported from the United States cheaper than it can be bought in Eastern Canada. Buckwheat honey, however, is more plentiful and is being bought in Canada in quite large quantities. The prices quoted are 17-18 cents for buckwheat honey and from 24-26 cents for white clover honey. There is very little comb honey offered by the dealers as the producers are asking such a high price for it, and it is so difficult to handle.

Oranges Cost \$13.50

Montreal.
FRUIT.—Easier prices are noted this week on apples. Greenings, Russets and Baldwins are offered at 50c a barrel lower than last week's prices. There is a big advance in the price of oranges

this week. California oranges are being quoted at \$13.50, which is an advance of \$3.00 on the prices quoted two weeks ago. Jamaica oranges are offered on the market at a much lower price, being quoted at \$5.50 per case. Bananas, also, have advanced in price, and the large stocks are quoted at \$8.00. Fruit dealers state that this advance in the price of bananas and oranges is not due to shortage of fruit but to a manipulation of the market.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	
Do., No. 2, per bbl.	7 00	
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Florida, 54, 64, 80, 96		6 00
Lemons, Messina		4 25
Oranges, Cal., Valencias		10 00
Do., 100s and 150s		10 00
Do., 176s and 200s		10 00
Cal. Oranges, 126-250		13 50
Jamaica Oranges, 176, 200, 216		5 50
Pineapples crate		8 50
Pears, Keiffers, per hamper		3 00
Cantaloupes, crate (45)		9 00
Tokay Grapes, per box		5 00
Blue Grapes, 6 qts.		0 55
California Grapes, in drums		7 50
Almerias Grapes, in kegs		9 00
Cranberries, per bbl.		14 00

Onions Still Very Cheap

Montreal.
VEGETABLES.—The prices on

onions continue very low with a large supply on the market. Yellow onions are cheaper this week, being sold anywhere from \$1.00 to \$1.50 per cwt. Red onions are also cheaper, being sold at \$2.25 per bag. The supply of onions on the market is very large this season, and prices in some cases are lower than this owing to the fact that the dealers are anxious to unload their stock. Sweet potatoes are cheaper this week, being offered at \$3.00 per bag. The potato market continues unchanged, but there is every indication that the market will be firmer and stronger within the next six or eight weeks.

Beets, per doz.	0 25
Cucumbers, Montreal, per doz.	0 20
Cabbage, Montreal, doz.	0 50
Chicory, doz.	0 50
Carrots, doz.	0 25
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bag)	1 25
Do., sweet, hamper	2 00
Spinach, box	0 75
Turnips, per doz.	0 40
Montreal Tomatoes, per box	2 50
Cauliflower, per doz.	0 90
Spanish Onions, per case	5 25
Yellow Onions, per cwt. bag	1 50
Red Onions, per cwt. bag	2 25

ONTARIO MARKETS

TORONTO, Nov. 12—The sugar situation is still unsettled. Some refiners have reduced quotations while others are unchanged. Rolled oats are 20 cents per bag lower. Rolled wheat is advanced 50 cents per barrel. Black peppers are slightly lower, but white pepper is holding firm. Cream of tartar quotations are lower. Another shipment of Spanish Valencia raisins is due to arrive and quotations are lower than the first shipment. The coffee market is easy with lower prices on one line of package coffee. Package teas are reduced on the cheaper grades. New shelled walnuts to arrive are lower than spot stocks. Honey is one cent per pound lower. The bean market is weak, while potatoes have advanced. Valencia oranges are again higher. Grapefruit is slightly lower. The flour market is weak with a tendency for lower prices.

Sugar Market Disturbed

Toronto.
SUGAR.—The sugar market is very disturbed and there seem to be no stabilized quotations. St. Lawrence and Atlantic are quoted at \$15.71, Acadia is holding at \$16.71 and Dominion is down to \$13.25. Wholesale prices are also varied.

St. Lawrence, extra granulated, cwt.	\$15 71
Atlantic, extra granulated	15 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	13 25
Canada Sugar Refinery, granulated	16 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, \$1; No. 2, \$1.10; No. 3, \$1.20.

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

Molasses Quiet

Toronto.
SYRUPS.—There is no change in corn or cane syrups. The market is steady. Molasses market is quiet with little buying noted. Buyers consider prices too high in view of the declines in sugar and are holding off, anticipating a reduction in quotations.

Corn Syrups —	
Barrels, about 700 lbs., yellow	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	0 08
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, 1/4c over bbls.; 1/4 bbls., 1/2c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.		1 55
Choice Barbadoes, barrels		0 56
New Orleans, bls., gal.		7 75
Tins, 2-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes		8 95
Tins, 5-lb., 1 doz. to case, Barbadoes		8 60
Tins, 10-lb., 1/2 doz. to case, Barbadoes		4 20
Tins, No. 2, baking grade, case 2 doz.		5 50
Tins, No. 3, baking grade, case of 2 doz.		4 60
Tins, No. 5, baking grade, case of 1 doz.		4 25
Tins, No. 10, baking grade, case of 1 1/2 doz.		4 60
West Indies, 1 1/2s, 48s		6 95

Rolled Oats Still Lower

Toronto.
CEREALS.—Rolled oats are reduced 20 cents per 90-lb. bag, bringing the price down to \$4.25. Some wholesalers are quoting as low as \$4.10 per bag. Rolled wheat in barrels has advanced 50 cents, now quoted at \$7.75 per barrel. Manufacturers state that this advance just covers the increase in the cost of barrels.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	7 75	
Barley, pot, 98s	6 25	
Barley Flour, 98s	6 25	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 50	
Do., fancy yellow, 98s	5 75	
Oatmeal, 98s	5 00	
Oat Flour		
Corn Flour, 98s	6 25	
Rye Flour, 98s	6 25	
Rolled Oats, 90s	4 25	
Rolled Wheat, 100-lb. bbl.	7 75	
Cracked wheat, bag	6 75	
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	8 40	
Blue peas, lb.	0 10	
Marrowfat green peas	0 08 1/4	
Graham Flour, 98s	6 00	
Whole wheat flour	5 85	
Wheat kernels, 98s	7 35	
Farina, 98s	6 20	

Package Goods Steady

Toronto.
PACKAGE GOODS.—Package cereals are holding steady. Manufacturers state that the high price of packages has a tendency to keep package goods at present levels for the present at least. Quaker Oats have been reduced to \$5.80 per case, which brings this brand down to the same level as other brands. This reduction has been expected by the trade in view of the fact that other manufacturers reduced prices on package oats some six weeks past.

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
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		3 60
Cornstarch, No. 1, lb. cartons		0 11 1/2
Do., No. 2, lb. cartons		0 10
Laundry Starch		0 09 3/4
Do., in 1-lb. cartons		0 10 1/4
Do., in 6-lb. wood boxes		0 13 1/4
Do., in 6-lb. tin canisters		0 14
Celluloid Starch, case		4 70
Potato Flour, case 20 1-lb. pkgs.		2 60
Do., case 24 12-oz. pkgs.		2 80
Fine oatmeal, 20s		6 80
Cornmeal, 24s		3 80
Farina, 24s		3 50

Barley, 24s	3 50
Wheat flakes, 24s	6 00
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s	4 00
Buckwheat flour, 24s	4 00
Two-minute Oat Food, 24s	3 75
Puffed Wheat, case	4 40
Puffed Rice, case	5 70
Health Bran, case	2 85
F.S. Hominy, gran., case	3 80
Do., pearl, case	3 80
Scotch Pearl Barley, case	2 90
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

Cream of Tartar Lower

Toronto.

SPICES.—Black peppers are reduced 2 cents per pound while white pepper is firm at unchanged quotations. Cream of tartar has declined, now quoted 70 cents to 75 cents per pound. The spice market generally is ruling fairly steady.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 33
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, select, whole, 100s.		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Caraway seed, whole		0 30
Turmeric		0 28
Curry Powder		0 40
Cream of Tartar—		
French, pure	0 70	0 75
American high-test, bulk	0 70	0 75
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

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

Valencia Raisins Lower

Toronto.

DRIED FRUITS.—Another shipment of Spanish Valencia raisins is due to arrive on the market within the next week. This shipment is quoted at 22 1-2 cents per pound, a reduction of 2 1-2 cents per pound below the quotations on first shipment. Excelsior dates are quoted at \$5.25 per case. Spot stock prunes from storage supplies are offered at reduced prices, 50-60 at 17 cents; 60-70 at 16 cents; 70-80 at 15 cents and 90-100 at 11 1-2 cents. New seeded raisins in 15 ounce packages are quoted at 28 cents.

Evaporated apples	0 15
Candied Peels, American—	
Lemon	0 48
Orange	0 50
Citron	0 80
Currants—	
Greek, Filiatras, cases	0 16 1/2
Do., Amalias	0 19
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 25
Dromedary, 9 doz. in case	7 25
Fard, per lb.	0 30
Hallowee dates, per lb.	0 16
Figs—	
Smyrna layers, 4 crown, lb.	0 26
Do. layers, 6 crown, lb.	0 30
Pulled figs, 5-lb. box, each	1 50

Prunes—		
30-40s, 25s	0 25 1/2	
40-50s, 25s	0 23 1/2	
50-60s, 25s	0 19 1/2	
60-70s, 25s	0 16 1/2	
70-80s, 25s	0 14 1/2	
80-90s, 25s	0 12 1/2	
90-100s, 25s	0 11 3/4	
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	
Choice	0 42	
Standard	0 34	
Raisins		
California bleached, lb.	0 27 1/2	
Seedless, 15-oz. packets	0 29	
Seeded, 15-oz. packets	0 28	
Crown Muscatels, No. 1, 25s	0 26	
Turkish Sultanans	0 26	
Thompsons, Seedless	0 29	
Valencia	0 25	

Package Coffee Reduced

Toronto.

COFFEE.—The coffee market continues in an easy undertone. Some mills have reduced prices on their special blends 5 to 6 cents per pound. Barrington Hall soluble coffee medium size jars, are reduced to 49 cents and hotel size to \$3.55. Bakerized Barrington Hall in one pound packages is reduced to 57 cents.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maraicao, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocho, lb.		0 55
Rio, lb.	0 35	0 37
Santo		0 42

Package Tea Lower

Toronto.

TEAS.—Low grade teas continue to glut the primary markets. Medium grades are holding fairly firm but the fine grades are scarcer than ever with prices higher. Brown label Salada tea has been reduced to 45 cents a pound, a drop of 15 cents. Red Rose crimson label is reduced 10 cents per pound. Other grades of both these brands remain unchanged. Blue Ribbon tea is reduced to 48 cents per pound, a drop of 12 cents. Lanka is reduced to 45 cents for pounds and 46 cents for halves.

Ceylons and Indians—		
Pekoe Souchongs	0 40	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 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

New Nuts to Arrive Lower

Toronto.

NUTS.—New shelled walnuts to arrive are quoted at 53 cents per pound, but new nuts are not expected to arrive much before Christmas. Spot stocks of shelled walnuts are offered at 60 cents per pound and it is expected in some quarters that supplies will be fairly well cleared up before new stock arrives. New shelled almonds are offered at 52 cents to arrive. Nuts in the shell are quoted at varied prices, every wholesaler having a different quotation.

Almonds, Tarragonas, lb.	0 19 1/2	0 25
Walnuts, Bordeaux, lb.		0 27
Walnuts, Grenobles, lb.	0 21	0 27
Do., Marbot		0 25
Do., California	0 39	0 40
Filberts, lb.	0 14	0 17
Pecans, lb.		0 28
Cocoanuts, Jamaica, sack		9 50
Cocoanut, unsweetened, lb.	6	0 35
Do., unsweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.		0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 52	0 57
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.		0 60
Peanuts, Spanish, lb.		0 17
Do., Chinese, 30-32 to oz.		0 13
Do., Java		0 14
Brazil nuts, lb.		1 15
Pecans, lb.		1 15

Honey Down One Cent

Toronto.

HONEY.—The honey market has developed an easier tone with quotations on extracted down one cent per pound. The opinion is expressed in some quarters that honey will be reduced in price in view of the limited demand and the fact that other commodities such as butter and sugar are coming down.

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

Rice Market Easy

Toronto.

RICES.—The rice market continues in an easy condition. Quotations on spot stocks generally are holding steady. Quotations on fancy Blue Rose rice has been reduced to 15 cents per pound.

Honduras, fancy, per 100 lbs.		
Do., broken		0 09 1/2
Blue Rose, lb.		0 15
Siam, fancy, per 100 lbs.		
Do., second, per 100 lbs.		15 00
Do., broken, 100 lbs.		11 00
Japans, fancy, per 100 lbs.		0 18 1/2
Fancy, Patna		17 00
Chinese, mats 50 lbs.		0 14 1/2
Tapioca, pearl, per lb.	0 10	0 10 1/2
White Sago	0 10	0 10 1/2

Canadian Sardines Higher

Toronto.

CANNED GOODS.—Brunswick sardines have advanced to \$7 a case. New canned pumpkin is quoted at \$1.25 per dozen. Rose bud beets, new pack, are quoted at \$2.45 per dozen. Standard peas are quoted at \$1.75 per dozen. Jams are moving slowly and to stimulate sales one jobber is quoting Wagstaffe's strawberry 4's at \$1.10 each.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, 1/2s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 50
Choe, 1s, doz.		3 60
Do., 1/2s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, 1/2-lb. doz.	5 90	6 50
Do., 3/4-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.		1 72 1/2
Peas, Standard, doz.		1 75
Do., Early June, doz.		2 00
Do., Sweet Wrinkle, doz.		
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 50	1 65
Pumpkins, 2 1/2s, doz.		1 25
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25

Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	5 00	5 00
Apples, gal, do.	4 75	4 75
Peaches, 2s, doz.	4 15	4 15
Pears, 2s, doz.	3 00	4 25
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 40
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 43	1 43
Black Currants, 16 oz., doz.	5 65	5 65
Do., 4s, each	1 50	1 50
Gooseberry, 4s, each	1 43	1 43
Do., 16 oz., doz.	5 35	5 35
Peach, 4s, each	1 25	1 25
Do., 16 oz., doz.	4 80	4 80
Red Currants, 16 oz., doz.	5 50	5 50
Raspberries, 16 oz., doz.	5 35	5 35
Do., 4s, each	1 45	1 45
Strawberries, 16 oz., doz.	5 55	5 55
Do., 4s, each	1 50	1 50

Bean Market Weak

Toronto.
BEANS.—The bean market is in a weak condition with prices considerably lower than last year. The Japanese market is very depressed owing to financial conditions. Ontario 2 pound pickers are quoted at \$4.90 per bushel. California limas are 12 1-2 cents per pound.

Potatoes Are Higher

Toronto.
VEGETABLES.—Potatoes have shown considerable strength during the week with quotations advanced to \$2.50 and in some quarters as high as \$2.75 per bag. What the future will be nothing can be learned with definiteness as dealers' opinions differ. There appears to be no real shortage of potatoes, but farmers are apparently storing larger quantities and buyers have to offer higher prices to get supplies. Other vegetables are plentiful at unchanged quotations.

Cabbage, Can., per doz.	0 50	0 50
Parsley, domestic, per 11-qt. bask.	0 50	0 50
Carrots, per 75-lb. bag	0 85	0 85
Turnips, per 75-lb. bag	0 85	0 85
Parsnips, bag	1 25	1 25
Onions, 100-lb. sack	1 60	1 75
Do., Spanish, large crate	6 00	6 00
Do., pickling	1 00	2 00
Green Peppers, hot, 11 qt. bskt.	0 60	0 60
Do., sweet, 11-qt. bskt.	0 75	0 75
Potatoes, per bag	2 50	2 75
Sweet Potatoes, hampers	2 75	2 75
Do., bbls.	8 00	8 00
Celery, crates, 6 to 7 doz.	5 50	5 50

Valencia Oranges Higher

Toronto.
FRUIT.—Valencia oranges have again advanced during the week, quotations are 50 cents to \$1.00 higher. Cranberries are also higher, now quoted at \$7.50 per half barrel box. Spanish Malaga grapes are quoted at \$11.00 to \$14.00 per barrel according to grade. Grape fruit is down 50 cents per case.

Oranges, Valencia		
126s	11 00	11 00
150s	11 50	11 50
176s, 200s, 216s	12 00	12 00
Bananas, Port Limons	0 11	0 11
Lemons, Cal., 240s	5 75	5 75
Do., Messinas, 300s	4 50	4 50
Grapefruit, 46s to 96s	5 75	5 75
Pears, Oregon, per box	6 50	6 50
Grapes—		
California Emperors, lugs	4 50	4 50
Do., drums	8 50	8 50
Malagas, bbls.	11 00	14 00
Apples, fancy Ontario in new barrels—		
Spies, No. 1s	7 00	8 00
Spies, No. 2s	6 00	7 00
Baldwins, No. 1s	6 00	7 75
Baldwins, No. 2s	7 25	7 25
Greenings, No. 1s	6 00	7 25

Greenings No. 2s	5 00	7 25
B.C. in boxes	3 85	3 85
Cranberries, ½ barrels	7 50	7 50
Pomegranates, half box	4 50	4 50

Flour May Be Lower

Toronto.
FLOUR.—The flour market has quite a weak tone with a tendency for lower prices.

FLOUR—

Patent Firsts, in jute bags, per barrel	13 00	13 00
Do., seconds, in jute bags, per barrel	12 50	12 50

Millfeeds in Quiet Demand

Toronto.
MILLFEEDS.—With the wheat market tending easier and demand for feeds very light owing to the splendid condition of pasture it looks as though in order to move off the accumulating stocks of feeds that millers will reduce quotations.

MILLFEEDS—

Shorts, per ton	45 25	45 25
Bran, per ton	40 25	40 25
Choice Middlings, ton	52 25	52 25

Some Lines Reduced

Toronto.
MISCELLANEOUS.—Chocolatta has been reduced and is now quoted as follows: 3 oz. size, \$1.45 per dozen; 8 oz. size, \$3.40 per dozen; 16 ounce, \$6.75

per dozen and 5 pound drums \$2.60 each. Some brands of jelly powders are reduced to \$1.50 per dozen. Prepared icings are now \$2.00 per dozen, a reduction of 35 cents. Kraft paper is reduced to 15 cents per pound. Macaroni, spaghetti and vermicelli are reduced to \$4.80 per box for 16 ounce size and \$3.10 for 8 ounce.

Soaps Down 50 Cents

Toronto.
SOAP.—Laundry soaps, such brands as Comfort, Taylors, Borax, Surprise, Gold, P & G, Sunlight and White Naphtha are now quoted at \$9.50, a reduction of 50 cents. Lifebuoy and Lux are down 40 cents, now quoted at \$8.10 per case. Ivory soap, small size, is now \$8.50, a reduction of 50 cents per case and large size is reduced 75 cents per case, now quoted at \$14.25. La France Castile in boxes of 100 tablets is now \$4.30 and boxes of 20 bars \$6.10.

Catsup and Candles Higher

Toronto.
MISCELLANEOUS.—Libby's catsup is advanced to \$2.95 per dozen. Paraffine candles are advanced to 21 cents per pound. Briar cut tobacco in tins is advanced to \$1.35 per pound.

WINNIPEG MARKETS

WINNIPEG, Nov. 10.—The condition of the market in groceries as far as Winnipeg is concerned, is one of a more or less unsettled state. Sugar is still very weak, and prices uncertain from day to day. Syrups are unchanged and bulk cereals are at easier levels. Stocks of spices are reported as being not at all heavy, and dealers state that buying is very sparing. The market in dried fruits is quiet, but canned goods are showing a little more activity.

Sugar Quotations Lower

Winnipeg.
SUGAR.—The sugar market is in an unsettled condition. Granulated sugar is being quoted at \$14.50 per cwt.

Syrups Are Unchanged

Winnipeg.
SYRUPS.—Since the decline in corn syrup last week there are no changes of any importance to report this week.

CANE SYRUPS—

2-lb. tins, 2 doz. in case	7 85	7 85
5-lb. tins, 1 doz. in case	9 10	9 10
10-lb. tins, ½ doz. in case	8 55	8 55
20-lb. tins, ¼ doz. in case	8 35	8 35

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	6 45	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20	7 20
Cases, 10-lb. tins, white, ½ doz. in case	6 95	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	6 95	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	6 35	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 35	6 35

MAPLE SYRUP—

Pure, 2½s tins, case of 2 doz.	26 90	26 90
Pure, 5s, per case of 1 doz.	24 50	24 50
Pure, 10s, per case of ½ doz.	23 25	23 25

TABLE SYRUP—

Maple flavor, 2½s tins, per case of 2 doz.	13 75	13 75
Do., 2s, tins, per case of 1 doz.	12 00	12 00
Do., 1s, tins, case of ½ doz.	11 50	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75	8 75
3-lb. tins, 2 doz. case	12 35	12 35
5-lb. tins, 1 doz. case	10 00	10 00
10-lb. tins, ½ doz. case	9 70	9 70
Molasses quotations subject to 5% discount.		

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	5 10	5 10
Es, 4 doz. in case	4 70	4 70
2½s, 4 doz. in case	4 40	4 40
5s, 4 doz. in case	4 40	4 40
10s, 4 doz. in case	4 35	4 35

No Change in Starch

Winnipeg.
STARCH.—There has been practically no change in the starch market since the decline last week. Ground corn starch has declined one quarter of a cent per pound, making the present price \$6.75 per one hundred pounds.

Cornstarch, 1-lb. pkgs., per lb.	0 10	0 10
Do., No. 1 quality, 1-lb. pkg.	0 11½	0 11½
Gloss, 1-lb. pkgs., per lb.	0 12½	0 12½
Celluloid, 1-lb. pkgs., per case.	4 85	4 85

Bulk Cereals Easy

Winnipeg.
CEREALS.—All bulk cereals are reported easier. The trade during the week is reported as showing a slight increase

in the demand for heavier breakfast foods.

PACKAGE CEREALS

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

BULK CEREALS

Rolled Oats, 80s, per bag	3 80	3 80
Do., 40s, per bag	1 97	1 97
Do., 20s, per bag	1 65	1 65
Do., 10-s, per bale	4 65	4 65
Do., 15-6s, per bale	5 45	5 45
Oatmeal, 98s, gran. or stand., bag	5 50	5 50
Wheat Granules, 98s, per bag	7 30	7 30
Do., 16-6s, per bale	8 00	8 00
Peas, whole, green, 100-lb. bag, per bush.	4 75	4 75
Do., split, yellow, 98s, per bag	8 45	8 45
Do., split, yellow, 49s, per bag	4 35	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55	4 55
Do., Lima, 100-lb. bag, per lb.	0 15 3/4	0 15 3/4
Barley, Pot, 98s, per bag	5 50	5 50
Do., pearl, 98s, per bag	7 00	7 00
Cornmeal, 98s, per bag	4 00	4 00
Do., 24s, per bag	2 05	2 05
Do., 10-10s, per bale	5 10	5 10
Buckwheat grits, whole, 98-lb. bags, per bag	10 50	10 50

Tea Shows No Change

Winnipeg.

TEA.—The tea market remains practically unchanged and locally the demand has been very steady.

Coffee Market Firmer

Winnipeg.

COFFEE.—Since the advance of 3 cents per pound on Santos coffee the market is being well maintained. The primary market is reported very quiet.

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

Spice Stocks Light

Winnipeg.

SPICES.—Opinion is expressed that no quantities of spices of any great volume are on hand at the present time. Purchasers of spices are buying very sparingly until further date when conditions in the market are rectified.

Rice Market is Quiet

Winnipeg.

RICE.—The rice market continues very quiet and buying is very dull. It is reported that the United States has grown sufficient rice this year to supply both herself and Canada for some time.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 14 3/4	0 14 3/4
Do., 50-lb. sacks, lb.	0 14 3/4	0 14 3/4
Siam, Elephant, 100-lb. bags	0 11 1/2	0 11 1/2
Do., 50-lb. bags, lb.	0 11 1/2	0 11 1/2
Sago, sack lots, 130 to 150 lbs., per lb.	0 10 1/2	0 10 1/2
Do., in less quantities, lb.	0 11 1/4	0 11 1/4
Tapioca, pearl, per lb.	0 08 3/4	0 08 3/4

Canned Goods Steady

Winnipeg.

CANNED GOODS.—The demand for canned goods is reported fair. Many of the new canned goods are now on the

market and prices are little in advance of last year.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 76
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, cs	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz.	3 35	3 35
Do., 1/2s, 4 doz. case, doz.	6 00	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	7 60	7 60
Do., 2s, 8 oz., 2 doz. case, case	7 60	7 60
Pilchards, 1s, tall, 4 doz. case, case	7 35	7 35
Do., 1/2s, flat, 8 doz. case, case	10 00	10 00
Salmon—	per case	per case
Sockeye, 1s, tall, 4 doz. case.	22 00	22 00
Do., 1/2s, flat, 8 doz. in case.	23 75	23 75
Red Spring, 1s, tall, 4 doz. case	15 75	15 75
Do., 1/2s, flat, 8 doz. case.	16 25	16 25
Coho, 1s, tall, 4 doz. case.	18 00	18 00
Do., 1/2s, flat, 8 doz. case.	16 00	16 00
Pink, 1s, tall, 4 doz. case.	9 50	9 50
Do., 1/2s, flat, 8 doz. case.	11 00	11 00
Humpback, 1s, tall, 4 doz. case	8 60	8 60

CANNED FRUIT (Canadian)

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
Lawtonberries, 2s, 2 doz. case.	11 45	11 45
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
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	13 85
Peaches, 2 1/2s, 2 doz. case	13 25	13 25
Peaches, sliced, 1s, 4 doz. case.	15 00	15 00
Do., halved, 1s, 4 doz. case	15 00	15 00
Do., 2s, 2 doz. case	10 00	10 00
Pears, 1s, 4 doz. case	17 00	17 00
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES

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
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
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	4 90
Sauer Kraut, 2 1/2s, 2 doz. case.	2 15	2 15
Spaghetti, 2 doz. case	4 00	4 60
Tomatoes, 2 1/2s, 2 doz. case	4 00	4 60
Spinach, 2 1/2s, 2 doz. case	6 75	7 25

Dried Fruits Are Quiet

Winnipeg.

DRIED FRUIT.—There has been very little buying of dried fruits reported as both wholesalers and retailers still maintain that the prices asked for same are still much too high.

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 1/2	0 16 1/4
Dates, Hallowee, bulk, lb.	0 20	0 20
Do., Tunis, bulk, lb.	0 26 3/4	0 26 3/4
Do., Package, 3 doz. case, lb.	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 28	0 28
40-50s, 25s, per lb.	0 26	0 26
50-60s, 25s, per lb.	0 23 1/2	0 23 1/2
60-70s, 25s, per lb.	0 20 3/4	0 20 3/4
70-80s, 25s, per lb.	0 19	0 19
80-90s, 25s, per lb.	0 17	0 17
90-100s, 25s, per lb.	0 16 3/4	0 16 3/4
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 52	0 52

Almond Market Is Easier

Winnipeg.

NUTS.—Shelled walnuts show no change since last week. Some very attractive prices have been offered on the new crop with shipments arriving the first of the year from France. It is reported that these prices will enable retailers to sell shelled walnuts at 60 to 65 cents per pound. Shelled almonds seem slightly easier. As the new crop has not reached this market it makes spot stocks a little more valuable than the market warrants. Shelled peanuts and brazils remain unchanged.

NUTS, SHELLED—

Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	0 19	0 19
Pecans, per lb.	1 10	1 10
Walnuts, per lb.	0 60	0 62

NUTS IN SHELL—

Peanuts, roasted, Jumbo, per lb.	0 25	0 25
Almonds, per lb.	0 35	0 35
Filberts, per lb.	0 30	0 30
Walnuts, per lb.	0 25	0 32
Pecans, per lb.	0 32	0 32

MAIL ORDER MERCHANDISING

Continued from page 29

the mails as usual, it sent them in bulk to local representatives in some of the larger towns, who distributed them from house to house. The book consisted of about 100 pages. So far as can be learned it is not the intention to distribute the big general catalogue in this manner, as such would involve great advertising expense. But it must have taken considerable outlay to distribute broadcast even a catalogue of 100 pages.

“Apparently lavish use of advertising matter, however, can be justified by results when it comes from a house like Sears Roebuck or Montgomery Ward. One theory behind the distribution of direct-mail advertising matter is that it should not be sent until asked for. When a catalogue has attained an advertising prestige like those of the big mail-order houses this rule can be interpreted with liberality.

“These new moves of Montgomery Ward & Company, while not particularly spectacular or sensational, are important in that they indicate an unmistakable intention to get out of the beaten paths of mail order selling and to cultivate relations with the people as much as possible like those enjoyed by the regular retail store.

“Only a lineal descendant of Saint Thomas can have any doubts as to the intentions of the mail-order houses to take every legitimate means of furthering their interests even at the expense of radical and unprecedented changes in operating method. The readiness of an institution like Montgomery Ward to break away from tradition ought to be an incentive to the retailer to do likewise. He will have to do it sooner or later, anyway.”

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B. C., Nov. 11.—Laundry soaps declined 50 cents per case, now quoted \$9. The potato market is cause of much conjecture, but it is thought that the United States will not be in the market like last year, in fact during the last month 200 cars were shipped here from Washington, quotations are around \$45 per ton. Fresh eggs are quoted 99 cents per dozen. Best butter 62 cents and New Zealand 63 cents. Beef \$13.15 per hundred. Lamb \$28. Mutton \$26. Pork \$29 per hundred. Sacked vegetables average \$1.75. Apples are unchanged. Grape fruit \$6 per case. Oranges \$12.50 and lemons \$6.50.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 11.—A reduction of 25 cents on twos and 35 cents is announced on B.C. syrup. Sugar is down \$1 per hundred. Crisco is lower by 35 cents per case. Rolled oats are down 20 cents per bag. Paper bags are down 10 per cent. Gold and Sunlight soaps are reduced 50 cents per case. Lux is down 40 cents per case. Pearline and Sopade are down 25 cents per case. Advances have been made on matches, about 60 cents per case. Gold Dust is up 25 cents per case. One line mince meat is up two cents per pound.

Flour, first patents, bbl.	13 80
Do., second patents, bbl.	13 60
Beans, B.C.	7 25 7 50
Rolled oats, 80s	4 05
Rice, Siam	11 85 12 50
Japan, No. 1	13 50 14 50
Tapioca	8 25 9 00
Sago	8 25 9 00
Sgar, pure cane, gran., cwt.	17 22
Cheese, No. 1, Ont., large	0 31 1/4 0 32
Alberta cheese, twins	0 30
Do., large	0 29 1/2

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 11.—The general trend of the markets is downward. One sugar refinery has reduced prices \$1.40 per hundred. Butter and cheese are

slightly lower. Eggs have advanced 10 cents per dozen. Latest shipment of lemons is lower, now quoted \$8 per case. Rice has taken a decided slump during the week. Canned peaches are slightly lower while all kinds of salmon have dropped considerably. Rolled oats are quoted \$5.35, a drop of 15 cents per bag.

Flour, No. 1 patents, bbl.	11 50
Cornmeal, bags	4 50
Rolled oats, per bag	5 35
Rice, Siam, per 100 lbs.	11 00
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 40
Sugar, standard, granulated	16 60
Do., No. 1, yellow	15 50
Cheese, Ont., twins	0 30
Eggs, fresh, doz.	0 65
Lard, compound	0 24 1/4
Lard, pure, lb.	0 32 1/2
American clear pork, per bbl.	52 00
Tomatoes, 2 1/2s, standard, doz.	2 20
Breakfast bacon	0 52
Hams, aver. 9-12 lbs.	0 46
Do., aver. 12-18 lbs.	0 46
Do., aver. 18-25 lbs.	0 44
Roll bacon	0 35
Butter, creamery, lb.	0 57
Do., creamery solids	0 61
Do., dairy, per lb.	0 53
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 30
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 25
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases.	9 00
Do., Pinks	15 00
Do., Cohoes	7 00
Do., Chums	0 17
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	2 00
Potatoes, Natives, 90-lb. bag	5 00
Beans, white	8 00
Do., yellow eye	0 11 1/2
Bananas, lb.	8 00
Lemons, Cal.	9 00
Oranges, 100s	11 30
Do., 200s	11 50
Grapefruit, Cal., case	7 00
Apples—	6 50
Kings, No. 1	5 55
Do., No. 2	4 50
Do., Dom.	
Do., No. 3	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 11.—Most staples continue with a downward tendency. Dealers are expecting lower prices and are buying only small quantities. Flour has been reduced to \$14.45. Ordinary corn meal is easier, now selling at \$3.30. Granulated sugar is reduced to \$14.10 and yellow at \$13. Compound lard is lower. Potatoes are quoted \$3.25 to \$3.50 per barrel.

Flour, No. 1 patents, bbls., Man.	14 45
Cornmeal, gran., bags	5 50
Cornmeal, ordinary	3 30
Rolled oats	11 00
Rice, Siam, per 100 lbs.	12 00 12 50
Tapioca, 100 lbs.	15 00 16 00
Molasses	1 25 1 30
Sugar—	
Standard, granulated	14 10
No. 1, yellow	13 00

Cheese, N.B.	0 29 1/2	0 30
Eggs, fresh, doz.	0 75	0 80
Do., case	0 68	0 72
Lard, pure, lb.	0 32 1/2	0 32 3/4
Do., compound	0 22 1/2	0 22 3/4
American clear pork	54 00	55 00
Tomatoes, 2 1/2s, standard, case.	4 00	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 48	0 52
Butter, creamery, per lb.	0 70	0 72
Do., dairy, per lb.	0 65	0 68
Do., tub	0 58	0 60
Peaches, 2s, standard, case.	7 45	7 50
Corn, 2s, standard, case.	3 60	3 60
Peas, standard, case	4 00	4 00
Apples, gal., N.B., doz.	5 00	5 00
Strawberries, 2s, Ont., case.	3 25	3 50
Potatoes, per bbl.	14 00	13 00
Sugar, standard, granulated	13 00	13 00
Do., No. 1, yellow		

EXPENSE AND PROFIT

(Continued from page 31.)

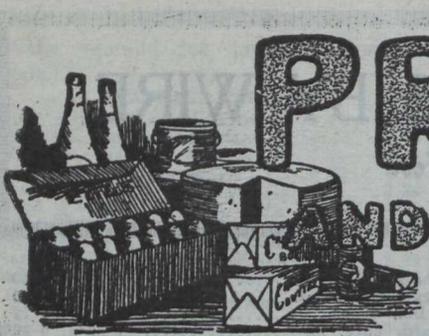
add 25 per cent. margin on selling price, or make it 17c the pound retail. I sincerely thank you for the suggestions."

When we consider that this man runs a very large fruit department and that when he wrote to me he was unable to determine whether he was making ends meet on bananas and was up a tree on several other questions, we can see what that banana study probably has meant to him.

Yet I think he has not followed it to its logical conclusion. For if you take the billed cost of \$3.96 and divide it by 30—as you should, omitting the six tenths of a pound for an extra buffer—you will get a cost of 13.2c the pound. Then figure that at 25 per cent. on sales and you will have 17.6c. That will yield a safe price of 18c, 2 pounds for 35c, and not 17c.

It is just such little fractions as this that cheat a man out of his net earnings. If you consider that it takes three sales, about, to get a dollar into your till, you will see what can happen if you are a bit careless of slight fractions. For thus a man doing \$100,000 business has 300,000 transactions in a year. If, by careless figuring he drops only 1/2 cent of possible earnings on each sale, he is out \$1,500 in a year; and \$1,500 one way or the other equals 1 1/2 per cent. made or not made on the \$100,000 business.

In the abstract we know that trifles are important to us, but in the concrete we are careless with them just the same. We feel, most of us, that "it is too much trouble" to figure down to "too fine a point." But if you will acquire the habit of figuring down to the minutest fraction very soon you will have learned many figures which you can put into harness without further calculation. Like other "hard" jobs, it gets to be easy when resolutely tackled.



PRODUCE AND PROVISIONS

Some Things to Remember When Making Shipments of Poultry

Shippers Should Make it a Point to See That the Shipping Crates They Use Are in Good Condition—Watch the Time of Shipment

Written Especially for Canadian Grocer

WHEN shipping poultry to market shippers should make it a point to see that the crates are in good condition, so that they are not liable to come apart while in transit, as they are roughly handled sometimes. The coops should also be high enough to allow whatever kind of poultry is shipped room enough to stand up. Low coops should not be used, it not alone being cruel, but a great deal of poultry is lost every year by suffocation. For turkeys, higher coops than for chickens should be used.

Coops may be loaded heavier in cold weather than in hot weather. Do not overcrowd the coops. Putting in too much stock at any time is wrong, but in hot weather especially do not crowd too much stock into a coop. This should be carefully attended to in order to prevent as much shrinkage as possible. In hot weather do not put more than one hundred pounds of live old hens in a regular coop, in cold weather about one hundred and twenty pounds. For spring chickens when small, about fifty to sixty pounds and large, about seventy to ninety pounds.

Keep different stock separate as much as possible. If a shipper has sufficient stock to fill coops, it is best to ship the hens, spring chickens, roosters, turkeys, ducks and geese separately. Of course, if a shipper has not enough stock of each kind to fill a coop separately mixed coops can be sent.

Spring chickens weighing less than one pound should not be shipped, as they become a drug on the market. Pound and one-half to two pound chickens sell best, and later on in the season over two pound weights are preferred. Early in the fall when chickens first come in, some small chickens will sell, but soon as chickens begin to be plentiful then the small ones are not wanted. Later in the fall, when chickens are

bought to place in the cold storage, one and one-half pounds to two pounds are preferred, so take it the year round, two pound stock or as near to the two pound as possible sells best.

Dark feathered ducks are not as desirable as the light feathered, chiefly for the reason that they do not dress out as white and clean as the white feathered stock.

Watch Time of Shipment

Poultry should be shipped so as to arrive on the market from Monday to Saturday. Receipts generally increase towards the end of the week, and the shippers should be careful not to ship poultry that arrives Saturday night or Sunday morning, as they do not deliver express on Sunday and the live poultry stands all day Sunday without feed until Monday morning. Result is that the chickens will shrink more than they should.

Tags with the name of the shipper and the name of the concern to whom the poultry is shipped should be tacked on the end of the coops. Tack two tags, one on each end, so that if one gets destroyed the other is likely to remain all right.

Never tack the tags on the top of the coops. Be sure to write your name and address on the tag. Your name alone or the town alone, will not be sufficient, as the receiver could not tell to whom they were to send payment for the stock unless the name and address was on the tag.

If the country shipper should not care to purchase crates the following directions to shippers wishing to make their own crates will be of benefit:

Coops should be forty-eight inches long, thirty inches wide, twelve inches high for chickens and ducks and fifteen to eighteen inches high for turkeys and geese.

In the handling of poultry, one must

remember that live poultry should receive the same careful attention as would be given a valuable horse, dog or other creature. Live chickens require clean feeding troughs and clean water, the same as a human being, also they need plenty of sunshine and fresh air, the more they get the better it will be for them.

Later on in the season, when the weather is colder and it will be safe to ship dressed poultry, the following suggestions will be of interest:

Should Fast Before Being Killed

Killing.—In the first place, the poultry should be kept from feed from twelve to twenty-four hours before killing. Hang birds up by their feet on string. Kill by bleeding in the mouth or opening the veins of the neck. Don't cut off head. It is a good idea to put a hook with a weight on it in the bill of heavy birds like turkeys and geese, to prevent the bird from fluttering and spattering blood all round, leaving the feet and head on. Do not draw either crops or intestines.

Animal heat.—One of the most important things in dressing poultry is to cool out poultry thoroughly after it is dressed. The birds should be hung up or laid on a rack in a cool airy place for six or eight hours or over night. Never pack dressed poultry for shipment until you are absolutely sure the animal heat is entirely out of the body.

How to Dress Turkeys.—The way to tell whether a bird is fat enough for market is to pick it up by the legs, ruffle back the feathers on the haunches, so you can see the skin, and if the bird is not fat it will show up thinner on the haunches than any other place. Throw back the thin birds; give them plenty of feed and save them for a later market. Always dry pluck turkeys. Kill them as noted above. The wing and tail feathers should be plucked first

as they are the hardest ones to pull. Don't give them a straight pull as that sets them; they come out easier with a twist. Pick cleanly, being careful not to tear the skin. Do not leave wing feathers on, pluck all feathers.

To Dress Ducks and Geese.—The best way to dress your ducks and geese is to scald pick them; the water should be at the boiling point; birds should be held by their heads and dipped in the water eight or ten times until the water penetrates through to the skin. Don't pluck any feathers while birds are alive, as if this is done, the skin shows up rough and bloody after they are dressed, giving them a very unsightly appearance. If you dry-pick ducks and geese, don't singe the body to remove the downy substance, as singeing gives the birds an oily appearance and they don't look attractive to the buyers.

How to Dress Chickens.—Hang up by both feet. Kill by sticking sharp knife into mouth of bird far enough to pierce the brain, then giving knife a little twist so blood will run freely. When brain is pierced the bird is rendered unconscious and thus the feather muscles are released. Dry-pick immediately while bird is bleeding as feathers will come off easily at that time. Spread out wing feathers in hand, grasp firmly and you can pull all of them out at one time. Pick cleanly, dry-cool for ten hours to get out animal heat. Then pack for shipment.

Packing.—It is very important that you pack poultry snugly so it can't move around and get bruised. Pack in barrels or boxes, but be sure they are well secured and strong packages, so they won't be broken open in transit, causing a loss to you.

It takes from forty to fifty days to fatten turkeys. During the first twenty days a ration of mash should be given them. They should get as much as they like, however making it a point to prepare only enough for one meal at a time. Mash may be best made of corn meal, oats and barley. If possible feed them plenty of grain, feeding them two or three times a day; in feeding them with mash, include a little fine gravel in the mash. Plenty of fresh water should be procurable at all times. Towards the end of the fattening period, scraps of cooked meat may be added to ration. Female turkeys fatten quicker and easier than male turkeys.

TOBACCO ACREAGE INCREASED

The crop reporting service of the U. S. Department of Agriculture has prepared a statement of the statistics for this crop which shows that there is 5 per cent. more acreage in tobacco this year than in 1919, an increase of 27,000 acres planted in tobacco. The condition of the crop at the time of the harvest is 86 per cent. perfect, as compared with 65 per cent. last year. The average yield per acre last year was 560 pounds, and this year it is estimated that it will be 705 pounds.

B. C. Fresh Fall Salmon Now Selling on Eastern Market

Being Brought Through From the Coast in Refrigerator Cars—Arriving in as Fresh and as Good Condition as When Taken From Water

By D. E. DRYSDALE

FOR the first time in the history of the fish business in Toronto, British Columbia fresh fall salmon, headless and dressed, have been brought through from the Coast in refrigerator car lots. These fish are still arriving at intervals of twenty-four hours and are as fresh and in as good condition as when taken from the water at the Coast.

There has been such a heavy demand for these that orders to the producers have been better than doubled.

Fresh whitefish as is usual at this season of the year have been very scarce and wholesalers cannot give any guarantee as to delivery.

Trout has been very plentiful, and although they are extra fine at this season

of the year, there has not been a good demand for them. The best in years of pure skinless cod is on hand in great quantities and is offered in case lots of 100 pounds at 15 cents.

There is a growing demand for all kinds of smoked fish. Holland and Labrador herrings in kegs and barrels are moving briskly. Haddock is being offered freely. Cod and mackerel like all other fish are subject to weather conditions and other interruptions which sometimes affect delivery.

Oysters are still slow in moving, most business being done with the restaurant trade. In the meantime wholesalers can only wait for better weather conditions.

British Government Revises Sockeye Salmon Prices

Vancouver (Special).—The British Government having revised their prices upward on their canned sockeye, and removing control of the other grade salmon, a movement of salmon started from the Pacific Coast. This, it is claimed, would have made more progress had not transportation difficulties and less favorable exchange been against it. As it is several fair-sized parcels of pink salmon were bought by British buyers; probably the major portion of which is destined for the Continent. The maximum prices to the British retailer were revised on half flats sockeye from 104 shillings to 130; one pound tall, from 82 shillings to 96; one pound flats from 92 shillings to 96. The price is now the same on tall and flats in pounds.

The British authorities consider that either Alaska reds or Siberian sockeye packed by the Japanese can be bought to sell at these figures also.

It has been in the past that the wholesalers, and probably many retailers, have made a practice of ordering a great deal more sockeye than they expected to get. Sometimes the shortage has necessitated deliveries of only 10 per cent. all around on the orders booked. This practice cannot help but make for higher prices. The demand seems to be so much in excess of the supply available that higher prices are asked and paid. To such an extent has this practice been general that it has almost become legi-

mate. So much so that one Eastern jobber sent a signed order to a coast packer for 1,000 cases of ——— brand sockeye, and typed on the face of his order (delivery not more than 50 per cent.). He wanted to be pro rated on the basis of 1,000 cases ordered, but only wanted at the outside 500 cases. This is almost in line with the practice of some brokers who with firm orders for a good-sized order of dried fruit, will wire an inquiry to all the packers in San Francisco; he probably succeeds in strengthening the market in which he has to buy considerably.

BELGIUM RAISING SUGAR BEETS

The production of wheat and potatoes in Belgium this year will probably decrease, according to the American Consul at Brussels. The establishment of fixed prices by the Government has forced the farmer to sell these two staples at prices much less than could easily be obtained on the open market.

The farmer has received such a small return for the amount of labor expended that he has begun to raise products which are not subject to price regulations and from which he may expect an adequate reward. Flax and sugar beets are therefore being developed intensively as the demand for both products is tremendous.

The Vera Trading Co., of Vera, Sask., has closed out its general store business, and the estate is being wound up by the Assiniboia Trust Co., of Winnipeg, assignee for the above estate.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 12—The feature of the produce market this week is the easier prices on fresh meats. There are some changes in the price of pork this week, but it is not as evident as the reductions in the price of beef, which shows many reductions. The cause of these changes is mainly the better supply of cattle and hogs being offered. Beef cattle from the West are being brought in, however, to supplement local supplies which show only a slight improvement. Smoked meats, particularly hams, are reduced in price as a result of easier prices on pork. Creamery butter shows a stronger market this week with an improved demand. Eggs take another jump in price and are now selling at 80 cents per dozen. Halibut is very nearly off the market, due to the closing of the season for that fish, as is also the case with whitefish and doree. Oysters are in very good supply with an equally good demand. Lard and shortening are holding firm in price.

Lower Prices on Pork

Montreal. **FRESH MEAT.**—The fresh meat market has certainly a downward tendency this week. In view of the supply of poor grade of cattle arriving from the West easier prices are found in some lines of fresh meat. Hind quarter of beef is a little cheaper and also hips. Quotations on hogs are easier this week and downward tendencies are shown throughout the market. This is resulting in lower prices on dressed meat. It is expected that still lower prices will be given within the next week. The market for beef is not as well supplied as has been expected, but the supplies from the West are easing prices up here.

FRESH MEATS

Hogs, live (selects)	0 18½	0 19
Hogs, dressed—		
Abattoir killed, 65-90 lbs.....	0 30	0 31
Fresh Pork—		
Legs of pork (foot on).....	0 34	0 35½
Loins (trimmed)	0 41	
Bone trimmings	0 31	
Trimmed shoulders	0 31	0 34
Untrimmed	0 27½	
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 18 \$0 25 ..Hind quarters..	\$0 22	\$0 30
0 10 0 14 ..Front quarters..	0 10	0 16
0 24 0 36 ..Loins	0 30	0 43
0 16 0 20 ..Ribs	0 16	0 30
0 10 0 14 ..Chucks	0 10	0 16
0 22 0 25 ..Hips	0 24	0 25
Calves (as to grade)	0 18	0 30

Smoked Meats Are Lower

Montreal. **SMOKED MEAT.**—In sympathy with the lower prices on pork the market for smoked meats is weaker this week. Quotations as given below hold in general but prices are easier than they have been and further changes may be expected within a week if the market keeps as well supplied as it is at the present time. The demand for smoked meat just at this season is falling off and at the same time the supply is better than it has been for some time. Smoked hams are reduced in price this week, amounting

to from one to two cents a pound, and in one case the reduction amounts to five cents a pound.

BACON—		
Breakfast, best	0 46	0 47
Smoked Breakfast	0 46	0 47
Cottage Rolls	0 38	
Picnic Hams	0 32	
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMs—		
Weight, 8-14, long cut	0 39	
Do., 14-20	0 39	
Do., 20-25	0 30	
Do., 25-35	0 30	
Over 35 lbs.	0 29	

Cooked Meats Quiet

Montreal. **COOKED MEATS.**—The market for cooked meat is rather weak with easier prices in some lines. The demand is falling off due to the colder weather and easier prices are looked for especially in view of the fact that there is a better supply of meat on the market now than there has been for some time.

Jellied pork tongues	0 45
Jellied pressed beef, lb.	0 36
Ham and tongue, lb.	0 42
Veal	0 35
Hams, cooked	0 61
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Shortening Prices Hold

Montreal. **SHORTENING.**—The shortening market holds firm in sympathy with the strength of the lard market. There is no change in quotations this week.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 24½	
Tubs, 50 lbs., per lb.	0 25	
Pails, 20 lbs., per lb.	0 25¼	
Bricks, 1 lb., per lb.	0 27	

Barrelled Meats Easier

Montreal. **BARRELLED MEATS.**—The market for barrelled meats is directly affected by the lower and weaker market for both pork and beef. It is expected that within a few days new quotations will be made on barrelled meats. The local

demand is not large but the export trade is picking up.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	49 00
Heavy mess pork (bbl.)	39 00
Plate Beef	25 00
Mess Beef	23 00

Fresh Eggs Are Higher

Montreal. **EGGS.**—The price of eggs still soars. Strictly fresh eggs are now quoted at 80 cents per doz., which is almost a record price for this time of the year. Eggs of the number one quality are still quoted at 60 cents. The demand for eggs is said to be particularly large on account of the high price of meat, but gradually these prices are easing off and this may mean a slight decrease in the demand for eggs.

Strictly fresh	0 80
Selects	0 68
No. 1	0 60

Lard Prices Hold Firm

Montreal. **LARD.**—There is not much change in the condition of the market for lard. Business in lard is almost all for small lots for domestic use. The lard market holds firm at the high prices quoted and there is no change expected or no signs shown of any weakness for the near future.

LARD—	
Tierces, 360 lbs.	0 31
Tubs, 60 lbs.	0 31½
Pails, 20 lbs.	0 31¾
Bricks	0 32

Cheese Prices Unchanged

Montreal. **CHEESE.**—There is no change in the cheese market this week. Local prices are unchanged and the export business shows a little more activity.

CHEESE—		
New, large, per lb.	0 28	
Twins, per lb.	0 28	
Triplets, per lb.	0 28	
Stilton, per lb.	0 37	
Fancy old cheese, per lb.	0 34	
Quebec	0 28	

Butter Market Unchanged

Montreal. **BUTTER.**—The butter market shows a little more strength this week. The demand is improving and with it prices become a little higher. The best creamery butter is now being sold at 55 and 56 cents per pound. Dairy butter, for which there is only a limited demand, is selling at various prices, averaging 50-52 cents per pound.

BUTTER—	
Creamery prints, qual., new....	0 56
Do., solids, quality, new	0 55
Dairy, in tubs, choice	0 50
Do., prints	0 51

Halibut Season Almost Over

Montreal. **FRESH FISH.**—The fish dealers announce that there will be no fresh halibut offered this week as the season is very nearly over. This applies also to

whitefish and doree. Salmon, also, is very scarce due to the very stormy weather on the Pacific coast which is hindering fishing. Bulk and shell oysters are in very good supply, but the oysters packed in jars seem to be increasing in popularity as more companies are now offering their supply packed in that style.

FRESH FISH		
Haddock	0 07	
Steak cod	0 10	0 11
Market cod	0 06½	
Mackerel	0 18	
Flounders	0 10	
Live Lobsters	0 60	
Salmon Cohoes	0 25	0 30
Shad	0 18	
Gaspé salmon	0 40	
Halibut	0 27	
Gaspereaux, each	0 05	
Whitefish	0 21	
Lake Trout	0 21	
Brook trout	0 50	
Pike (dressed)	0 14	
Perch	0 15	
Fresh eels, per lb.	0 15	
Fresh herrings, each	0 07	

Doree	0 20	
Fresh Herrings	0 06	
Steak Pollock, dr. per lb.	0 07	
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	
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	0 28	
Salmon, Cohoes, round	0 23	
Salmon, Qualla, hd. and dd.	0 18	
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	
Fillets, 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, can	3 00	
Do., No. 3, can	8 75	
Selects, No. 1, can	3 50	
Selects, No. 3, can	10 50	

Mess Pork, 200 lbs.	39 00
Short cut backs, 200 lbs.	55 50
Pickled rolls, bbl. 200 lbs.—	
Lightweight	66 00
Heavy	60 00
Above prices subject to daily fluctuations of the market.	

Cooked Meats Unchanged

Toronto.
COOKED MEATS.—There is no change in cooked meat quotations but the tendency is for a receding market in view of the easy condition of hogs and cattle.

Boiled hams, lb.	0 65	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 66	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	

Above prices subject to daily fluctuations of the market.

Butter Continues Easy

Toronto.
BUTTER.—The butter market continues easy with no price changes on the better grades. The lower grades, however, have been reduced two cents per pound.

BUTTER—		
Creamery, prints	0 55	0 59

New Laid Eggs Scarce

Toronto.
EGGS.—The egg market is holding firm at unchanged quotations. Several cars of United States storage eggs arrived during the week for local consumption. Fresh new lays are scarce and prices are slightly firmer.

EGGS—		
Selects	0 70	
No. 1 candled	0 64	
New-laid in cartons	0 85	
Prices shown are subject to daily fluctuations of the market.		

Cheese Quotations Hold

Toronto.
CHEESE.—The cheese market is holding fairly steady at unchanged quotations.

CHEESE—		
Large, per lb.	0 27	
Twins, 1c higher than large cheese.	Triplets 1½c higher than large cheese.	

Lard Down Half Cent

Toronto.
LARD.—The lard market is easy with quotations down half cent. One pound prints are quoted at 31 cents. Tierces are 29 cents per pound with 1-2 cent higher for tubs.

LARD—		
1-lb. prints	0 31	
Tierces, 400 lbs.	0 29	
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.		

Shortening Down Two Cents

Toronto.
SHORTENING.—The shortening market is ruling easy. Quotations have been reduced two cents per pound on prints now quoted at 25 cents. Tierces are reduced 2-3-4 cents, now quoted 20 cents per pound.

SHORTENING—		
1-lb. prints	0 25	
Tierces, 400 lbs.	0 20	
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

ONTARIO MARKETS

TORONTO, Nov. 12.—Live hogs are again reduced, the market is weak and further declines are anticipated. Fresh pork cuts are down one cent per pound. Fresh beef cuts for the best grades are holding at firmer figures while the lower grades show declines. All smoked meats are down one to two cents per pound. Butter is easy with quotations on the best grades unchanged and the lowest grades show a reduction. New laid eggs are scarce and quotations firmer. Several cars of United States eggs have arrived during the week for local consumption with the market for this grade holding firm. Lard and shortening are easy and quotations are reduced one to two cents per pound. Fish is arriving freely under a fair demand. Poultry receipts have been lighter during the week and dealers have advanced their prices. Quotations to the trade on heavy fowl are advanced two cents per pound.

Dressed Pork Lower

Toronto.
FRESH MEATS.—Live hogs have shown further reductions during the week which makes a decline of \$3.00 per hundred since two weeks ago. Packers intimate that another dollar will be knocked off this week. Fresh pork cuts are all reduced one cent per pound. Fresh beef cuts for the best grade is holding firm but the poorer grades are lower. Dressed calves are lower. Spring lamb is up one cent per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live, off cars, per cwt.	17 50	
Live, fed and watered, per cwt.	17 25	
Live, f.o.b., per cwt.	16 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 38	
Loins of pork, lb.	0 45	
Fresh hams, lb.	0 39	
Tenderloins, lb.	0 65	
Spare ribs, lb.	0 21	
Picnics, lb.	0 27	
New York shoulders, lb.	0 33½	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 32½	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 13	0 16
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 18	0 28
Cow beef quotations about 2c per pound below above quotations.		

Calves, lb.	0 25	0 28
Spring lamb, lb.	0 25	0 27
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Meats Decline

Toronto.
PROVISIONS.—Smoked hams show a decline of two cents per pound while all grades of smoked bacon are one cent per pound lower. The market is weak following the lower trend of the hog market.

Hams—		
Small, 6 to 12 lbs.	0 45½	
Medium, 12 to 20 lbs.	0 45	
Large, 20 to 35 lbs, each, lb.	0 41½	
Heavy, 25 to 35 lbs.	0 35½	
Heavy, 35 lbs. and upwards	0 32½	
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 47
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim	0 61	
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	
Wiltshire, three-quarter cut	0 43	0 45
Wiltshire, middle	0 47	

Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 30	
Do., av. 80-90 lbs.	0 28	
Clear bellies, 15-30 lbs.	0 31½	
Fat backs, 10 to 12 lbs.	0 24	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		

Margarine Unchanged

Toronto.

MARGARINE.—The demand for margarine is quiet with quotations on the best grade holding at 36 cents per pound.

MARGARINE—

1-lb. prints, No. 1	0 36
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine, lb.	0 33 0 35

Lake Fish Scarce

Toronto.

FISH.—There is a scarcity noted for fresh lake fish but otherwise fish of all descriptions are arriving freely. Holland herrings in ten pound kegs are now being offered. Fresh herrings are quoted at 9 to 10 cents per pound. Fresh fall salmon from British Columbia is in good demand and quoted at 10 to 11 cents per pound. Smoked ciscoes are quoted at 22 cents per pound.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 09	0 09
Haddock, heads off, lb.	0 10	0 11
Do., heads on, lb.	0 18	0 19
Halibut, chicken	0 23	0 24
Do., mediu m.	0 18	0 19
Fresh Whitefish	0 09	0 10
Fresh Herring	0 10	0 11
Flounders, lb.	0 17	0 18
Fresh Trout, lb.	0 10	0 11
Fall Salmon	4 20	
Oysters—		
No. 1 tins	12 30	
No. 3 tins	20 00	
No. 5 tins	20 00	
Glass jars, doz.	6 50	

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 07 1/2	0 08
Brill	0 10	0 11

SMOKED FISH

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

PICKLED FISH

Labrador Herrings, kegs, 100 lbs.	6 50
Do., bbl., 20 lbs.	12 00
Do., pails, 20 lbs.	2 25
Salt Mackerel, 20-lb. kit.	3 25
Do., kegs, 100 lbs.	15 00
Holland Herrings, Milchers	1 35
Do., mixed	1 25

DRY SALT FISH

Quail on Toast, 24 pks. to case, lb.	0 16
Shredded Cod, per box	2 40
English Strip Cod, 30-lb. box	6 00
Imperial Strip Cod, 25-lb. box, lb.	0 15
Skinless Cod, 100 lbs., lb.	0 15

Poultry Prices Higher

Toronto.

POULTRY — Receipts of poultry have been much lighter during the week and dealers have advanced their prices. Dealers are of the opinion that this condition is only temporary and that supplies will shortly be again arriving freely. Quotations to the trade for heavy fowl have been advanced two cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-\$0 35	-\$0 40
Roosters	0 17	0 20
Fowl, over 5 lbs.	0 28	0 30
Fowl, 4 to 5 lbs.	0 23	0 27

Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 28	0 30
Guinea hens, pair.	1 25	1 50
Spring chickens, live.	0 25	0 30

Prices quoted to retail trade—

	Dressed	
Hens, heavy	0 30	0 32
Do., light	0 26	0 28
Chickens, spring	0 30	0 35
Ducklings	0 30	0 35

WINNIPEG MARKETS

Hogs Are Selling Lower

Winnipeg.

HOGS.—Selected hogs are reported lower this week and are being quoted at \$16.50 per cwt. There has been no change in the fresh pork situation and prices remain unchanged. Hams declined a cent a pound and are now being quoted at 28 1/2 cents to 35 1/2 cents, according to weight.

HOGS—

Selected, live, cwt.	16 50
Heavy, cwt.	13 50
Light, cwt.	13 50
Sows, cwt.	9 50

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 26 1/2	0 33 1/2
Spare ribs, lb.	0 23 1/2	0 23 1/2
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 28 1/2	0 35 1/2
Picnics, lb.	0 27	0 27
Shoulders, lb.	0 29	0 33

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18

Mutton—

Choice, lb.	0 15
Lamb—	
Choice, 30-45 lbs., lb.	0 23

Cooked Hams Are Lower

Winnipeg.

COOKED HAMS.—Cooked hams declined during the week and are now being quoted at 65 1/2 cents per pound. Head cheese has advanced a cent per pound and is now being quoted at 22 cents per pound. All other lines remain unchanged.

Hams, best quality, skinned, lb.	0 65 1/2
Do., roast, lb.	0 67 1/2
Boiled shoulders	0 49
Head Cheese, in 1-lb. tins	0 22
Jellied Beef, Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61 1/2
Baked Luncheon Loaf, lb.	0 28

Butter Market Is Firmer

Winnipeg.

BUTTER.—The butter market is firming up and no doubt advances will be expected very shortly. Very little dairy butter is arriving and prices remain unchanged.

BUTTER—

Creamery, best table grade	0 60
Dairy, best table grade	0 50
Margarine	0 37 0 39

Shortening Is Steady

Winnipeg.

LARD.—Lard and shortening are reported steady with no change in prices.

Pure lard, No. 1, quality, per lb.	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails.	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 20
Shortening, tierces of 400 lbs., per lb.	0 23 1/2

Provisions Decline

Winnipeg.

PROVISIONS.—Smoked hams have shown a decline during the week and boneless cottage rolls are being offered at 41 1/2 cents per pound. The bacon market remains very firm with a noted scarcity of the same.

8 to 16 lbs., per lb.	0 46 1/2
16 to 20 lbs., per lb.	0 43 1/2
Boneless, 8 to 15 lbs., per lb.	0 51 1/2
Skinned, 14 to 18 lbs., per lb.	0 47
Do., 18 to 22 lbs., per lb.	0 45
BACON—	
Backs, 5 to 12 lbs., smoked	0 64
Do., 12 to 16 lbs., smoked	0 62
Do., 10 to 14 lbs., skinned and peamealed	0 63 1/2
Do., 4 to 10 lbs., sliced	0 66
Cottage rolls, boneless	0 41 1/2

Egg Receipts Are Light

Winnipeg.

EGGS.—Egg receipts are reported very light and the market is much firmer. Indications point to higher prices for eggs in the very near future. Fresh farm eggs are being quoted at 65 cents per dozen with fresh candled eggs at 58 cents.

Cheese Steady And Firm

Winnipeg.

CHEESE.—Cheese is firmer. Very little Manitoba cheese is now procurable. Prices remain as quoted.

CHEESE—

Ontario, large, per lb.	0 29 1/2
Do., twins, per lb.	0 29 1/2
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Poultry is Scarce

Winnipeg.

POULTRY.—There is a noted scarcity of poultry and receipts are very light. Prices are very firm but show no changes as compared with a week ago.

Fish Market is Steady

Winnipeg.

FISH.—Good shipments of fresh salmon are on the market and are being offered at 34 cents per pound. Lobsters have advanced and are now quoted at \$1 with frozen crabs at 25 cents. Crab meat is being offered at \$7.50 per gallon.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09 1/2
Herring, Lake Superior, 100-lb. sacks, new stock	0 17
Halibut, chicken, cases 300 lbs.	0 18
Do., broken cases	0 10
Jackfish, dressed	0 13
Pickered, case lots	0 21
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 22
Do., in broken cases	0 25 1/2
Red Spring, in full boxes	0 26 1/2
Do., broken cases	0 09 1/2
Soles	0 09 1/2
Baby Whites or Tulibeas	0 17
Whitefish, dressed, case lots	0 18
Do., broken cases	0 18

SMOKED FISH

Bloaters, Eastern National, case.	3 50
Do., Western, 20-lb. boxes, box	0 15
Haddies, 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	2 25
Kippers, East. Nat., 20 count, per count	2 15
Do., Western, 20-lb. boxes, box	0 20
Fillets, 15-lb. boxes, lb.	

SALT FISH

Steak Cod, 2s, Seely's, lb.	
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	
Do., 20-ls, tablets, lb.	
Holland Herring, Milkers, 9-lb. pails, per pail	1 40
Do., mixed, 9-lb. pails, per pail	1 30
Labrador herrings, 100-lb. bbls., per bbl.	

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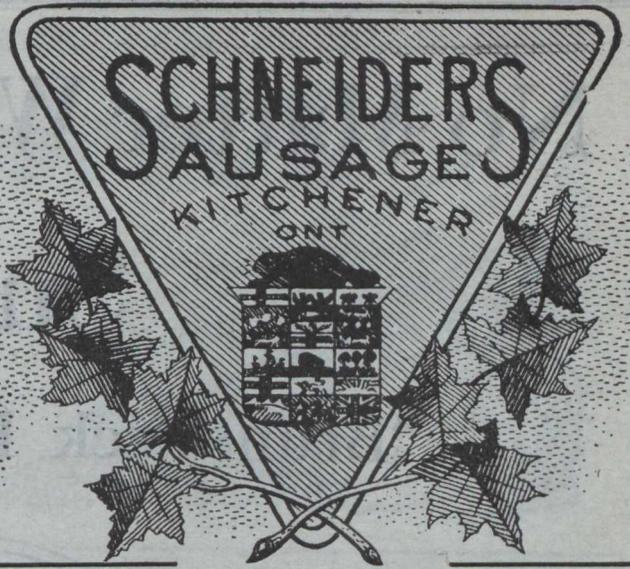
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 Peerless Brand, Family, each 48 cans 7 00
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 4 lbs. W. T. Benson & Co.'s Challenge Corn 0 10
 (Prices in Maritime Provinces 10c per case higher.)
 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 13
 (20-lb. boxes 1/4c higher, except potato flour.)

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 40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. 0 11 1/2
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 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)

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 2-lb. tins, 2 doz. in case...\$6 15
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 20-lb. tins, 1/4 doz. in case. 6 00
 Barrels, about 700 lbs..... 0 08
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 Pay Roll, thick bars 1 86
 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 34
 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 35

Dates

This fruit seems to be in excellent demand at all seasons of the year.

We have a small lot of bulk Sairs which we can ship out immediately. The quality is good average, and the price 12½

Tapioca

Penang Med. Pearl	- - -	7½
Singapore “ “	(Fancy bright quality)	9½
Singapore Seed Pearl	(White Sago)	7½

Tomatoes

We offer fancy quality hand packed at - 1.55

Terms : Net 30 days, Ex Warehouse, Toronto

Orders for shipment from factory in Prince

Edward County - - - - - 1.45

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

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.



Every Housewife Knows the Name

Every housewife accepts the name as a value guarantee in Matches and Indurated Fibreware.

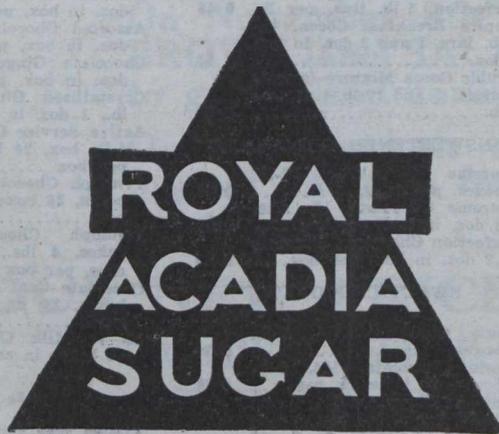
EDDY'S MATCHES have been before the Canadian public since 1851 and the passing years serve but to emphasize their great popularity with the Canadian consumer.

EDDY'S INDURATED FIBREWARE is another well-liked Eddy line. Clean, light and durable utensils, immeasurably superior to the old-fashioned articles of wood or metal. Utensils that never bulge or leak.

See how easily you can sell these Eddy products. A trial display will convince you.



The E. B. Eddy Co., Limited
HULL, CANADA



A WHOLESOME PRODUCTION

ROYAL ACADIA SUGAR is made from the pure cane into the purest refined granulated sugar — "Every Grain Pure Cane."

A profitable trade will surely come from selling "Royal Acadia."

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

The
Acadia Sugar Refining Co., Ltd.
 HALIFAX, CANADA

"BRODIE'S" — Splendid for Winter Use



Now that the cool weather is coming on more baking will be done in the homes of your customers.

Getting behind a product like Brodie's Self-Raising Flour and displaying it well will mean profitable returns for your efforts. Fine for pancakes, biscuits, etc. Try it in your own home.

Replenish your stock to-day.

From your Wholesaler.

Brodie & Harvie, Limited
 BLEURY ST.
 MONTREAL

Ontario Representatives:
 Chadwick & Co., 34 Duke St., Toronto

Quebec Representatives:
 Renaud & Cie, Incorporated, Quebec

New Florida Oranges

Our first car Parson-Brown Floridas will arrive Monday.

Sizes Heavy to 176^s, 200^s, 216^s, and 250^s.

Sweet and Juicy

Malaga Grapes

Our Winter Keepers are now in.

WHITE & CO., LTD.

TORONTO

Fruits, Nuts, Dates, etc.

FRESH ARRIVALS DAILY

OF ALL VARIETIES OF

Domestic Fruits and Vegetables

Best Varieties of

FREESTONE PEACHES

NOW COMING

ORANGES, BANANAS, LEMONS
CALIFORNIA BARTLETT PEARS
AND MALAGA GRAPES

THE HOUSE OF QUALITY

Hugh Walker & Son,

LIMITED

GUELPH Established 1861 ONTARIO

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

	Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes	0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case....	0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb....	0 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 Tulips, 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, 1/2s, 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, 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 Buds, fancy, 1 lb., 1/2 doz. in box, per doz.....	6 25
Maple Buds, 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

6c LINES

Hilbert Nut Bars, 24 in box, 60 boxes in case, per box..	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box....	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box.....	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box....	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes.....
6c pyramid packages, 4 doz. in box.....
6c glassine envelopes, per box.....	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box.....	2 00

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.
Toronto, Canada.
The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.....	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.....	2 00
Kellogg's Krumbled Bran...	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz.....	\$6 10
Do., 3 lbs.....	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.....	3 00
Crescent Self-Rising Flour, 6 lbs.....	6 00
Do., 3 lbs.....	3 05
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz...	1 60

To get business you must go after it.
Others do it through this paper
—why not YOU?

Could we be fairer than this ?

On November 8th we reduced the price of BROWN label SALADA by 15 cents a pound to grocer and consumer alike.

Our new packets of Brown Label are imprinted 28 cents for the halves, and 55 cents for the pounds.

OUR NEW PRICE TO THE TRADE IS

BROWN LABEL, ONES - 45 cents lb.

BROWN LABEL, HALVES, 46 cents lb.

Black, Mixed and Green blends, same price.



*There is no change in the prices of Blue, Red or Gold label SALADA as the cost of these teas on the primary markets is still very high.

We have always guaranteed the sale of

"SALADA"

and we stand back of this guarantee now, to the limit.

We will refund you the price you paid us for all old-priced packets you want to return.

We pay the freight on these returns also, just as we paid the freight to your door.

We ask your considerate co-operation on one point—**DO NOT RETURN YOUR STOCK OF SALADA UNTIL YOU HAVE RECEIVED SOME OF THE NEW PRICED TEA.** We (and you) cannot afford to inconvenience the public.

Send in your order immediately

The demand for the new packets from all over the country is so great that we are obliged to fill all orders in rotation. This may necessitate a delay of a day or so in filling your order.

1920 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

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.

FOR SALE

FOR SALE—ONE OF THE BEST RETAIL grocery businesses in the best city of Western Canada, turnover \$80,000, showing good profit; reason for selling, leaving country. Price, approximately \$30,000, includes buildings, fixtures, stock and delivery equipment. Apply Owner, Box 398, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE 120-ACCOUNT McCASKEY Register, complete, \$35; one Empire Typewriter, \$35; both in A1 condition. Frank Mossop, 602 Thirteenth Ave. E., Calgary, Alta.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

AGENCY WANTED

A RELIABLE EXPERIENCED BROKER would like agencies for British Columbia, or would act as purchasing agent for a reliable Eastern house. 810 Dominion Building, Vancouver, B.C.

AGENCY WANTED — JOHNSON & DASH offer their services to Canadian manufacturers who desire to export their products to the British West Indies. Manufacturers' representatives and sales agents. Barbados, B.W.I.

POSITIONS WANTED

POSITION WANTED BY MAN OF 28, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

REAL LIVE MAN WITH LIFELONG EXPERI-ence in grocery and produce trades is open for better proposition as partner, manager, accountant, etc. It is not always easy to get in touch with right party of experience. Investigate. May be mutual opportunity. Box 290, Canadian Grocer, 153 University Ave., Toronto, Ont.

SITUATIONS VACANT

EXPERIENCED GROCERY SALESMAN desires position traveling out of Winnipeg, calling on wholesale or retail trade. Nine years' experience. Age 26. Will furnish references on application. Box 298, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A MAN WITH EXPERIENCE for retail grocery department; good steady position and good treatment assured; Northern Ontario. Apply stating salary expected to Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of **CANADIAN GROCER**. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Opportunities
are offered
every week
on this page.

Are you
making use
of them?

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.



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

Price \$1.80 per doz. boxes; \$1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

Something New CORN CHOWDER

Made from the choicest of sweet corn. Most delicious with fish, meats, game. Attractively packed in 14 oz. bottles, 2 doz. to case. A real seller for the fall and winter trade.

Mail or Wire Your Orders

TRADE SUNDRIES LTD.

232 Clarke St., MONTREAL

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

INDEX TO ADVERTISERS

A		L	
Acadia Sugar	17, 57	Lambe, W. G. A.	15
Arnett, Thos. Lewis	14	Lachaine, Geo. D.	16
B		Lemon Bros.	53
Bain & Co., Donald H.	12	M	
Belgo-Canadian Trading Co.	16	McCaskey Systems	64
Berg & Beard	61	McLaughlan, J. K.	15
Borden Co.	1	McLay Brokerage Co.	12
Brennan, H. C.	15	Macdonald Reg., W. C.	9
Brodie & Harvie, Ltd.	57	Mackenzie, W. L.	12
O		Maclure & Langley	15
California Associated Raisin Co.	10	Magor, Son & Co., Ltd.	20
Canada Nut Co.	11	Mann & Co., C. A.	63
Canada Produce Co.	16	Marsh Grape Juice Co.	53
Canadian Salt Co., Ltd.	51	Mason & Co., Ltd., Geo.	54
Chadwick & Co.	15	("O.K." Sauce).	
Channell Chemical Co.		Mathieu & Co., J. L.	20
Inside front cover		Mickle, Geo. T.	11
Clark Ltd., W.	3	Midland Vinegar Co.	53
Clayoquot Sound Canning Co.	11	("H.P." Sauce).	
Climax Baler Co.	16	Moore & Co., R. M.	63
Connecticut Oyster Co.	Front cover	Morris & Co.	50
Connors Bros.	52	Morrisette, Nap.	2
Crampton & Co., Ltd., John.	53	Mowat & McGeachie	12
Cressy, John R.	63	Mueller Co., Ltd., The Chas.	63
D		O	
Davies & Co., Wm.	49	Oakey & Sons, Ltd., John	11
Dayton Scale	Back cover	O'Donnell Co., John J.	15
Diamond Dyes	56	P	
Dominion Confectionery Co.	53	Patrick & Co., W. G.	15
Dominion Salt Co.	54	Pennock & Co., H. P.	13
Donaldson-Phillips Agencies.	11	Pritty Ltd., John	11
Duncan & Son, C.	13	R	
Dunn, Albert	16	Red Rose Tea	19
E		Richardson & Green	12
Eckardt & Co., H. P.	55	Rock City Tobacco Co.	
Eddy Co., Ltd., E. B.	56	Inside back cover	
Edgett Ltd., W. H.	11	S	
Escott Co., Ltd., W. H.	14	Salada Tea Co. of Canada, Ltd.	59
Estabrooks Co., Ltd., T. H.	19	Sarnia Paper Box Co.	63
Eureka Refrigerator Co., Ltd.	10	Schneider & Sons, J. M.	51
F		Sebringville Cheese Factory	63
Fairbanks Co., N. K.		Shepherd-Mott Co.	16
Inside back cover		Smith, K.	16
G		Smith Brokerage Co., The	16
Gaetz & Co.	16	So-Clean, Ltd.	63
Grant & Co., C.	12	Spratt's Patent, Ltd.	4
Gunns Ltd.	50	St. Arnaud Fils Cie	16
H		T	
Hanson & Co., J. H.	51	Teco Mfg. Co.	7
Hargraves Ltd.	15	Toronto Pottery Co., Ltd.	63
Hay, A. H. M.	16	Toronto Salt Works	63
Henderson Brokerage, B. M.	11	Trade Sundries Ltd.	62
Hill, Newton A.	15	Trent Mfg. Co.	63
I		V	
Imperial Grain & Milling Co.	10	Vincentelli & Co.	63
International Business Machines		W	
Outside back cover		Wagstaffe Ltd.	5
J		Walker & Son, Hugh	58
Johnson-Lieber Mercantile Co.	11	Wallace Fisheries, Ltd.	10
K		Watson & Truesdale	13
Kidd, T. Ashmore	15	White & Co.	58
		White Cottell's	63
		Wiley, Frank H.	12
		White Swan Spices & Cereals Co.	2
		Whissell, H.	16
		Whittall Can, A. R.	4
		Williams Storage Co.	13
		Woods & Co., Walter	4



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

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. J2

Phone 1577

The SARNIA PAPER BOX CO., Ltd. SARNIA, ONT.

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

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.

"Why don't you trade at Stevens?"



"With each purchase I get a complete statement of my account to date. This makes it so easy to pay because I always know what I owe"

Your credit service would mean much more to you and to your customers if you extended it by means of McCaskey Service.

Your credit service would mean much more to you because it would then give complete satisfaction—the maximum requirement of any service which, however, you cannot hope to give by means of a blind system of accounts.

Your credit service would mean much more to your customers because:—

- (1) McCaskey Service would make it EASY for your customers to pay, for they would always know what they owe and could pay when they had the money and the inclination to pay.
- (2) McCaskey Service would enable your customers to live within their incomes, if they were so inclined, for they would always know what they are expending.
- (3) McCaskey Service would enable your customers to SEE at the time each transaction takes place and the details are fresh in their minds, whether or not their accounts are absolutely correct.

McCaskey Service would, also, enable you to cut your accounting costs, for you could handle your charge accounts—post and balance them, with a statement to date in the hands of your customers at all times—with but one writing, the original entry on the sales slip.

There is a McCaskey System of Accounts for every Business, Factory, Physician, Surgeon, or Dentist. Let us show you what it will do for YOU in the way of increasing service and cutting costs.

McCaskey VISIBLE ACCOUNTING
GALT, ONTARIO

*Metal
Safe
Protection
from
Fire—
A
System
Complete*

*We Supply
Counter Check Books
of Every Kind*

Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with Master Mason than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend Master Mason — the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



*She comes—she looks—
she buys!*



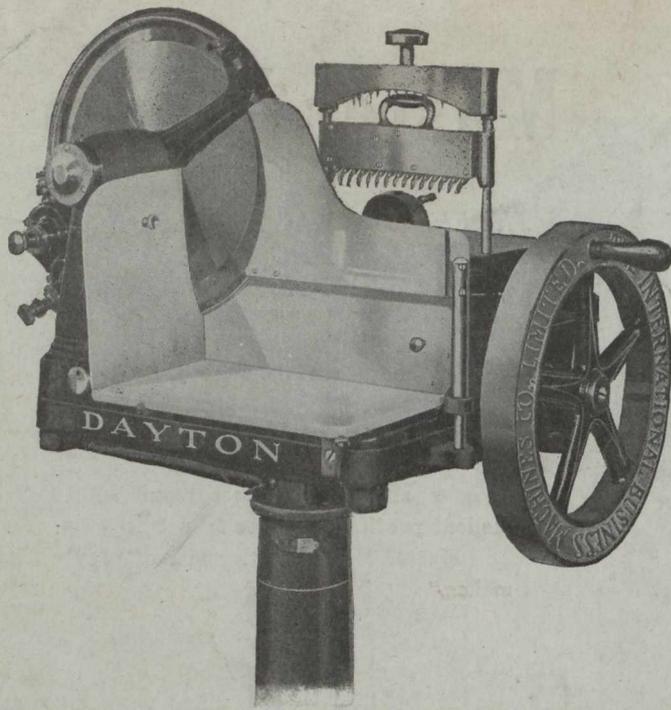
*Put Gold Dust packages
where your customers can
see them.*

A woman who has seen Gold Dust advertising—and very few in Canada have not—will look for Gold Dust on your shelves. Keep it where she can see it and it will sell itself.

Don't forget that Gold Dust is "Made in Canada." It has a good margin of profit and a quick turnover.

THE N.K. FAIRBANK COMPANY

LIMITED
MONTREAL



The International Dayton Meat Slicer

Is the Meat Slicer **PLUS**

A SIMPLE QUESTION IN ADDITION

Study these **SIX BIG PLUS FEATURES**—Six big advantages exclusive to the International Dayton—wherein you get service, utility, speed, far beyond that offered by any other slicer in the market:

1. Knife properly mounted on ball bearings.
2. Proper means to sharpen and keep knife trim.
3. Self-adjusting table.
4. One meat clamp for all work.
5. Sanitary construction.
6. Safety.

Above all Comes **SAFETY**—the Big **PLUS** Feature

Among the Toronto users of the International Dayton Meat Slicer is a blind hero of the world war. Catering to a large and growing trade, he operates the machine himself with speed and perfect safety.

International Business Machines products hereafter will be known under the following names: International Dayton Scales, International Meat Slicer, International Cheese Cutter and International Electric Tabulator.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

HALIFAX
44 Granville St.
OTTAWA
188 Queen St.
WALKERVILLE
44 Lincoln Rd.

ST. JOHN
18 Germain St.
TORONTO
415½ Yonge St.
WINNIPEG
227 McDermott Ave.

CALGARY
127 6th Ave. W.
EDMONTON
10118 102nd Ave.

QUEBEC
506 Merger Bldg.
HAMILTON
228 King St. E.
SASKATOON
254 3rd Ave. S.

MONTREAL
1 and 3 Notre Dame St. W.
LONDON
489 Richmond St.
VANCOUVER
110 Water St.